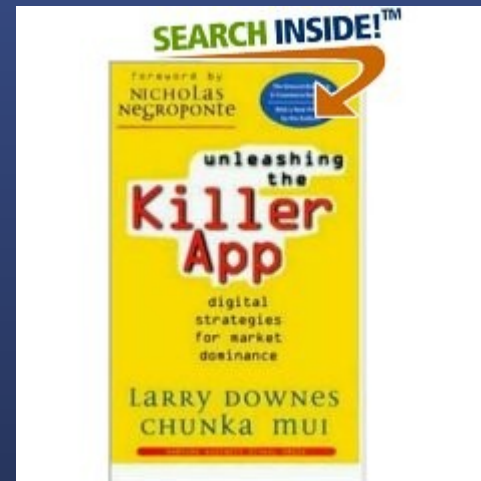
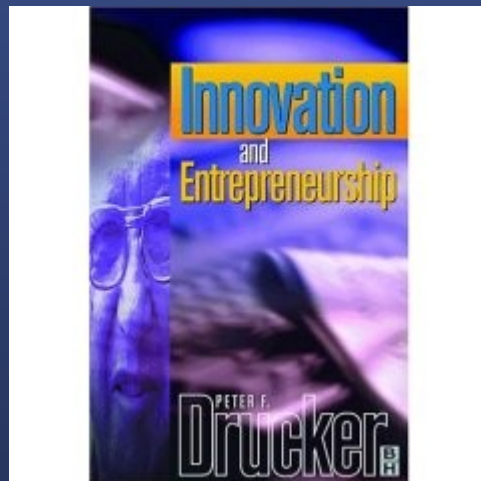
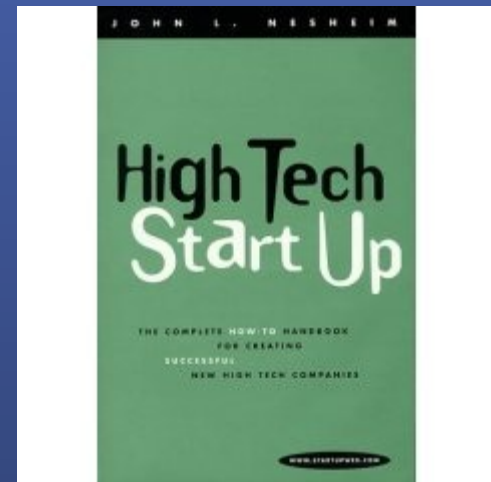
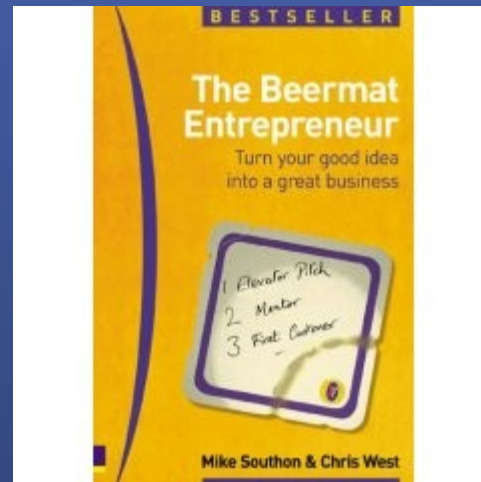
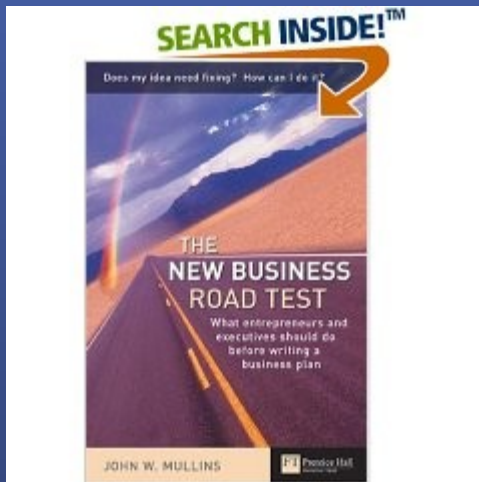


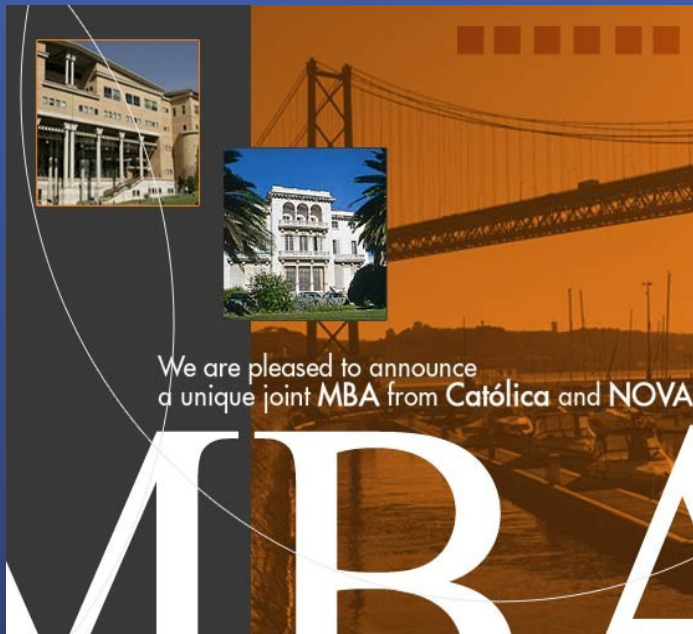
Sou empreendedor: what's next?

Mário Valente

19/04/2008

- Coisas das quais não vou falar
- Coisas das quais não sei o que dizer
- Coisas das quais não sei o que fazer





Core required courses

- * Applied Corporate Finance
- * Business Economics*
- * Corporate Sustainability
- * Finance
- * Financial Accounting*
- * Human Resources Management
- * Management Control Systems
- * Marketing
- * Operations Management*
- * Organizational Behavior
- * Quantitative Analysis for Business*
- * Strategic Management

Finance

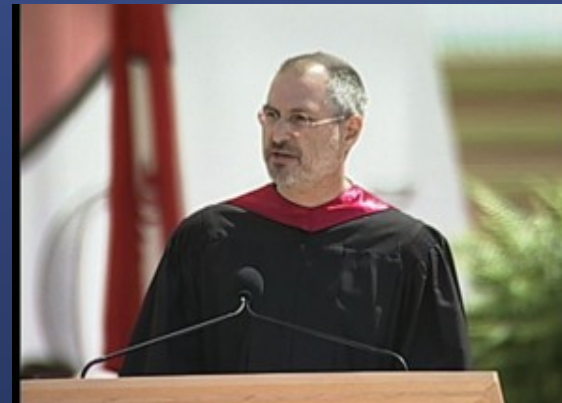
- * Advanced Corporate Finance
- * Banking - Entrepreneurial Finance
- * Financial Derivatives
- * Financial Innovation
- * Financial Investments
- * International Finance
- * Mergers, Acquisitions and Restructuring

Management

- * Business Law
- * Entrepreneurship
- * Fiscal Law
- * Information Management
- * Innovation Management
- * International Management
- * Knowledge Management
- * Leadership and Motivation
- * Macroeconomics
- * Management and Emotional Intelligence
- * Negotiation
- * Organizational Design and Change
- * Project Management
- * Strategic Alliances
- * Strategies for E-business

Marketing

- * Advertising
- * Brand Management
- * Consumer Behavior
- * Marketing Research
- * New Product Development
- * Pricing
- * Retailing Strategies
- * Sales Force Management
- * Strategic Marketing



dont know what to speak about next saturday at takeoff; any suggestions?

04:27 PM April 16, 2008 from im



Mario Valente

@vd @celso or we could do the Spanish Inquisition sketch <http://tinyurl.com/5cc78k>

05:14 PM April 16, 2008 from im in reply to vd



Mario Valente



Ximinez: NOBODY expects the Spanish Inquisition! Amongst our weaponry are such diverse elements as:

- fear,
- surprise,
- ruthless efficiency,
- an almost fanatical devotion to the Pope,
- and nice red uniforms

Oh damn!

@mvalente Fala sobre a Esoterica com
numeros ou seja, quanto é que arrecadaste
com a venda à Via? isso é que interessa ao
pessoal :-)

04:35 PM April 16, 2008 from web in reply to mvalente ☆



Antonio Matias Gil

@mvalente: fighting the entrepreneurship
counter-culture in portugal. I guess you already
fought that battle and won.

04:41 PM April 16, 2008 from twhirli in reply to mvalente ☆



Bruno Figueiredo

Google Search

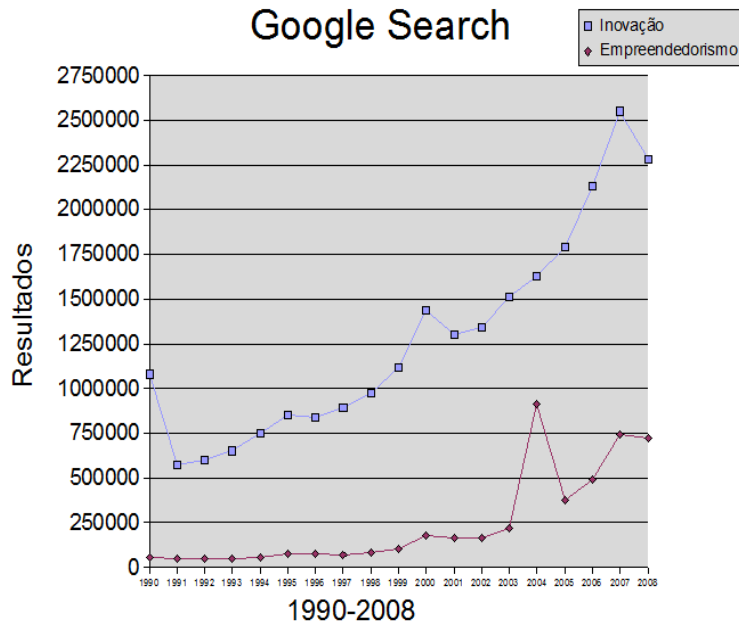
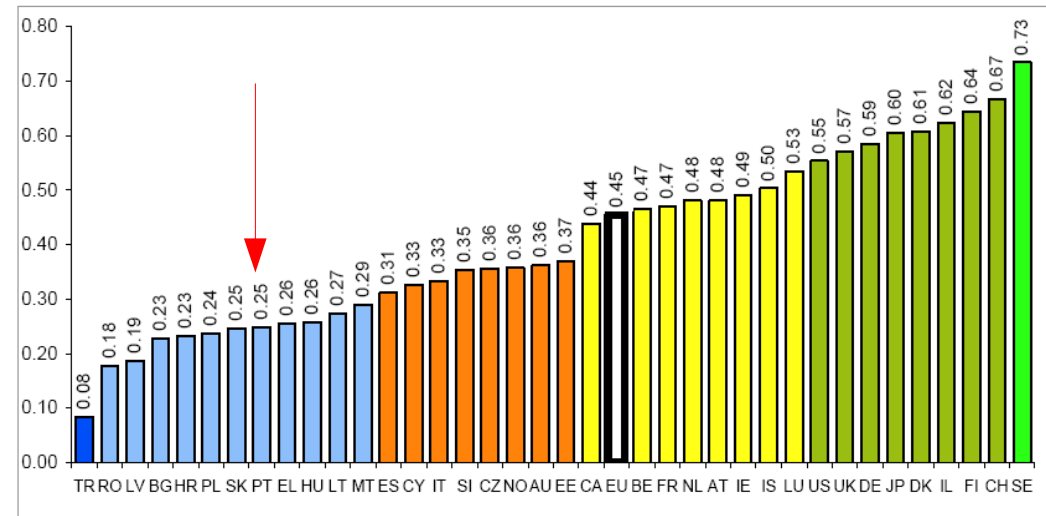
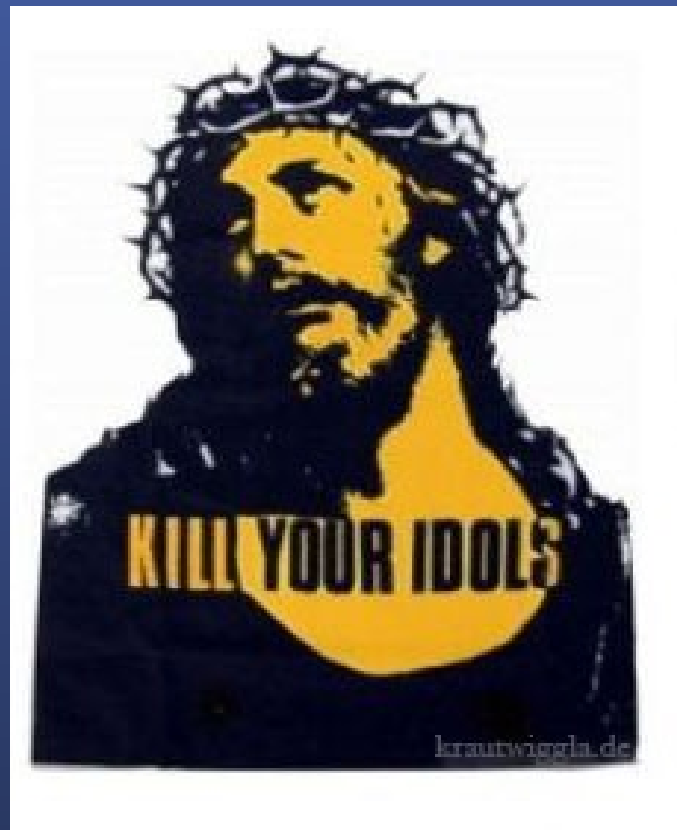
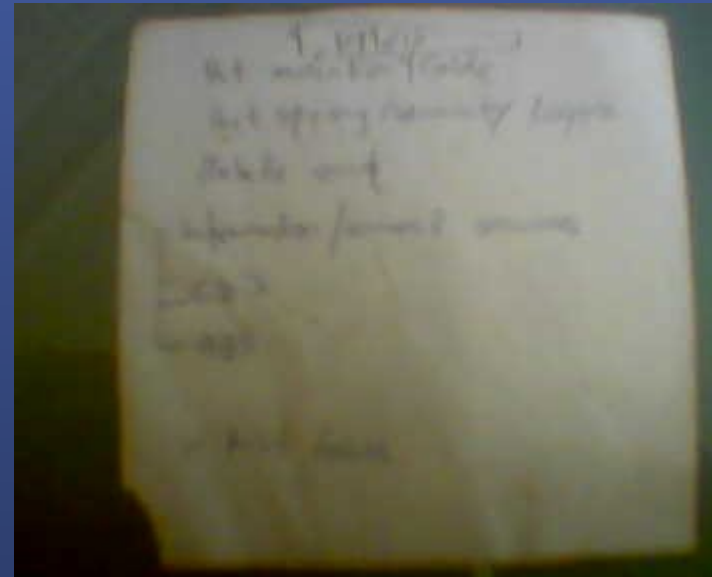


FIGURE 1: THE 2007 SUMMARY INNOVATION INDEX (SII)









- Spam IST
- Assalto às instalações
- Caso suporte BFE
- Recusa 50.000cts (250.000€)
- Internet World Portugal 97

Inv.Ind.	2000€
1a venda (51%)	250.000€
10% Ind.	25.000€
2a venda	2.500.000€
10% Ind.	250.000€
ROI Ind	273.000€



Marquês Rock Club: live music and rock in Lisbon! - Mozilla Firefox

http://web.archive.org/web/19980615052506/http://www.marquesrockclub.pt/

marquês rock club

Música Rock ao Vivo, todas as noites!

O Marquês Rock Club está aberto 4as, 5as, 6as e Sabados, das 10 da noite até às 4 da manhã, com música ao vivo todos os dias. A música ao vivo começa normalmente por volta da meia noite.

A partir de Outubro abrimos s 4as, 5as, 6as e Sabados. Passamos a fechar ao Domingo, Segunda e Ter a.

[| Sobre o bar, as bebidas, e a música |](#)
[| Onde é |](#) [Agenda](#) | [História](#) | [Sugestões](#) |

[| Fotografias |](#) [O Marquês na prensa](#) | [Coupons](#) | [Pessoal](#) |



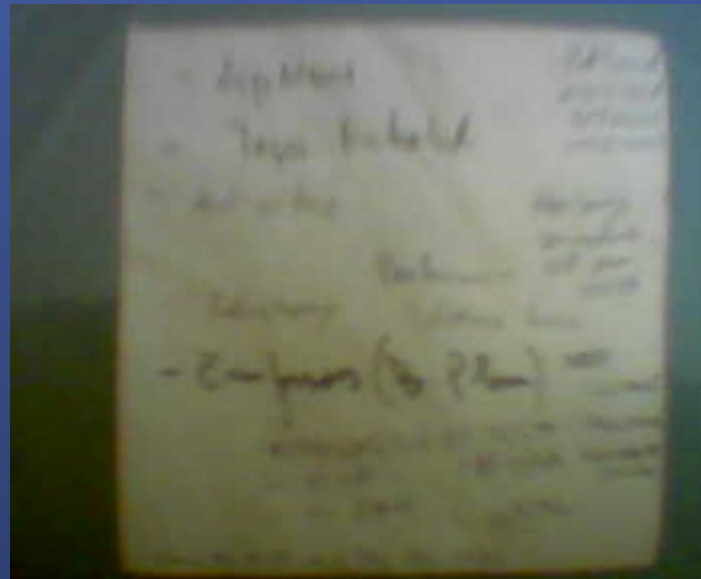
ESTA ÁREA ESTÁ AINDA EM CONSTRUÇÃO

Última actualização: 30 de Abril de 1997
Elaborado por: [Patrick van der Valk](#) e [Esotencia](#)
Contacto: mvalente@esotencia.pt

Copyright © 1997
Marquês Rock Club



- Falta e pessoal e absentismo
- Sócio com disco triplo platina
- Expo 98/Pav. Atlântico



- Venda portal GF/Netc (60.000€)
- Corporate VC Oni (250.000€)
- Forced buyback (100.000€ dividas)



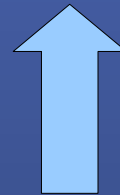
NUMBERS DON'T SPEAK ENGLISH, SPANISH OR JAPANESE. THEY CAN'T DIFFERENTIATE BETWEEN A COMPANY, A COUNTRY OR A CONTINENT. THEY KNOW NOTHING OF FOREIGN AFFAIRS, EVENTS, CUSTOMS OR TRENDS. THEY DON'T CAST STEREOTYPES, PIN HOPES, BUILD DREAMS, HAVE OFFSHORE ACCOUNTS OR GET LOST IN TRANSLATION. NUMBERS ARE THEIR OWN LANGUAGE. AND THEY RULE THE WORLD.

The ICON Asia-Pacific Region Fund and the ICON International Equity Fund each received 2005 Lipmer Performance Achievement Certificates for the best-performing funds in their respective categories. To learn more about our unconventional, quantitative discipline and how it can work for your clients, visit pl.icondiscipline.com.

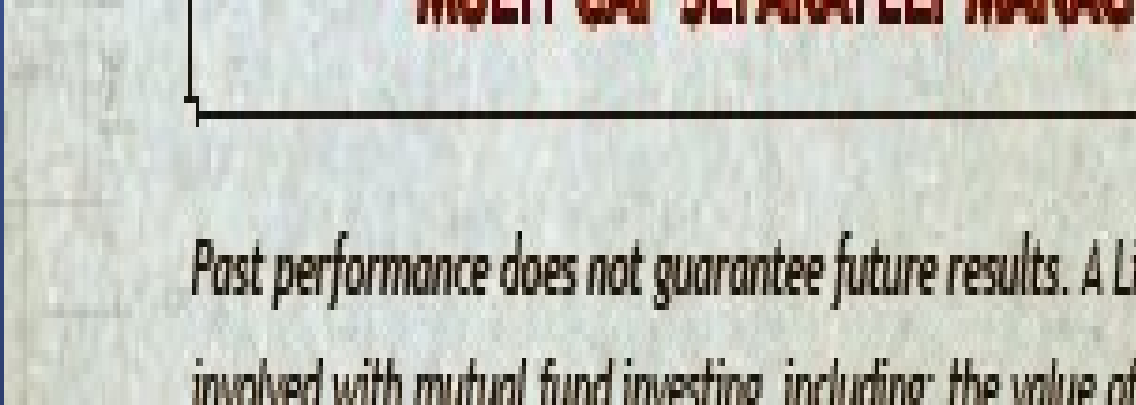
ICON
STRENGTH
IN NUMBERS

MULTI-CAP SEPARATELY MANAGED ACCOUNTS • INSTITUTIONAL Z SHARES

Past performance does not guarantee future results. A Lipmer Certificate does not ensure positive fund performance. There are risks involved with mutual fund investing, including: the value of an investment when redeemed may be worth less than the original investment and the risk of losing your entire principal. There is no assurance that the investment process will consistently lead to successful results. The award for the ICON International Equity Fund is for the Fund's Class Z shares, which are available only to grandfathered and institutional investors. Performance for the Fund's other share classes will vary due to differences in charges and expenses. Investments in international securities entail unique risks, including political, market, regulatory and currency risks. Financial statement disclosures, corporate governance standards and government regulation of foreign companies and stock exchanges are substantially different from the U.S. Please read the prospectus before investing and consider the investment objectives, risks, charges, expenses, and share classes of each ICON Fund carefully before investing. The prospectus, performance results current to the most recent month-end, and the most recent copy of ICON's Form ADV, Part II, are all available at www.iconadvisers.com or by calling 1-800-828-4881. LIPMER and the LIPMER Corporate Marks are proprietary trademarks of Lipmer, a Reuters Company. ICON Distributors, Inc., Distributor.



- Passado

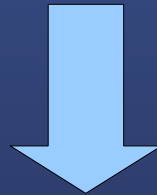


*Past performance does not guarantee future results. A Li
involved with mutual fund investing, including: the value of*

take  off

Não sei que fazer

Sou empreendedor:
what's next?



Problem

Worldwide (esp. EU) lack of IT use from SMEs

Worldwide (esp. EU) difficulty in opensource adoption

Solution

Create a multinational body of techies that packages, installs and maintains opensource solutions to SMEs

Business model

Lower margin IT consultancy is profitable because of the use of lower cost opensource technologies and larger volume longtail/nonconsumer SME market

Underlying magic/technology

Experienced management team; Opensource commoditization; monopolization of the talent market; Creation of a non-hierarchical opensource organization (ie. employee stock ownership)

Marketing/Sales

EU ICT market: 597 billion €

EU SME ICT market: 590 billion €

EU SME software+services market: 153 billion €

EU SME “intend to adopt OSS” market: 38.25 billion €

Competition

IBM, Microsoft, Accenture, Deloitte, small local players

Projections & Milestones

10 million € investment needed; 5-10 acquisitions of small local players during 2008; build of transnational brand during 2009

Summary & Call to Action

IBM for SMEs

Consolidate EU talent pool to face and destroy Microsoft's hold on the market

Problem

Unexplored market of multiplayer mobile asynchronous games

Solution

License and develop IP and games technology that reaches the nonconsumer market of potential gameplaying >30 year olds

Business model

Asynchronous games adapt better to operator revenue sharing models and require cheaper technology; interaction in a non-intrusive, asynchronous way greatly multiplies the number of payed interactions involved

Underlying magic/technology

Asynchronous games dont need the costly technologies involved in realtime twitch reaction games (ie. lower costs) and are playable by older, professional people in a non-intrusive way

Marketing/Sales

EU mobile games market: 6.7 billion €

Competition

EA, Digital Chocolate, Gameloft, Ydreams, smaller players

Projections & Milestones

1 million € investment needed; buildout of team and concept during 2008; production of 1st product during 2009; launch 2010

Summary & Call to Action

Non-Intrusive electronic entertainment
Create fun, “slow”, intelligent games for a non-user market

Problem

Lack of EU/PT seed capital

Lack of EU/PT VC firms investing at the seed/startup stage

Lack of EU/PT VC firms providing money **and** hands-on help

Solution

Create a small VC company with a set of street savvy, hands-on experience entrepreneurs that can identify and help opportunities at an early stage

Business model

By investing small sums early, the multiplying factor of the capital invested will be much higher (100x); By investing in stages failing earlier (ie. with smaller capital commitments) will also provide better margins

Underlying magic/technology

Experienced entrepreneurial team; Capacity to identify opportunities within the alpha hacker community and to provide hands on help

Marketing/Sales

EU private equity market: 71.8 billion €

EU M&A market: 862 billion €

ROI (1 million € fund): 100% over 3 years, 33% CAGR (2 million €)

Competition

Big investment banks, Private equity companies, Angels

Projections & Milestones

250K € needed; structuring of 1st VC seed/startup fund of 1 million € before end of 2008; investment/divestment period 2009-2012

Summary & Call to Action

Fail early, fail often; Let a thousand flowers bloom

Investing smaller, faster, more, will augment the probability of having a hit

take  off

Não sei que fazer

Momento de
participação da
audiência para dizer
que isto é interactivo

- Se não estão felizes, saiam
- Paguem os impostos a tempo e horas
- Usem protector solar

Q&A

FIM

mfvalente@gmail.com

"Vem por aqui" - dizem-me alguns com olhos doces,
Eu olho-os com olhos lassos,
(Há, nos meus olhos, ironias e cansaços)
E cruzo os braços,
E nunca vou por ali...

A minha glória é esta:
Não acompanhar ninguém.
Não, não vou por aí! Só vou por onde
Me levam meus próprios passos...
Corre, nas vossas veias, sangue velho dos avós,
E vós amais o que é fácil!
Eu amo o Longe e a Miragem,

Ah, que ninguém me dê piedosas intenções!
Ninguém me peça definições!
Ninguém me diga: "vem por aqui"!

Não sei por onde vou,
Não sei para onde vou,
Sei que não vou por aí!