Helpful Resources
Henry A. Panasci Technology Entrepreneurship Competition

• Educational Resources
  o How to Build a Startup (Steve Blank, Udacity)
  o Product Development and Differentiation (GL Sanders)
  o Strategic Planning (GL Sanders)
  o Facilitating Creativity and Innovation (GL Sanders)
  o Other Misc Presentations
  o Company Statistics - Manta
  o Directory Listings and Company Profiles - Hoovers
  o Finance
    ▪ SCORE Resources for Financials/Financial Templates
      • www.score.org/resources
    ▪ Mass Challenge
      • Entrepreneurial Finance – understanding capital sources

• Templates/Worksheets
  o Panasci TEC 20 Document
  o Pitch Decks
    ▪ Standard CEL Panasci Template
    ▪ Guy Kawasaki Pitch (GL Sanders)
  o GL Sanders Website
    ▪ FAD (like the TEC 20)
    ▪ Planning/Business Concept Development Templates
  o Term Sheet Generator

• Pitches
  o Pitching Resources
  o Utah State Elevator Pitch example
  o MIT Business Plan Contest
  o University of Dayton BPC Elevator Pitch example
• Business Plan Resources
  o Sample Business Plans (GL Sanders)
  o http://www.bplans.com/

• Articles
  o Courting investors? The best management team wins

• Misc.
  o http://www.entrepreneur.com/
  o Business Model App/Book
  o http://www.onlinemba.com/crowdfunding/