Helpful Resources
Henry A. Panasci Technology Entrepreneurship Competition

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

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

- **Pitches**
  - Pitching Resources
  - The Pitch - Howard Anderson from MIT
  - Mass Challenge
    - Startup Showcase
    - Minute to Pitch it
  - Utah State Elevator Pitch example
  - MIT Business Plan Contest
  - 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