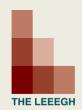
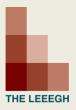
ENTREPRENEURSHIP IN RENEWABLE, ENERGY EFFICIENCY AND GREEN START UPS

DAY 5 – HOUR ONE – ADMINISTRATION OF YOUR BUSINESS March 14, 2012



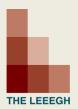
Systems Approach To Your Business

- systems approach to business operations
- developing growth plans in a recession
- developing succession plans
- developing innovation trajectory for your company
- developing economies of scale



Business Intelligence

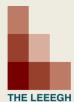
- competitive intelligence
- Internal business intelligence
- knowledge management systems
- collaborative development processes
- contests for advice
- seeing internal blockages and dealing with them internally
- shared filing systems, accessibility google docs



Questions

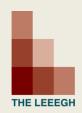
15 minutes

March 14, 2012



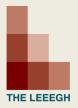
ENTREPRENEURSHIP IN RENEWABLE, ENERGY EFFICIENCY AND GREEN START UPS

DAY 5 – HOUR TWO – ADVANCED BUSINESS OPERATIONS March 14, 2012



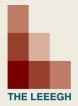
Data and Its Value

- surveying your workforce
- surveying your customers
- developing data bases
- data mining for value
- trends analysis



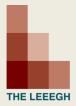
Governance Issues - Internal

- refining role definitions/job descriptions
- decision rights
- internal communication systems
- no report meetings
- voting in your business



Salaries

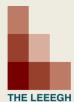
- setting salaries
- setting benefits
- determining raises or cuts
- payroll as a percentage of cost



Questions

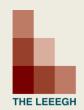
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March 14, 2012



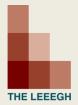
ENTREPRENEURSHIP IN RENEWABLE, ENERGY EFFICIENCY AND GREEN START UPS

DAY 5 – HOUR THREE – RELATIONSHIPS AND ETHICS March 14, 2012



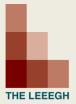
Financial Relationships

- maintaining banking relationships
- maintaining investor relationships
- selling to your supply chain
- selling to your employees



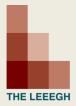
Ethics

- developing and maintaining ethical practices
- enforcing ethics
- ombudsperson
- whistleblowers
- anonymous tips



Employee Relationships

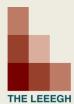
- holding employees accountable
- employment at will
- pay as money is available
- accrued or deferred salaries



Questions

15 minutes

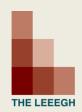
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ENTREPRENEURSHIP IN RENEWABLE, ENERGY EFFICIENCY AND GREEN START UPS

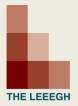
DAY 5 – HOUR FOUR – PRODUCT AND COMPETITION FOCUS – MERGERS AND ACQUISITIONS

March 14, 2012



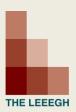
Quality Control

- quality assurance for products and services
- setting standards for quality
- making your supply chain meet quality standards
- refund policy



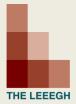
Packaging

- packaging your products and services
- part of branding
- look and feel
- sustainability
- uniforms
- office decorations/furnishings
- paper collateral
- consistent with website



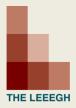
Competition

- maintaining competitive advantage
- measurable
- constantly moving
- improve or die quality and financial performance



Mergers and Acquisitions

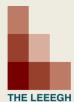
- due diligence is the key
- cost savings
- new markets
- distressed sales
- always be on the lookout to buy a company
- need legal/consulting support



Questions

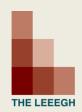
15 minutes

March 14, 2012



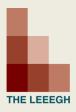
ENTREPRENEURSHIP IN RENEWABLE, ENERGY EFFICIENCY AND GREEN START UPS

DAY 5 – HOUR FIVE – CONCLUSION, EXIT STRATEGIES AND KEY ISSUES March 14, 2012



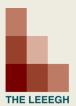
Key Issues in Business

- pledging collateral to increase leverage of assets
- use of experts and consultants do's and don'ts
- mentoring and consultation by industry experts
- Keep up to date with news free news services, <u>www.icopyright.com</u>



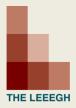
Exit Strategies

- develop timeframe
- be willing to stay 2 3 years beyond sale
- transition to new management team from founder team at the right time
- 125 negotiable items in a sale
- noncompete beware
- know who should buy your business from day one
- sell part of the business story of Inn



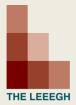
Mergers and Acquisitions

- due diligence is the key
- cost savings
- new markets
- distressed sales
- always be on the lookout to buy a company
- need legal/consulting support



Conclusion

- additional key issues
- FAQ's answered



Questions

15 minutes

March 14, 2012

