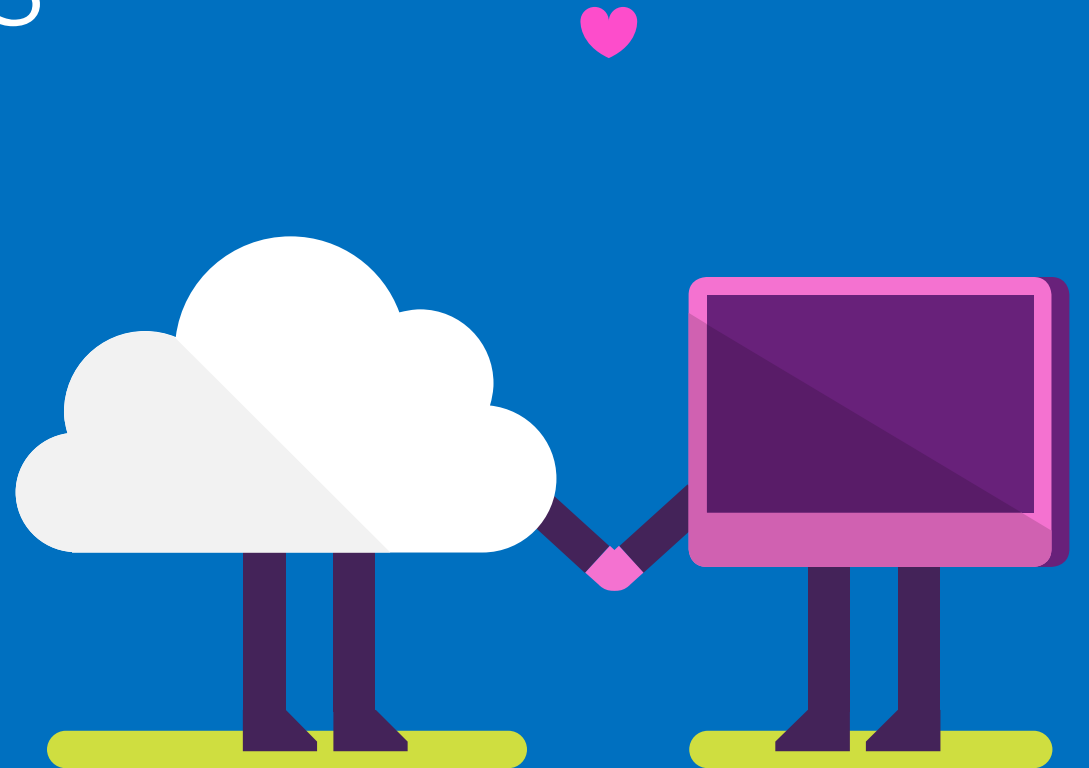


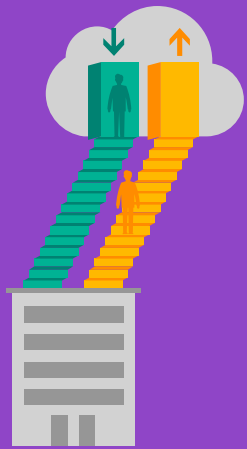
# Build your Business With BizSpark

Joshua Drew  
Technical Evangelist @ Microsoft  
Joshua.drew@microsoft.com  
@jdruid



# Microsoft Ventures

Fueling entrepreneurship, Microsoft Ventures provides one path to grow globally with unparalleled routes to customers



Accelerators  
Ideation to Seed



Seed Funding  
Scale to Market



Community  
Partners, Experts, BizSpark

# Accelerators



Creating great businesses at breakneck pace

3-6 Month Program

Great facilities and infrastructure

Azure, SW platforms and Dev Tools ( BizSpark, Azure offer )

Top Advisors and Mentors to Leap Frog  
your startup

Pro-bono Legal, accounting and marketing services by the top local/international firms

Highly engaged Mentors ( top CEO's)

Demo day

Office hours with top Microsoft R&D teams/ execs



# Accelerators

## Results

- 137 Companies graduated (4%)
- 85% exit funding rate within 6 months
- 35% raised series-A
- 8 Acquisitions

## Benefits

- \$100k value with no equity
- Mentorship from top VC, MS
- Office space at Microsoft
- BizSpark Plus - \$60k in services
- Demo Day to angel investors and VC



# Seed Funding

## Strategic Investments

\$50K - \$250K in convertible note

20% discount at qualified financing round of \$1M

No cap, no board seats

## Get the ball rolling

Design and business experts

Access to Microsoft technology portfolio

Input and exposure to Microsoft executives and partners

## Access Customers

Expand go-to market scenarios

Tap into Microsoft partners and major accounts

Unparalleled routes to customers



# Seed Funding

## Results

Ranku – discovery engine for online degrees from non-profit universities

BuzzTable – suite of services catering to casual-dining restaurants and guest to improve their dining experience

Zula – Team communication platform regardless of the network (Facebook, Twitter, LinkedIn and more)

## Portfolio Themes

- Smart Cloud Services
- Enterprise SaaS
- Embedded Systems/IoT
- Gaming/Entertainment
- Urban and Rural Informatics
- Education Technology



# BizSpark Program



# BizSpark

[www.bizspark.com](http://www.bizspark.com)

Microsoft BizSpark is a free of charge global program that provides free software, support and visibility to help startups succeed.



## Software

3 year access to current, full featured software development tools.

\$150 of monthly Windows Azure benefits

## Support

Professional technical and product support.

Unique offers from BizSpark Network Partners

4 free MSDN Support incidents

## Visibility

Profile, offers and events with opportunities for marketing visibility.

Connection to BizSpark Ecosystem - access to investors, advisors and mentors





# BizSpark

[www.bizspark.com](http://www.bizspark.com)

Over 85K startups are enrolled in BizSpark in 100+ countries. To be qualify for the program, startups must be:

## Build

Actively developing software

## Revenue

Privately held and generating less than U.S. \$1 Million in revenue per year

## Age

Less than five years old



# BizSpark

[www.bizspark.com](http://www.bizspark.com)

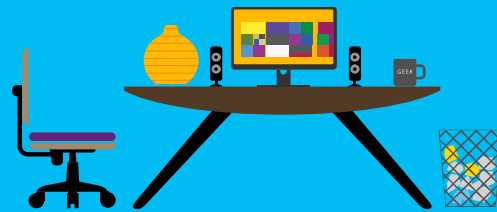
Types of Startups or Small Business that Qualify



App Developer



Tech Startup



Services



# Making the most of Benefits



# Azure Benefits

\$150 of free credits

Windows Server 2012 R2  
Datacenter

Visual Studio Online

SQL Server 2014 Standard

Ubuntu Server

SharePoint Server Farm

One click installs for common  
web apps

SQL and NoSQL databases,  
Oracle, MySQL

Modern web technologies

Storage

100  
10101010  
1011100010  
10101010

100  
10101010  
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1000  
101000



# PaaS for Web Apps



Auto-Scale to millions of devices

PHP, NodeJS, .NET, Java

Integrate with SQL DB

Enterprise-Grade SLA

Web Apps

Logic Apps

API Apps



# PaaS for Web Apps



Wordpress CMS

Send Text with Twilio

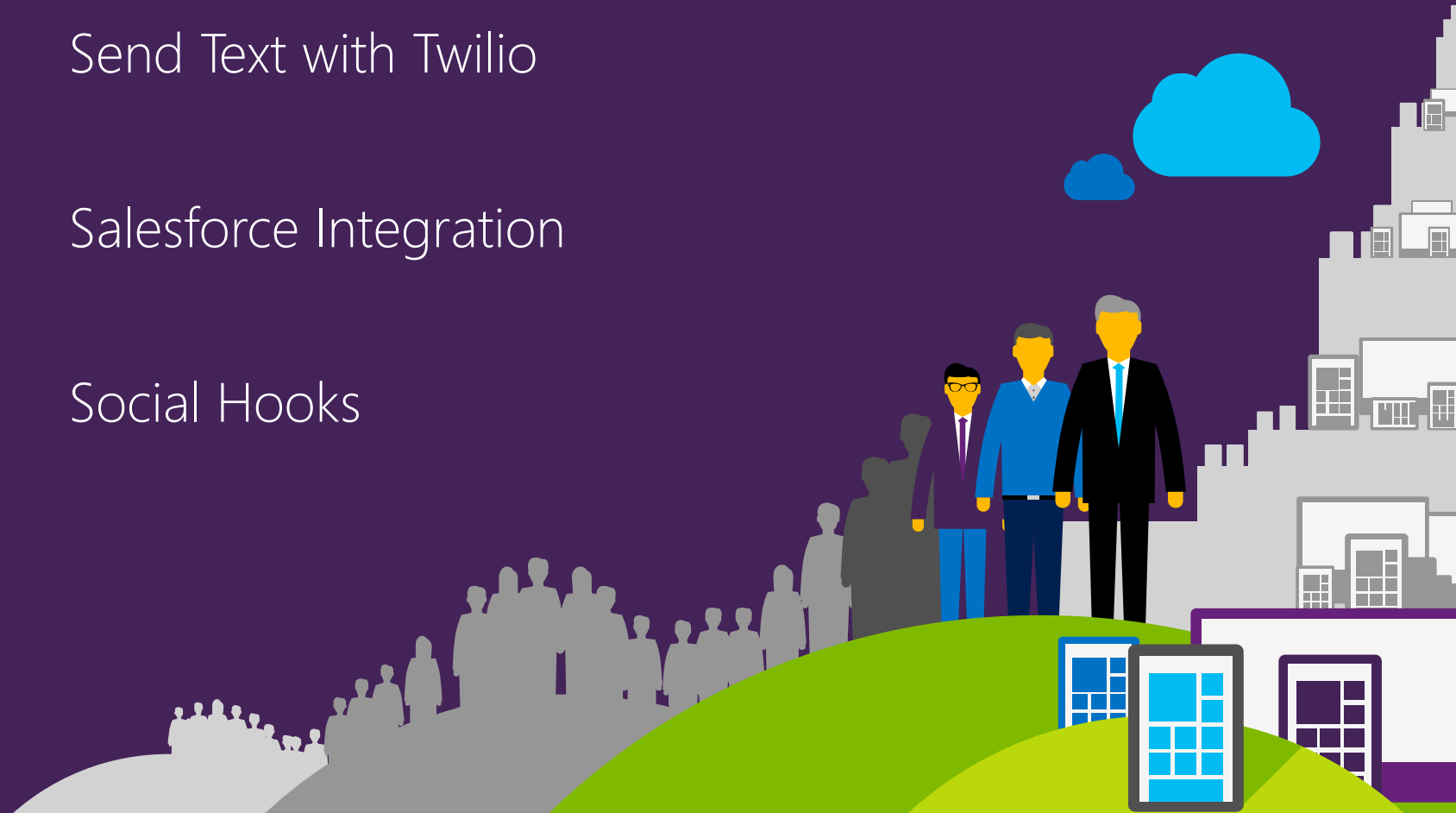
Magento eCommerce

Salesforce Integration

Bugzilla Tracking

Social Hooks

PM Managements



# SaaS for Mobile Apps



Auto-Scale to millions of devices

Backend in C# or NodeJS

Enterprise Single Sign-On w/  
Active Directory

Integrate with SQL, Oracle,  
SAP, MongoDB

Enterprise-Grade SLA

iOS, Android, Windows,  
HTML5, PhoneGap, Xamarin

Broadcast Push w/ targeting  
(APN, GCM, WNS, etc.)

Social Integration w/  
Facebook, Twitter, Google



# SaaS for Mobile Apps



User Preference table for Mobile App

Database for Product Inventory

Push notifications for in-stock items

Media streaming for videos

Login via 3<sup>rd</sup> Party Authentication

Photo storage





# IaaS for Business



Windows Server, BizTalk,  
SharePoint,  
SQL Server, Dynamics CRM,  
etc.

JDK 6, 7, 8 on Windows

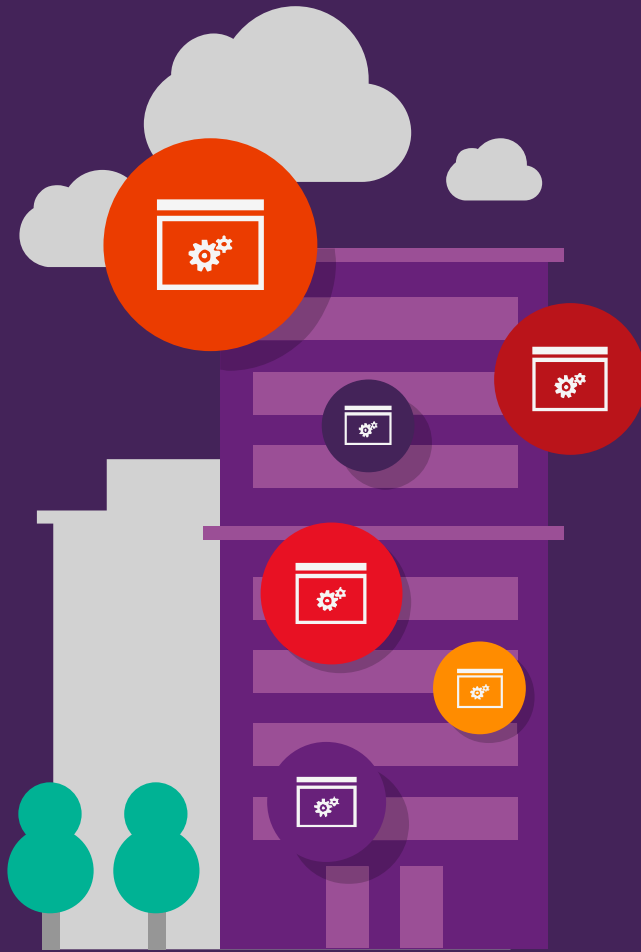
Oracle DB & WebLogic

Oracle Linux

OpenSUSE, SUSE Linux  
Enterprise Server

Ubuntu

OpenLogic, and more



# IaaS for Business



Sugar CRM Management

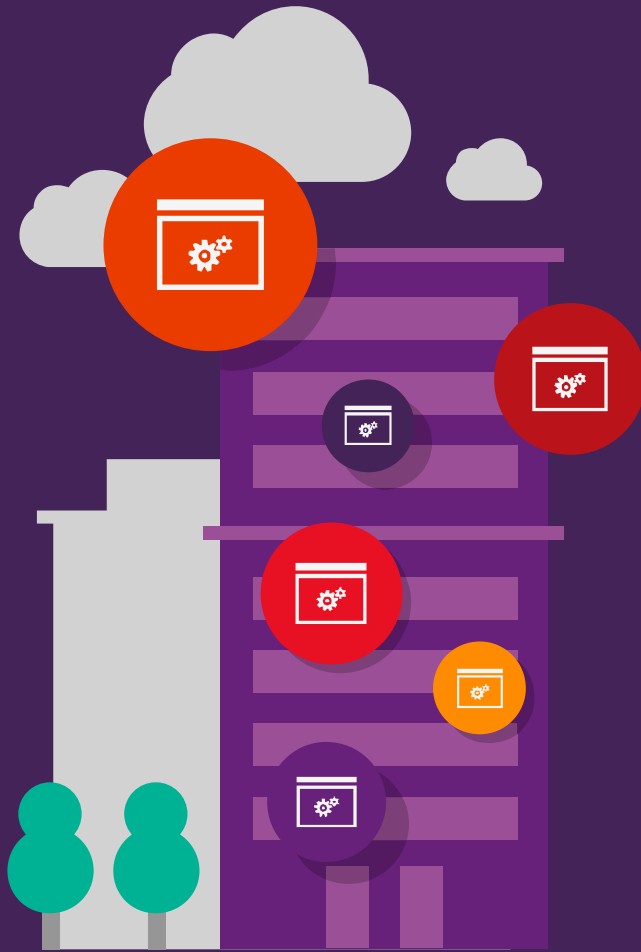
File Server

Magento eCommerce

Mail Server

LOB Applications

Web Server



# Azure for Game Development

## Services

Leaderboards, achievements, media, cloud saves (pick up and resume on another device), and more...

## Host

Multiplayer matches, lobby rooms, chat servers, DLC, and more.



# Free Dev Workstations in the Cloud

Windows Store Development  
Workstations in the cloud

Windows 10

Visual Studio Community  
2015 with Multi-Device  
Hybrid Apps Support

Windows Server 2016 TP

Visual Studio Ultimate 2015



# MSDN Benefits

Software for development and testing

Simple per-user license

Access to newest Microsoft products as they release

Access to older versions for migrating legacy projects

Support and learning through e-learning, forums and newsletters

Office 365 Developer Account ( 1 User )

Multiple installations across machines

Developer accounts for Windows Store and Phone



# Next Steps



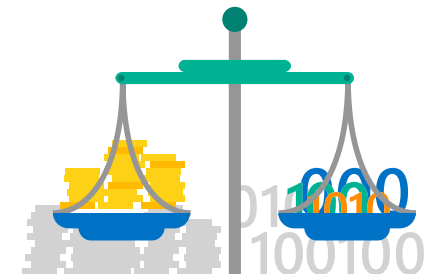
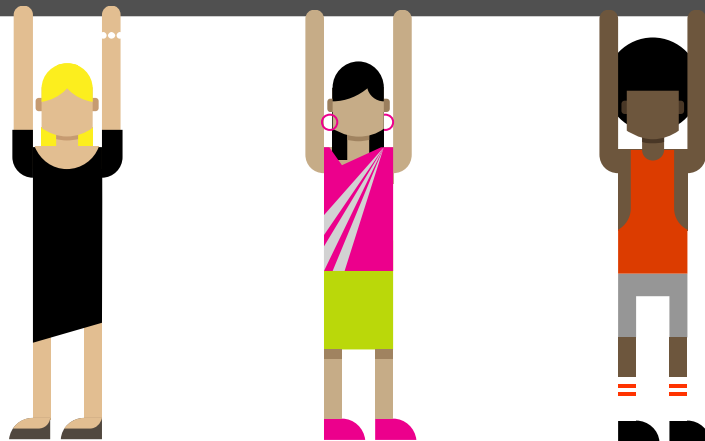
# BizSpark Program

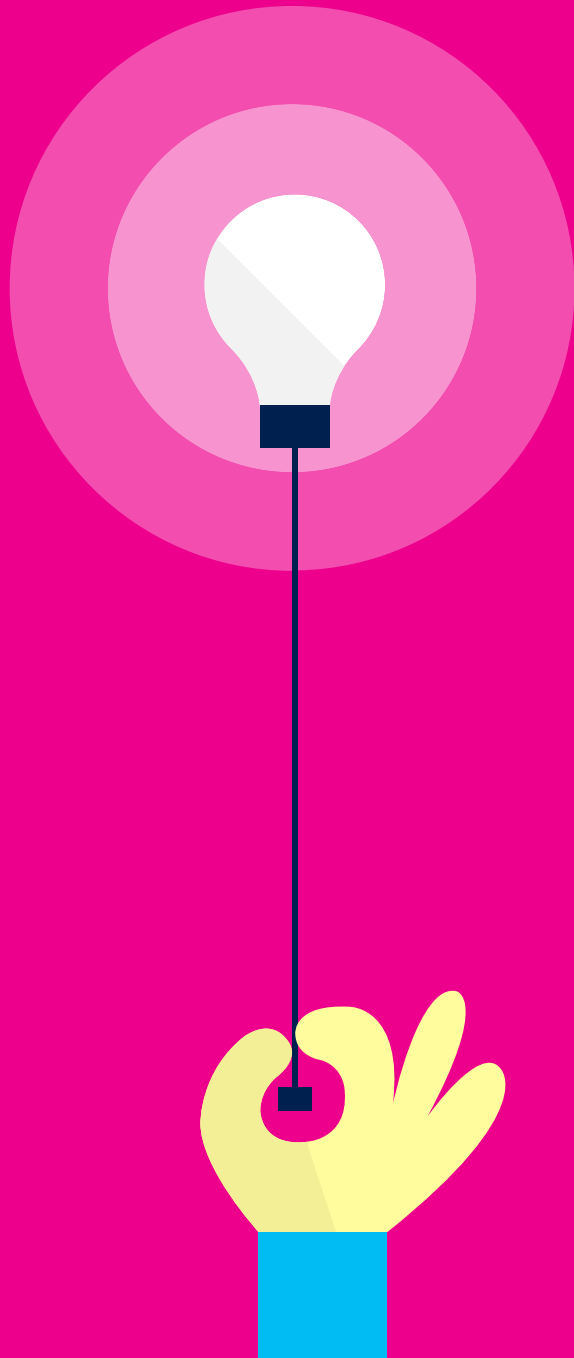


\$30,000 value.  
Yours FREE!  
Sign up @ BizSpark.com

- Full MSDN Subscription
- \$150.00/month Azure Hosting Credits
- 5 Azure Subscriptions
- 3 Years Program

That's no bull!





# MVA

## Microsoft Virtual Academy

Boost your Microsoft Technology skills  
with free training.

Get started today.





# Meetups & Contact



Email:  
[joshua.drew@microsoft.com](mailto:joshua.drew@microsoft.com)

Help:  
[//www.microsoftvirtualacademy.com](http://www.microsoftvirtualacademy.com)

Web:  
[//Drew5.net](http://Drew5.net)

Twitter:  
[@jdruid](https://twitter.com/jdruid)

Resources:  
[//aka.ms/buildyourbiz](http://aka.ms/buildyourbiz)

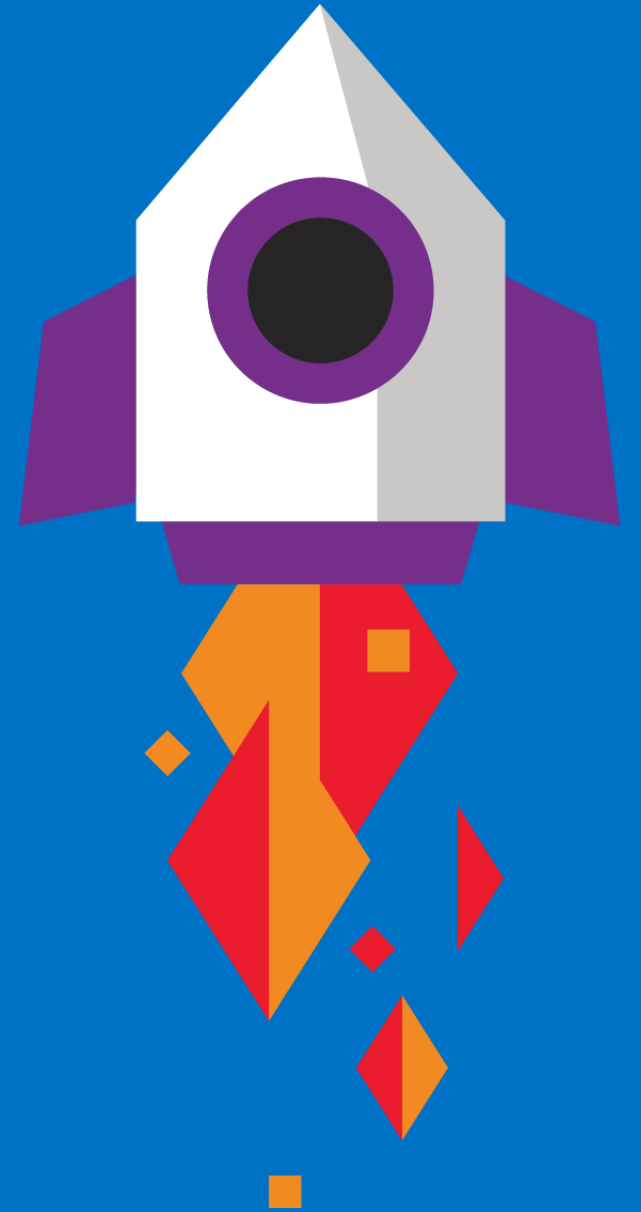


## Sign up for BizSpark

- [//www.bizspark.com](http://www.bizspark.com)
- Enrollment Code - U42kfRTFY4

## Follow Getting Started Tutorial

- [//buildyourbiz.org/get-started/](http://buildyourbiz.org/get-started/)
- Enroll
- Activate
- Build



Ask me about  
BizSpark

