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Titolo	No vision all drive : what I learned from my first company // David Brown
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ISBN	1-119-63285-4 1-119-63287-0
Edizione	[Third edition.]
Descrizione fisica	1 online resource (189 pages)
Disciplina	338.7610053092
Soggetti	Businesspeople - United States Computer software developers - United States
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Includes index.
Nota di contenuto	Learning to be an entrepreneur -- The idea for Pinpoint Technologies -- The early years -- Becoming a real company -- Growing up -- A personal milestone -- Growing the company -- The sale to ZOLL -- The ZOLL years -- Why end it? -- Epilogue.
Sommario/riassunto	Memoirs of an entrepreneur Ever wonder how a startup comes together—the people, places, skills, failures, and hustle that make it a real business? This is the story of David and David, two entrepreneurs with lots of energy and less of a roadmap than you might think. In 1993, David Cohen and David Brown founded their first company, Pinpoint Technologies, which grew from a basement startup to a successful multinational company with \$50 million in annual sales and over 250 employees. Chronicling the story of that company from its beginnings up to 1999, when it was sold to ZOLL, and beyond, No Vision All Drive is the story of that company and the people who transformed a flat-broke, shot-in-the-dark concept into a market-leading small business. This book is not about business; it's about people David and David recount their experiences together Insight on how to build a successful startup Turn a seed idea into reality Startup founders and startup employees, venture capitalists, serial entrepreneurs, and anyone with an interest in stories of determination

and hard work will love No Vision All Drive.

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