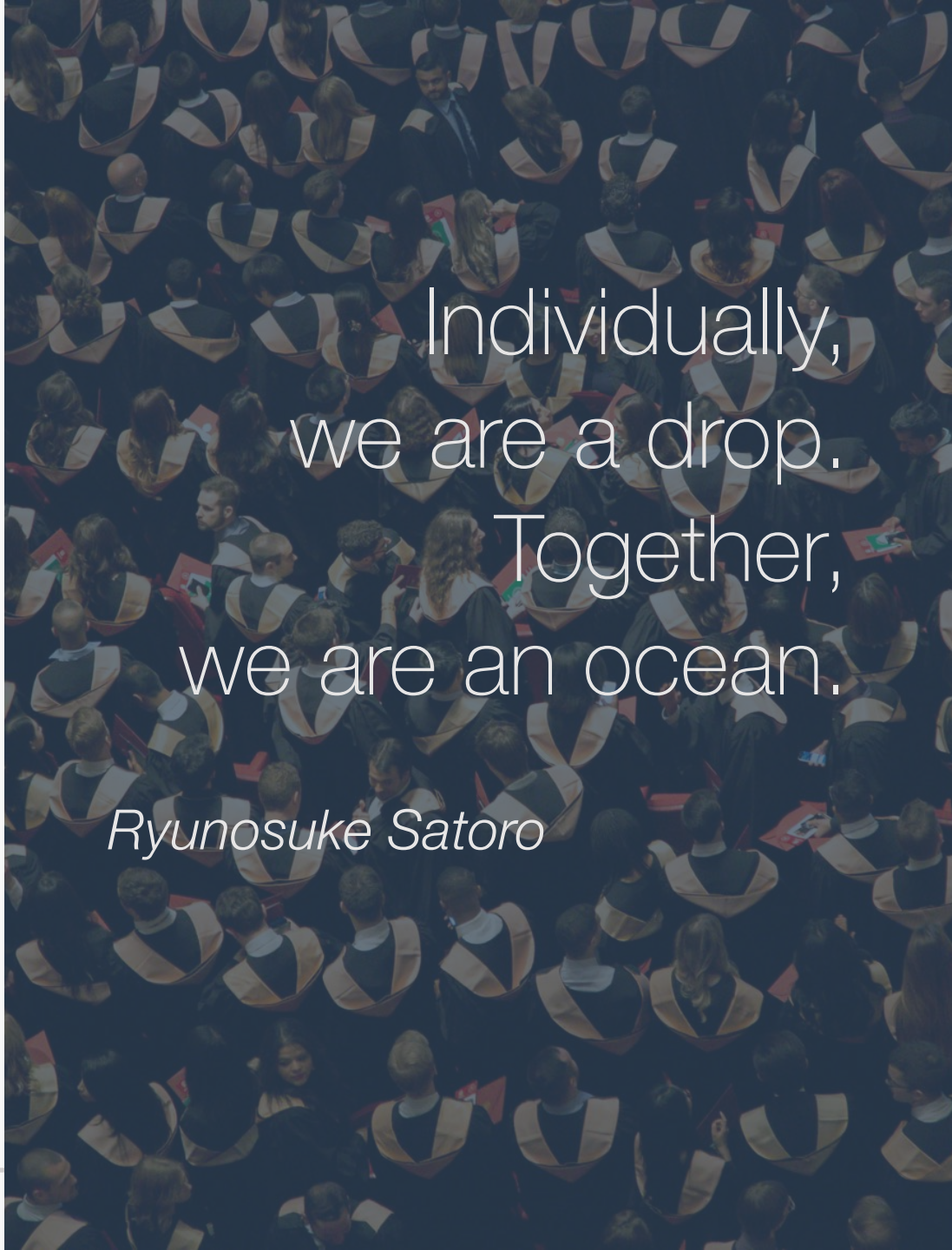
the university workspace

Context

Who are you listening to?

The University Workspace



Use cases

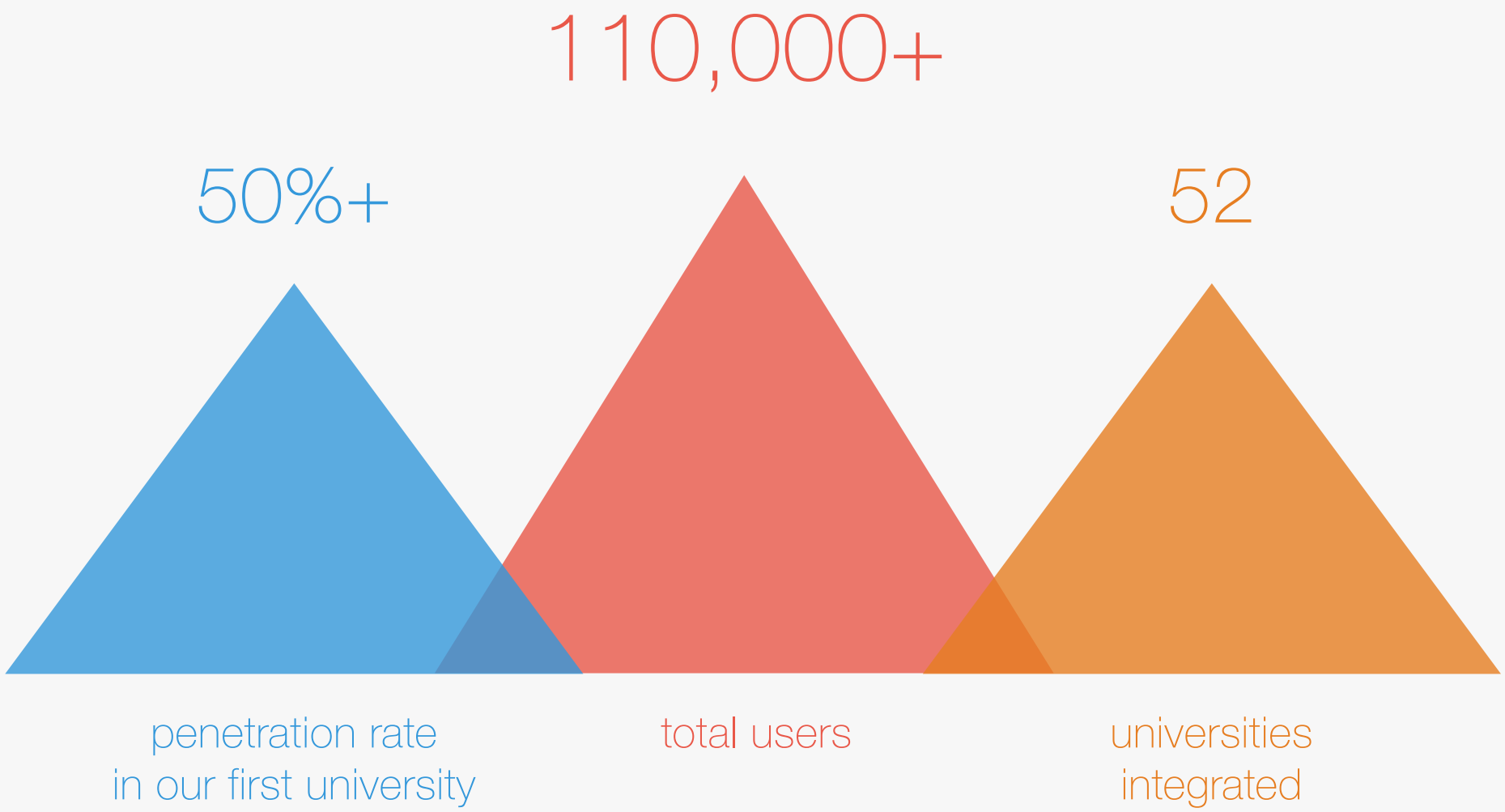
Access to data

Easy access to all academic data – everything in one place, without missing a deadline ever again

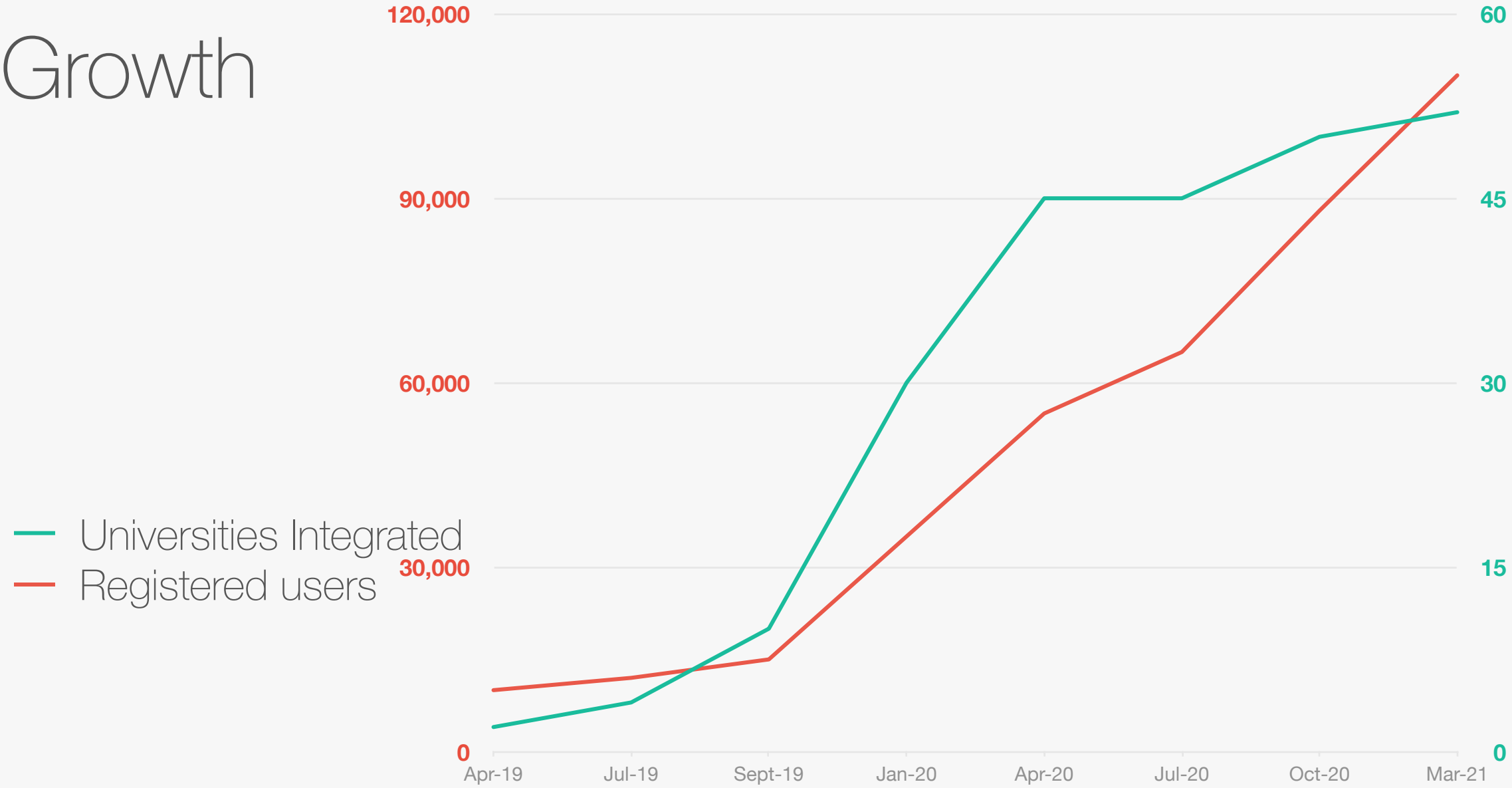
Connection with students

Easily connect with other students – share knowledge, pain and party

Achieved with **0€ marketing budget**

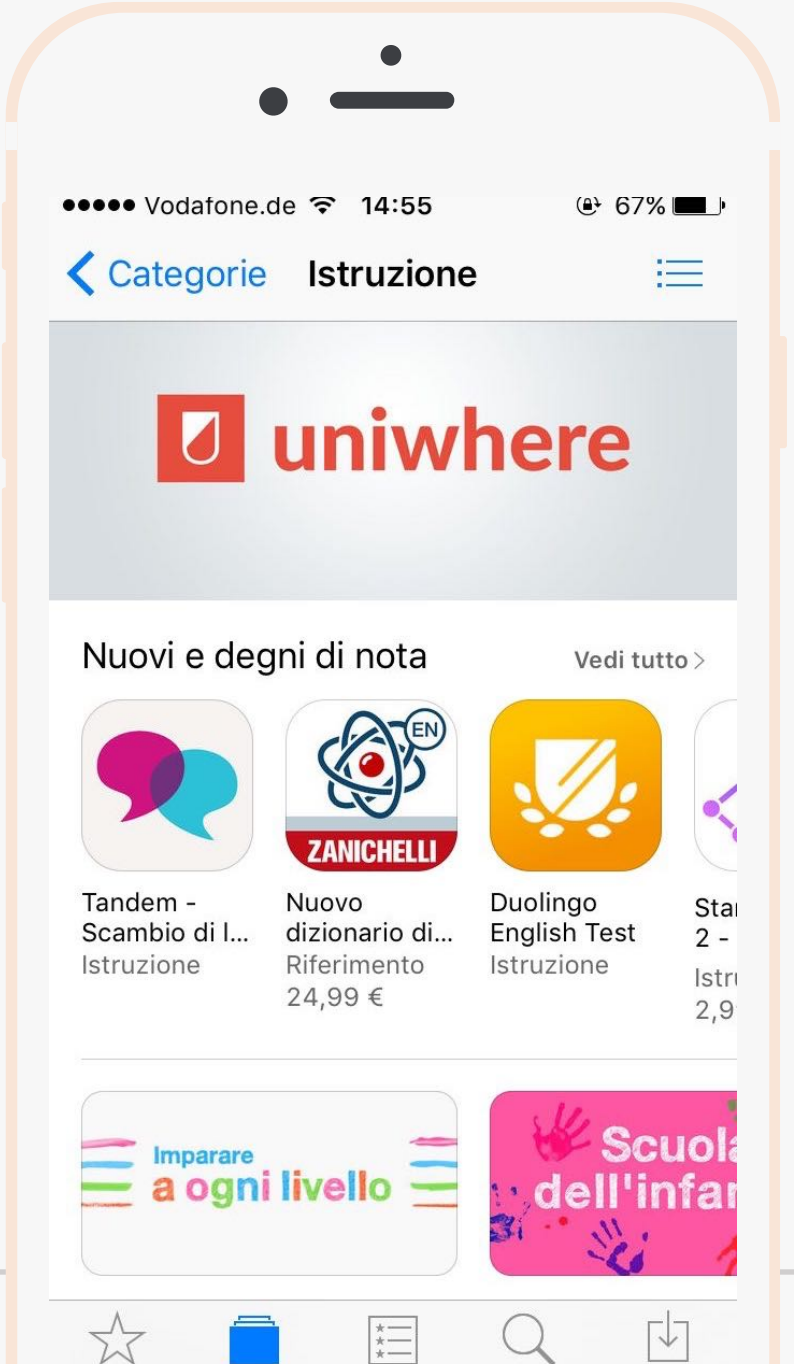


Growth


120,000
90,000
60,000
30,000
0
60
45
30
15
0
Apr-19
Jul-19
Sept-19
Jan-20
Apr-20
Jul-20
Oct-20
Mar-21
Universities Integrated
Registered users

Achievements

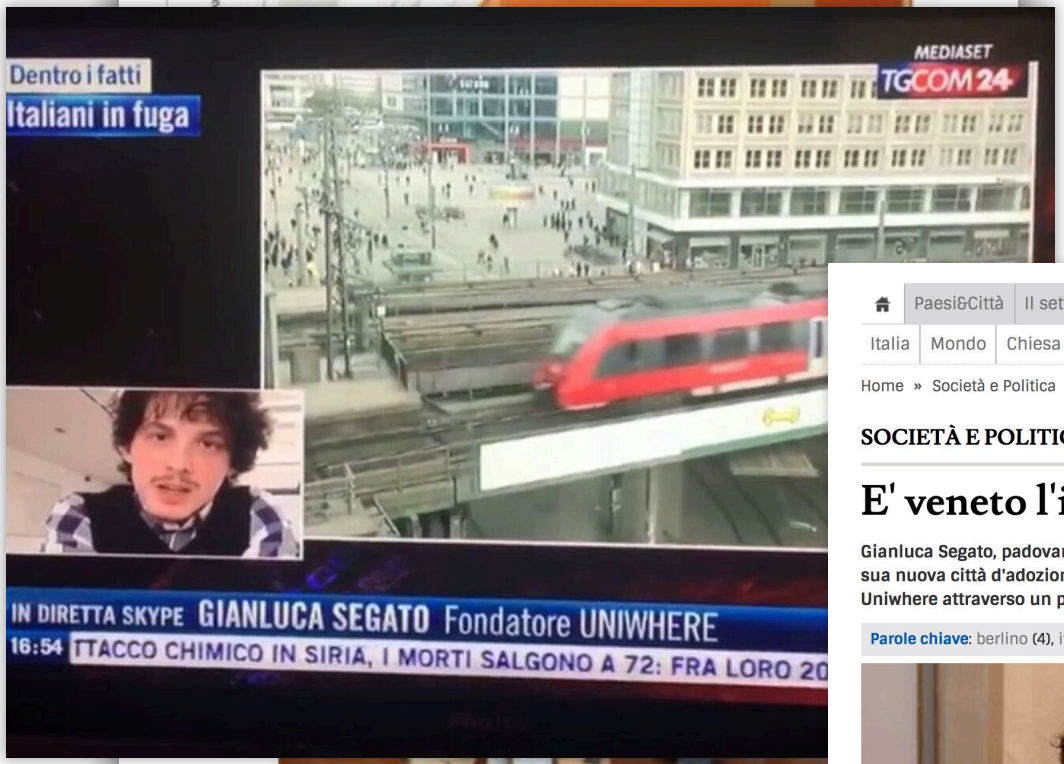
- 4.3/5 avg. rate - 8,843 reviews Play Store
- Currently featured in the Apple Store “Education” category in Italy
- 1st place for the “University” keyword in the Google Play Store in Italy



L'università in mano Uniwhere si laurea tra le regine delle app

Tre anni dopo il lancio, a Padova la usano trentamila studenti I suoi creatori puntano a esportarla in altri atenei d'Europa

02 agosto 2016



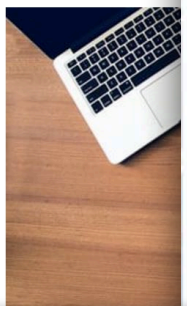
TREVISOTODAY Sezioni Blog ACCEDI

blog

Da Treviso a Berlino per inseguire un sogno: ecco com'è nata l'app di successo "Uniwhere"

Si tratta dell'applicazione "regina" nell'ambito universitario italiano e non solo. Ma come nasce un'idea vincente a 360°? Lo abbiamo chiesto ad uno dei suoi fondatori

Brando Fioravanzi
24 GENNAIO 2017 11:08

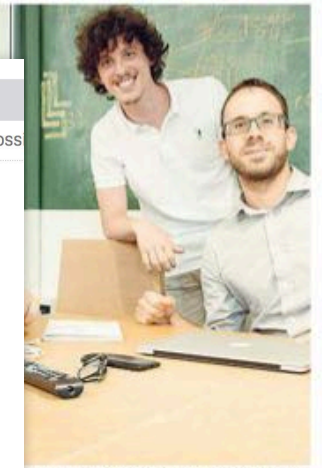


Ingaggiato dalla Germania l'inventore di Uniwhere

Viaggio di sola andata a Berlino per Gianluca Segato di 22 anni: ha ideato la app che facilita la vita degli universitari. E un'azienda tedesca ha deciso di acquistarla

PADOVA

Uniwhere vola a Berlino: l'ap-



eme ai soci Federico Cian e Giovanni Conz

Il successo dell'applicazione per gli studenti

Uniwhere è una applicazione per smartphone pensata da e per studenti universitari: raccoglie tutta la carriera accademica, si auto-aggiorna, ricorda di pagare le tasse, permette di accedere alle chat tematiche e valuta l'attendibilità delle informazioni secondo principi statistici. Il funzionamento è intuitivo: lo studente autorizza i propri dati e l'app si integra perfettamente con il sistema universitario, diventando uno strumento al servizio degli iscritti. A tre anni dal lancio, viene quotidianamente

Paesi&Città | Il settimanale | Media | Rubriche | Community | Eventi | Documenti | E-shop

Italia | Mondo | Chiesa | **Società e Politica** | Cultura e Spettacoli | Sport | Opinioni e Commenti | Editoriali | Doss

Home » Società e Politica » E' veneto l'italiano dell'anno a Berlino

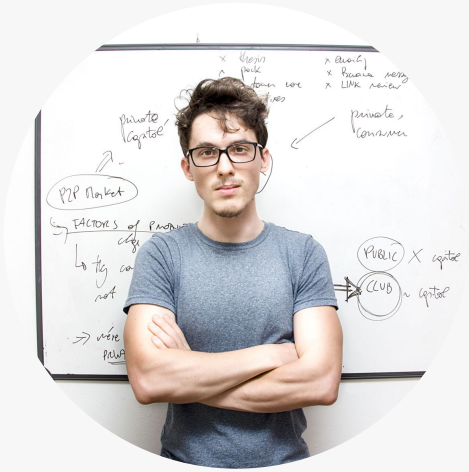
SOCIETÀ E POLITICA

E' veneto l'italiano dell'anno a Berlino

Gianluca Segato, padovano 22enne laureato in Economia, è stato eletto "Italiano dell'anno" dal Comites Berlino, sua nuova città d'adozione dopo l'ingaggio da parte di un fondo tedesco che ha investito nella sua app Uniwhere attraverso un percorso di accelerazione.

Parole chiave: berlino (4), italiani all'estero (5)

Founders



Gianluca Segato
Growth

Federico Cian
Product

Giovanni Conz
Technology

How did we get here?

Some History

(History is cool)

"~~UNIDROID~~" (provvisorio)

NOMI: - unidroid → necessaria compatibile iphone [+iphone?]
- unimobile (troppo vicino)
unipd → evitare x focus → non portato
unihere → richiama familiare → ovunque → BELLO !!
~~ware~~ → software

UNIWHERE / UNIWARE (spelling difficile)

- CORE → base / scadenze burocratiche / ecc.
esiti esami
memorandum: dati esami } nel calendario
registrazioni: } sul telefono
scelte: presentazione piano di studi
VOTI
UNIWEB = tutto
- UPPER CRUST → · avvisi urgenti / eventi / news } UTILITÀ : parsing + difficile
· calendario lezioni

= BASE del programma

"3" +

- INTRO/IN → (post) → A → pubblicità: brutto, poco efficace, ma intuitivo, facile.

posto nel tuo [illegible] → B → ~~[illegible]~~ → ~~[illegible]~~ ad un certo punto a pagamento → finisce gratis per 1 anno → poi finisce a pagamento
← anni 0, poi ←
↳ lavoro, ma scelta di un'altra low distanza

in formazioni
sul retro via newsletter universitaria

C → annunci a pagamento → libri usati (statistiche di mercato) immobili in locazione
TIPS legal (letto!)

PRO: - mercato aperto (nessuno c'è per ora)
- uso del posto: ☆ di efficacia
- evitare espressione qualsiasi forma di mercato, low-cost-high

CONTRO: - l'implementazione può avere complessa (ma vedi tanto...)
- NON C'È CONCORRENZA X IPHONE!
↳ finora? → vedi sopra

UNIWEB | SCUOLA | VITA ESTERNA } INFO IN / INFO OUT

OMNI | PARTICOLARE

UNIWEB → obbligatorio → modulo univ. att. ← Torna esami → libretto iniziani

⊕ Per tutti, facile implementazione
⊖ Poco utile, poco "ho voglia!"
[illegible] utente

SCUOLA → - agenda / blog lezioni → integrare / att. modulo ad-hoc
= lavoro professore
- avvisi urgenti

⊕ Carico di lettura, utile, utile, utile
⊖ implementazione difficoltosa, a meno di non passare in ottica un'università

VITA → pubblico EVENTI → vari calendari universitari } data nascita, gente di OMNI
complete di pubblicità ecc.
$ → solo chi ci accedono un PACCHETTO di start !!
pubblico ANNUNCI → - libri usati - Coppia cani
pubblico LOCALI
CONVENZIONI
INFORMAZIONI
info che in questo modo VENDO
- AUTOGIU → servizi di gestione dei vari pubblici
- ALLO STUDIO → servizi di gestione, dei posti LEGGI [illegible] delle tasse - dove / come - che ora apre / chiude

BLOG / NEWS

Volano informazioni

CHANGELOG

- 0.1 → JAVA APPLET → SAML login ad uniweb, display di un info riservata a schermo

0.2 → Porting su ANDROID: premendo un bottone, display dell'info riservata.

0.3 → Dump completo dei dati → ~~[illegible]~~ PARSE, STORE su SQL.

0.4 → Vista grafica curata e completa

MILESTONE: UNIWEB (0.4)

TODO → > verifica situazione "particolare" → dipartimenti e scuole

> verifica porting: OS → investimento? collaborazione?

↓

verificate queste 2 cose → inizio a pensare di contattare l'università ai piani alti.

① Connetti to HOME.do → • get JSESSIONID come variabile jsessSP
• get altri cookies come var cookiesSP

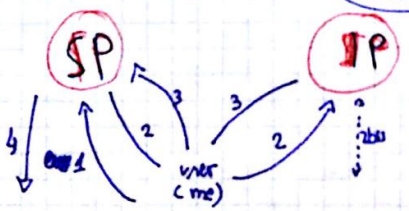
SP { Connetti to LOGON.DO; → • get cookies → put'em in cookiesSP
↳ cookies = jsessionid= jsessSP
{ 302 (+ SAMLRequest) * follow redirect * → cookies = /; GOT=!

IP { REDIRECT/SSO → • get JSESSIONID = jsessIP
• get _idp-authn_... = authCookie

IP { SUBMIT login data to UserPassword → • get [redacted] session cookie, var idpSessionCookie
↳ - cookies = JSESSIONID = jsessIP
authCookie = authCookie
{ 301 [redacted] → * follow redirect * → cookies = jsessIP, authCookie, session
[redacted] GOT LOCATION, put it in samlResponse

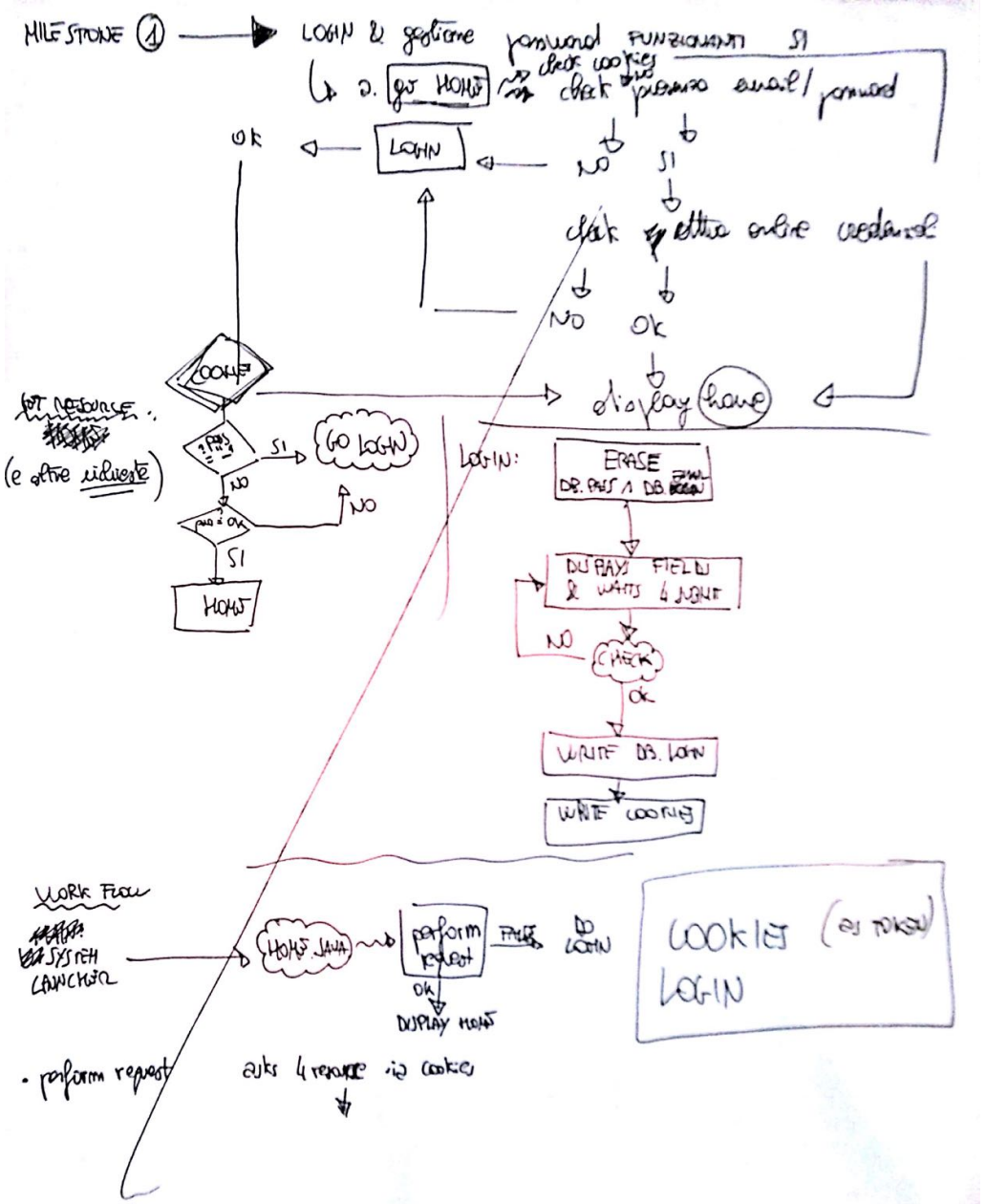
SP { SUBMIT samlResponse to SAML2/POST → cookies: JSESSIONID = jsessIP
POST: samlResponse
↳ • get shibsession cookie

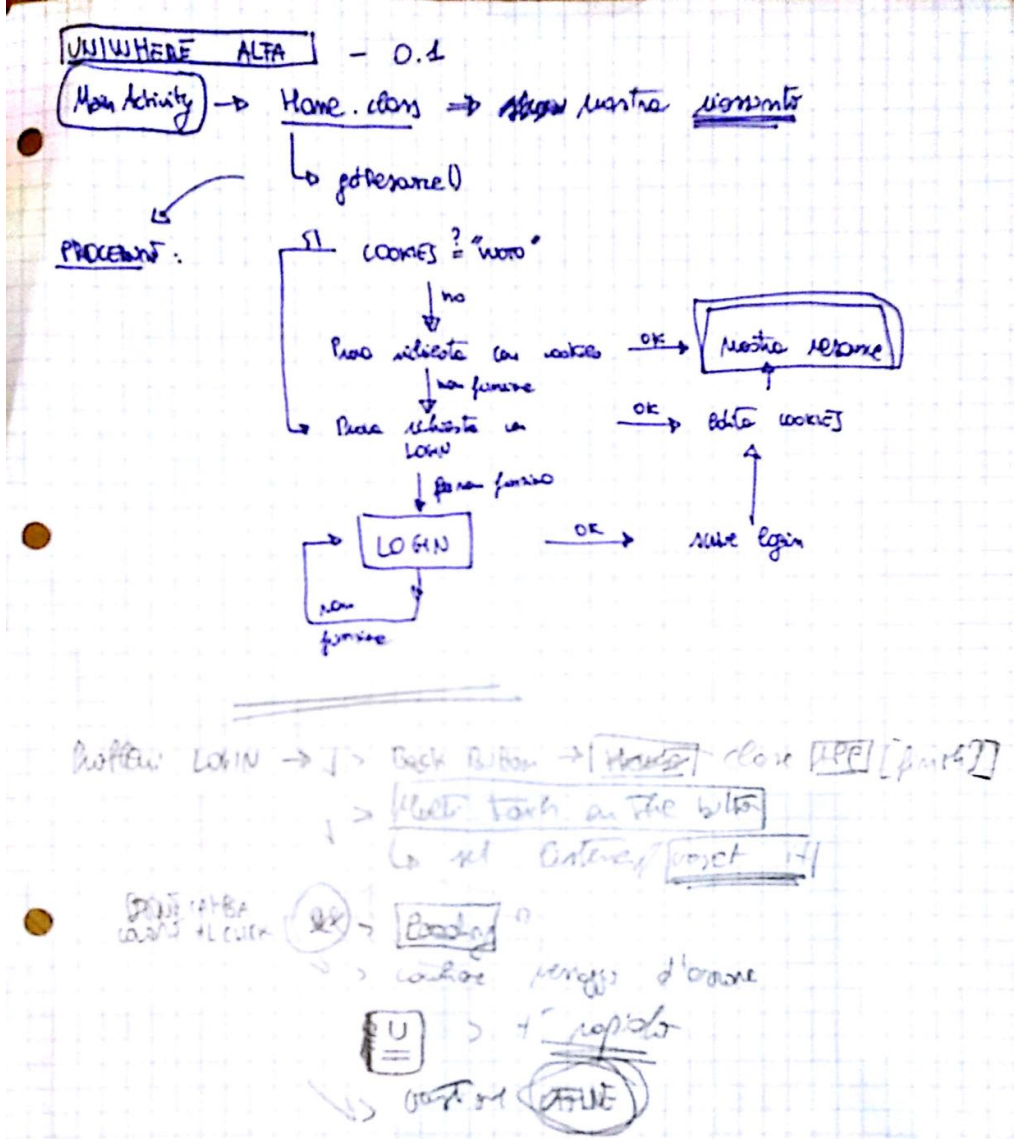
DONE → Logon.do; jsessionid = jsessIP (cookies: jsessIP, shibsession)
is now ACCESSIBLE

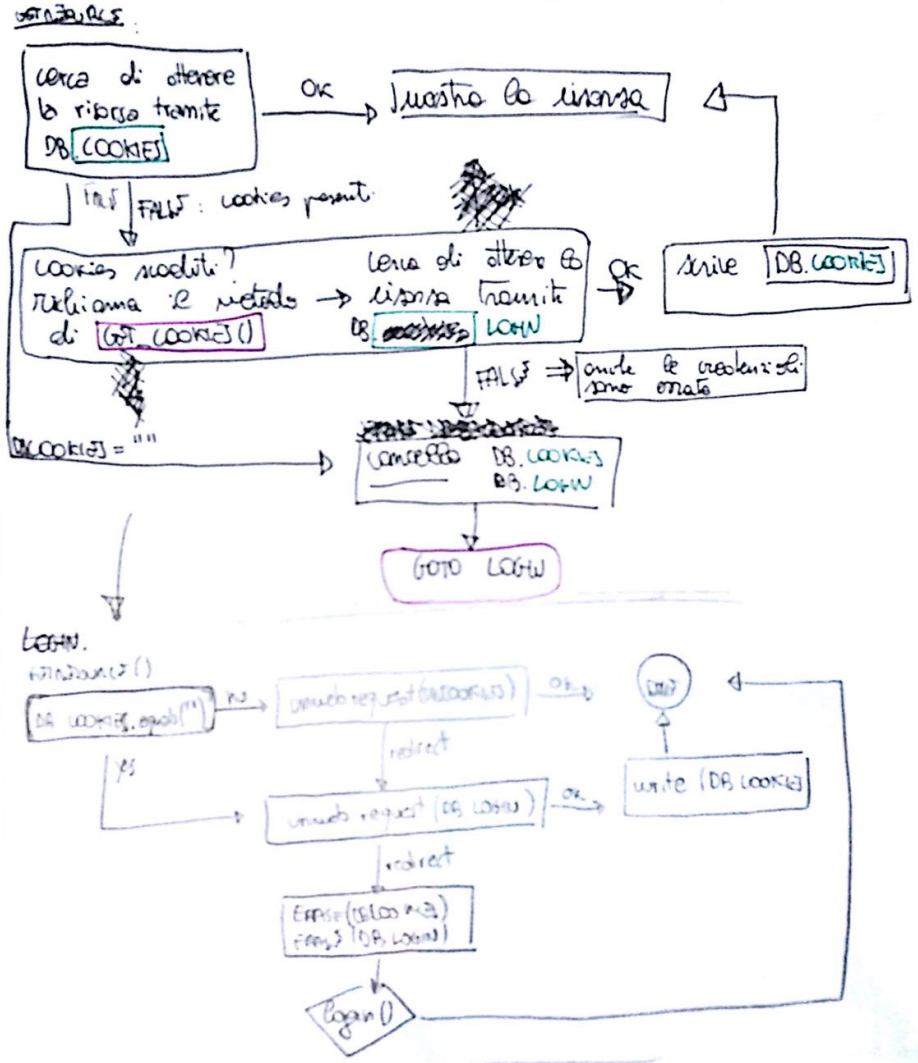


1. Logon ?
2. SAML Request
2 bis. Login
3. SAML Response
4. DATA

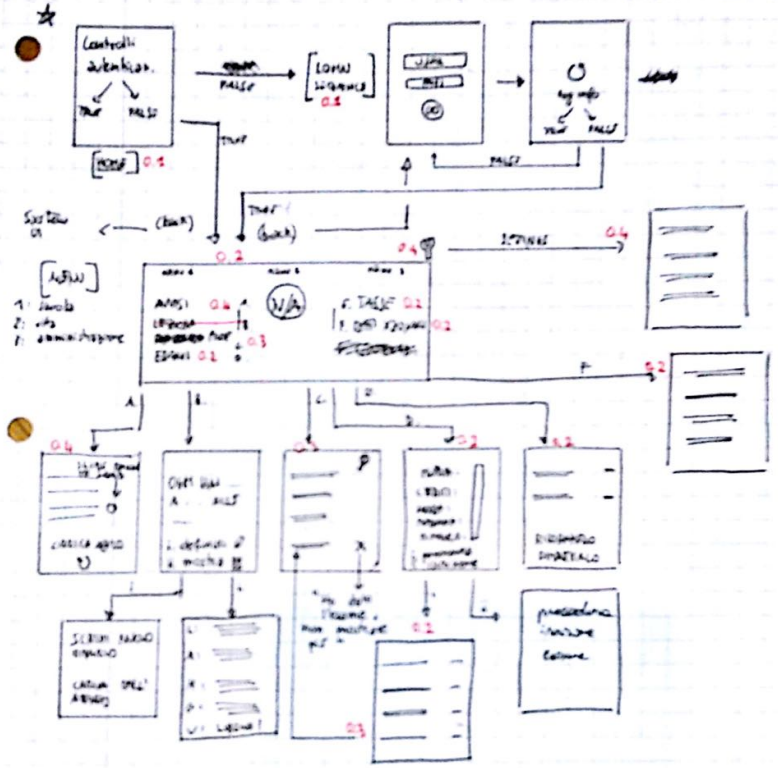
uniweb.unipd.it/Home.do : Cookies: / POST: / GOT: /
(302)
https://.../Home.do : Cookies: JSESSIONID = A64... .jvm2c -route = v.ar6 POST, GOT: /
STILL (click)
.../Logon.do;jsessionid... : Cookies: JSESSIONID = AEF... .jvm2c -route = -shibstate_afe8b77f
GET: jsessionid = "a cookie"
POST:
SP
(302)
https://shibid.cca.unipd.it/idp/... .../redirect/SSO Cookies: JSESSIONID = B2... .idp2 -idp_authn = ... GOT: SAMLRequest = (AuthRequest...) POST:
(301)
.../AuthEngine (301)
.../UserPassword → STILL (Form Aut) Cookies: as above
(SUBMIT)
.../userPassword : Cookies: JSESSIONID = B2... -idp-authn- -idp-session = !! ⇐ POST: * login data * GET:
IP
(301)
.../Redirect/SSO [redacted] Cookies: / POST: / GOT: /
(auto submit)
IP { .../SAML2/POST Cookies: JSESSIONID = AEF... -shibsession_... = -b6346 GET: / POST: SAMLResponse = ...
(302)
Logon.do;... = Cookie: JSESSIONID: [redacted] -shibsession_... = | GET: jsessionid= AEF...


MILESTONE 1
LOGIN & gestione password FUNZIONANTI SI
a. go HOME
check cookies
check presenza email/password
OK
LOGIN
NO
SI
check ottima online credenziale
NO
OK
display home
COOKIE
SI
GO LOGIN
NO
NO
SI
HOME
LOGIN:
ERASE
DISPLAY FIELDS & WAITS 4 SUBMIT
NO
CHECK
OK
WRITE DB. LOGIN
WRITE COOKIES
WORK FLOW
SYSTEM LAUNCHER
HOME JAVA
perform request
FAILS
DO LOGIN
OK
DISPLAY HOME
COOKIES (as TOKEN)
LOGIN
• perform request
asks 4 resource via cookies


UNIWHERE ALFA - 0.1
Main Activity
Home.class
mostra riassunto
getResource()
PROCEDURE:
SI
COOKIES ? "WOTO"
no
Prova richiesta con cookies
OK
mostra resource
non funziona
Prova richiesta con LOGIN
OK
edita cookies
non funziona
LOGIN
OK
scrive login
non funziona
Problem LOGIN
Back Button
close
Multi tach on the button
set listener/reset it
Loading
cambiare messaggio d'errore
U
+ rapido
OFFLINE


cerca di ottenere la risorsa tramite DB.COOKIES
OK
mostra la risorsa
FALSE : cookies presenti
cookies scaduti? richiama il metodo di GET_COOKIES()
cerca di ottenere la risorsa tramite DB.LOGIN
OK
scrive DB.COOKIES
FALSE
anche le credenziali sono errate
DB.COOKIES = ""
cancella DB.COOKIES DB.LOGIN
GOTO LOGIN
LOGIN.
DB.COOKIES.equals("")
no
unweb request (DB.COOKIES)
OK
redirect
yes
unweb request (DB.LOGIN)
OK
write (DB.COOKIES)
redirect
Login()

Versione 1.0 (statica) workflow



0.4 → • avvisi (solo economia o come specificato nelle impostazioni)

- tasse e dati personali
- esami e statistiche
- rubrica professori

MILESTONE 1

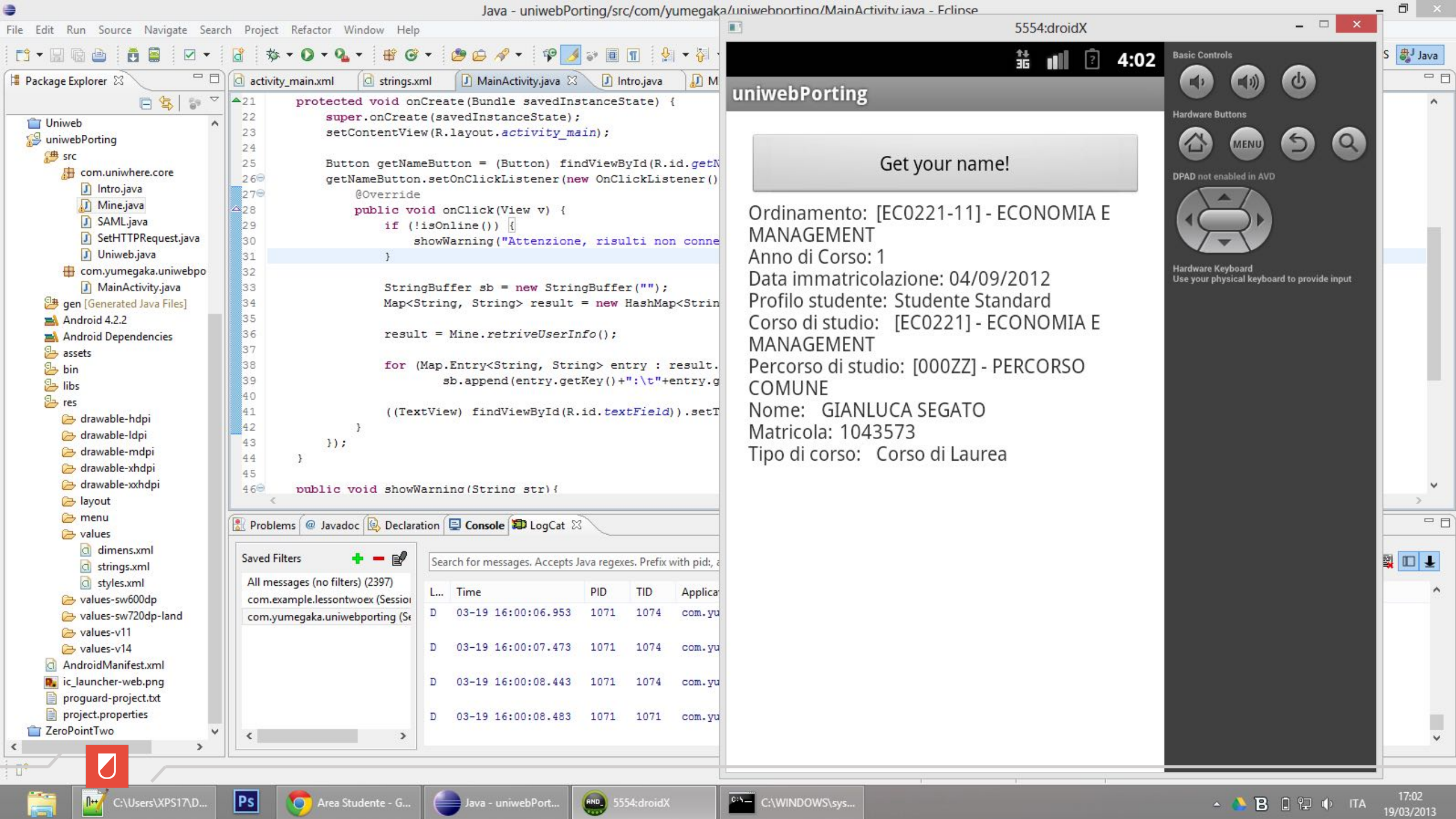
```java
public Map<String, String> userInfo() {

    Map<String, String> result = new HashMap<String, String>();
    String source = "";
    try {

        source = mSession.request("https://uniweb.unipd.it/auth/Home.do");

        String[] nomeEmatricola =   Util.getFromStrToStr(source, "<div class=\"titolopagina\">"
                                        .replace(" - [MAT. ", "|").split("\\|");
        result.put("Nome", nomeEmatricola[0]);

        try {
            result.put("Matricola", nomeEmatricola[1].substring(0, nomeEmatricola[1].length()-1
        } catch (Exception e) {
            // Faccio la scelta della carriera
            // per via forzosa
            List<String> matches = Util.regexToList(source, Util.makeRegexUniwebUrl("studente/S
                    +"\\?stu_id=([0-9]{5,10})\">Attivo");
            try {
                HttpRequest page = new HttpRequest("https://uniweb.unipd.it/"+matches.get(0).re
                        new Cookies(mSession.get("cookies"))).go();
                source = page.get("Source");
```


Java - uniwebPorting/src/com/yumegaka/uniwebporting/MainActivity.java - Eclipse
File Edit Run Source Navigate Search Project Refactor Window Help
Package Explorer
Uniweb
uniwebPorting
src
com.uniwhere.core
Intro.java
Mine.java
SAML.java
SetHTTPRequest.java
Uniweb.java
com.yumegaka.uniwebpo
MainActivity.java
gen [Generated Java Files]
Android 4.2.2
Android Dependencies
assets
bin
libs
res
drawable-hdpi
drawable-ldpi
drawable-mdpi
drawable-xhdpi
drawable-xxhdpi
layout
menu
values
dimens.xml
strings.xml
styles.xml
values-sw600dp
values-sw720dp-land
values-v11
values-v14
AndroidManifest.xml
ic_launcher-web.png
proguard-project.txt
project.properties
ZeroPointTwo
activity_main.xml
strings.xml
MainActivity.java
Intro.java
protected void onCreate(Bundle savedInstanceState) {
super.onCreate(savedInstanceState);
setContentView(R.layout.activity_main);
Button getNameButton = (Button) findViewById(R.id.getN
getNameButton.setOnClickListener(new OnClickListener()
@Override
public void onClick(View v) {
if (!isOnline()) {
showWarning("Attenzione, risulti non conne
}
StringBuffer sb = new StringBuffer("");
Map<String, String> result = new HashMap<Strin
result = Mine.retriveUserInfo();
for (Map.Entry<String, String> entry : result.
sb.append(entry.getKey()+":\t"+entry.g
((TextView) findViewById(R.id.textField)).setT
});
}
public void showWarning(String str){
Problems
Javadoc
Declaration
Console
LogCat
Saved Filters
All messages (no filters) (2397)
com.example.lessontwoex (Sessio
com.yumegaka.uniwebporting (Se
Search for messages. Accepts Java regexes. Prefix with pid:,
L... Time PID TID Applica
D 03-19 16:00:06.953 1071 1074 com.yu
D 03-19 16:00:07.473 1071 1074 com.yu
D 03-19 16:00:08.443 1071 1074 com.yu
D 03-19 16:00:08.483 1071 1071 com.yu
5554:droidX
4:02
uniwebPorting
Get your name!
Ordinamento: [EC0221-11] - ECONOMIA E MANAGEMENT
Anno di Corso: 1
Data immatricolazione: 04/09/2012
Profilo studente: Studente Standard
Corso di studio: [EC0221] - ECONOMIA E MANAGEMENT
Percorso di studio: [000ZZ] - PERCORSO COMUNE
Nome: GIANLUCA SEGATO
Matricola: 1043573
Tipo di corso: Corso di Laurea
Basic Controls
Hardware Buttons
MENU
DPAD not enabled in AVD
Hardware Keyboard
Use your physical keyboard to provide input
C:\Users\XPS17\D...
Area Studente - G...
Java - uniwebPort...
5554:droidX
C:\WINDOWS\sys...
ITA
17:02
19/03/2013

SAML client for Android?

0

I'm working on a project which needs to parse some data from some protected web pages. In order to gain the access those pages, I have to overcome a SAML authetication form (Shibboleth). Is there someone who was able to implement this standard in Android (Java)? I already read this thread: SAML Client implementation for Android? but it doesn't give me a good solution. In fact, I need to *get the data of some protected web pages* in order to parse it, not to let the user to see the content of such pages. Therefore logging in through a WebView is not what I really need..

java android saml shibboleth opensaml

share edit close delete flag

asked Mar 6 '13 at 17:38

Gianluca

836 ● 1 ● 10 ● 21

add a comment

Publish progress from an external class during Async Task?

1

I have an async task with a `doInBackground()` method like this:

```
protected String doInBackground(String... params) {
   MyClass session = new MyClass("email", "password");
   return session.isAuthorized();
}
```

While `MyClass`, which is in a completly different package, is something like this:

```
private class MyClass {
          // fields, constructors, etc
          public Boolean isAuthorized() {
                    // some stuff
                    log("Action 1...");
                    // some stuff
                    log("Action 2...");
                    // some other stuff
                    return result;
          }

          public static void log(String str) {
                    // HERE I would like to publish progress in the Async T
                    // but, until now, it's kinda like:
                    System.out.println(str);
          }
}
```

The question is: how can I pass log descriptions hold in the `log()` method, external even to the main Activity "container", to `publishProgress()` method? I already read this thread: Difficulty in changing the message of progress dialog in async task - but it wasn't a valid source of help, since my method isn't contained in the main class `public class MainActivity extends Activity`

How to append extra text to ListView via SimpleCursorAdapter?

1

1

I've this piece of code:

```
String[] columns = new String[] {
    MySQLiteHelper.COL_EXAMS_DESC,
    MySQLiteHelper.COL_EXAMS_MRK_TEMP,
    MySQLiteHelper.COL_EXAMS_MRK,
    MySQLiteHelper.COL_EXAMS_CFU};

int[] to = new int[] {
    R.id.exam_description,
    R.id.exam_subtitle,
    R.id.exam_mark,
    R.id.exam_cfu};

dataAdapter = new SimpleCursorAdapter(getApplicationContext(),
    R.layout.single_exam_info, cursor, columns, to, 0);

ListView listView = (ListView) findViewById(R.id.lv_exams);
listView.setAdapter(dataAdapter);
```

Now, `MySQLiteHelper.COL_EXAMS_MRK_TEMP` is a particular field which sometimes is empty, sometimes isn't. When it's displayed (so when it's not empty), I would like to append some sort of label to it. How can I do it?

`CursorWrapper` doesn't look good in this case: I don't have to filter results, I simply have to sometimes add a String to one of the results, sometimes I don't. Adding an *ad-hoc* `TextView` isn't ok too: how do I know when to populate it?

I wondering if there's and option to manually build the ListView, iterating the cursor and in every

No view found for id 0x for fragment after rotation?

1

I'm loading some fragments in a container, which holds a Navigation Drawer too. When rotating the screen, and then rotating it back, the app crashes:

> java.lang.RuntimeException: Unable to start activity ComponentInfo{lu.gian.uniwhere.alfa/com.example.alfa.ActivityHome}: java.lang.IllegalArgumentException: No view found for id 0x7f0b004e (com.example.alfa:id/taxes_pager) for fragment FragmentTaxToBePaid{b5969898 #2 id=0x7f0b004e}

I got this error when **rotating back** to portrait mode, after going landscape. What's fun is that I'm not loading `FragmentTaxes` (that is, *N.B.*., a `ViewPager`), but totally another fragment (*FragmentOverwiew* - nothing special to note about it)!

It throws the exactly same error when rotating back from FragmentSession, which is a `ViewPager` holder too:

> java.lang.RuntimeException: Unable to start activity ComponentInfo{lu.gian.uniwhere.alfa/com.example.alfa.ActivityHome}: java.lang.IllegalArgumentException: No view found for id 0x7f0b000f (com.example.alfa:id/session_pager) for fragment FragmentSessionApplied{b5afa300 #1 id=0x7f0b000f}

I've tried **everything** out there (not retaining instances of the fragments, putting them in the back stack, replacing `Frame` xml tag with `FrameLayout`, creating a specific layout for then landscape mode, etc, etc), but hardly anything sorted an effect. I think it's due to fragments lifecycle, because crashes are inconstant and difficult to debug, but it's quite hard to understand how to fix this sort of problem.

Where can I find some good examples of Android UI? [closed]

25

27

I'm quite new to the Android world, and, due to work needs, I'm trying to get in. Whilst I'm not particularly afraid of the "thinking" code (i.e. Java), I'm a bit confused when developing the user interface.

Since I found that the simplest yet most effective way to learn something is copying from those who are the best, I'm wondering if there's some resource or something, out there, **well** done.

I mean: do you know some open source app, from which I can build my own knowledge about Android layouts? I wasn't able to do it on my own, even though I wondered quite a lot!

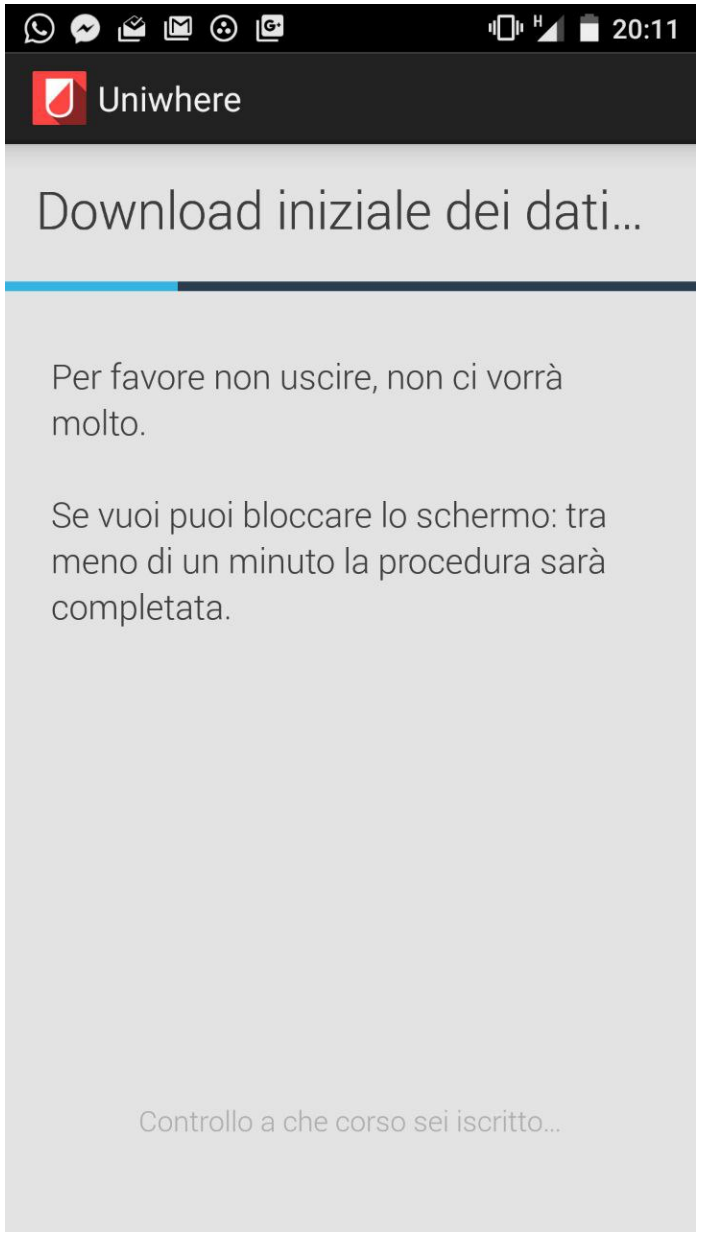
android | android-layout | open-source | sample

share edit reopen delete flag

asked Jun 29 '13 at 16:58

Gianluca

836 ● 1 ● 10 ● 21


20:11
Uniwhere
Download iniziale dei dati...
Per favore non uscire, non ci vorrà molto.
Se vuoi puoi bloccare lo schermo: tra meno di un minuto la procedura sarà completata.
Controllo a che corso sei iscritto...

20:12
Panoramica
E' disponibile una nuova versione di Uniwhere!
Aggiorna ora
I MIEI ESAMI
Media: 25,67
Voti sotto il 24
Voti tra 24 e 27
Voti sopra il 27
APPELLI
Il prossimo esame a cui sei iscritto:
ORGANIZZAZIONE AZIENDALE
09/02
14:30
TASSE UNIVERSITARIE
In scadenza:
264,95 €
15/02/2016

07:53
De
Development Econ
You
Hi guys! Is there someone
me out? I need yesterday's
Giovanni C.
chap.1-ex-ML-2016.
Gianluca S.
Keep in mind that it's a tricky
might want to check it out wi
that spoke with the prof durii
Oh, remember also to check
-> x^3+2^4 = 0
Federico C.
Yeah exactly, that was the wh
issue. Since x^3+2^4 = 0 is n
messed all up at the 2nd poir
What do you guys think abou
that equation?
Giovanni C.
Imho we should just wait to s
Type a message
12:30
YOU
CHANNELS
AMBROGIO :)
Get answers, se
your personal n
De
DEVELOPMENT
Gianluca: I don't
you should talk a
Es
ECONOMETRIC
John: Yeah, you'r
if you tell her
Mb
MONEY AND B
Samuel: <file-exa
Cf
CORPORATE FI
You: Maybe you
putting the x equ
6
12:30
Ciao, Gianluca :)
That today is gonna be an awesome day,
I'm sure about it
SCHEDULE
Everything is fine for today: no
more classes. Relax, my friend.
CHAT
Ask for the help of the other 32
students attending Econometrics 1
COFFEE BREAK
Wanna know where this awesome
place is? One of our students decid...
EXAM LIST
You passed 19 exams out of 40
1

What is a startup?

Spoiler: nobody knows

A startup is an organization formed to search for a repeatable and scalable business model

Steve Blank

A startup is an organization formed to search for a repeatable and scalable business model

Steve Blank

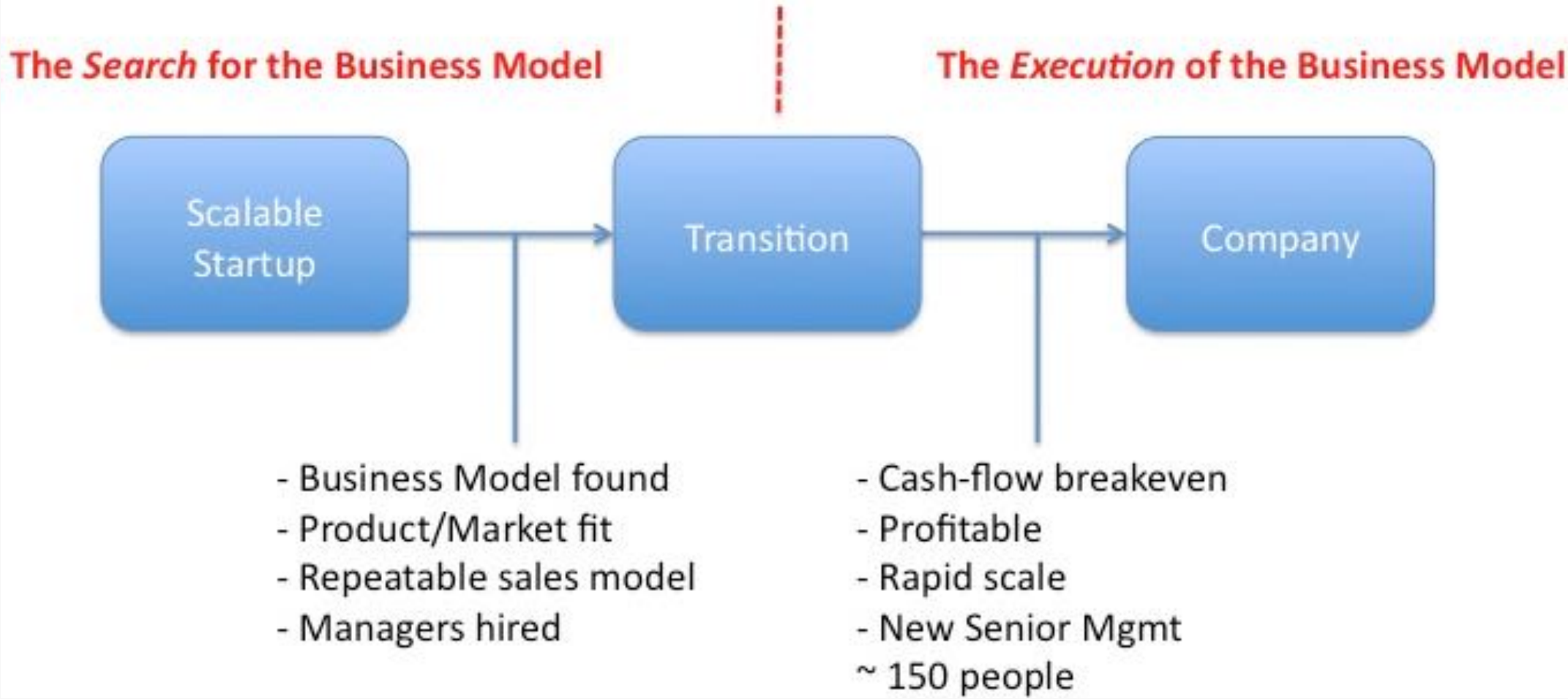
A startup is an organization formed to search for a repeatable and scalable business model

Steve Blank

Search: Non-Examples

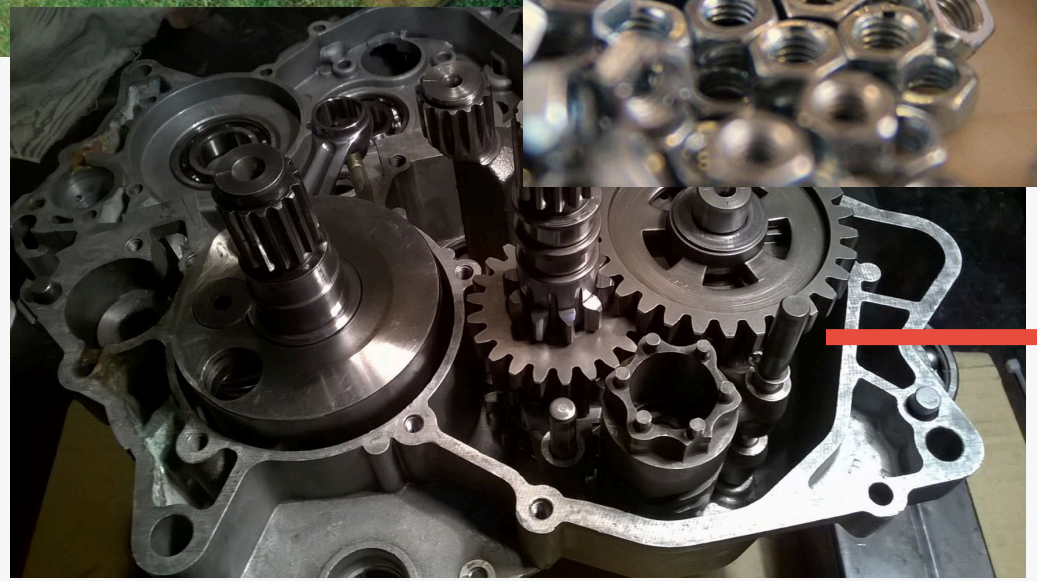
- GE
- FCA
- Luxottica

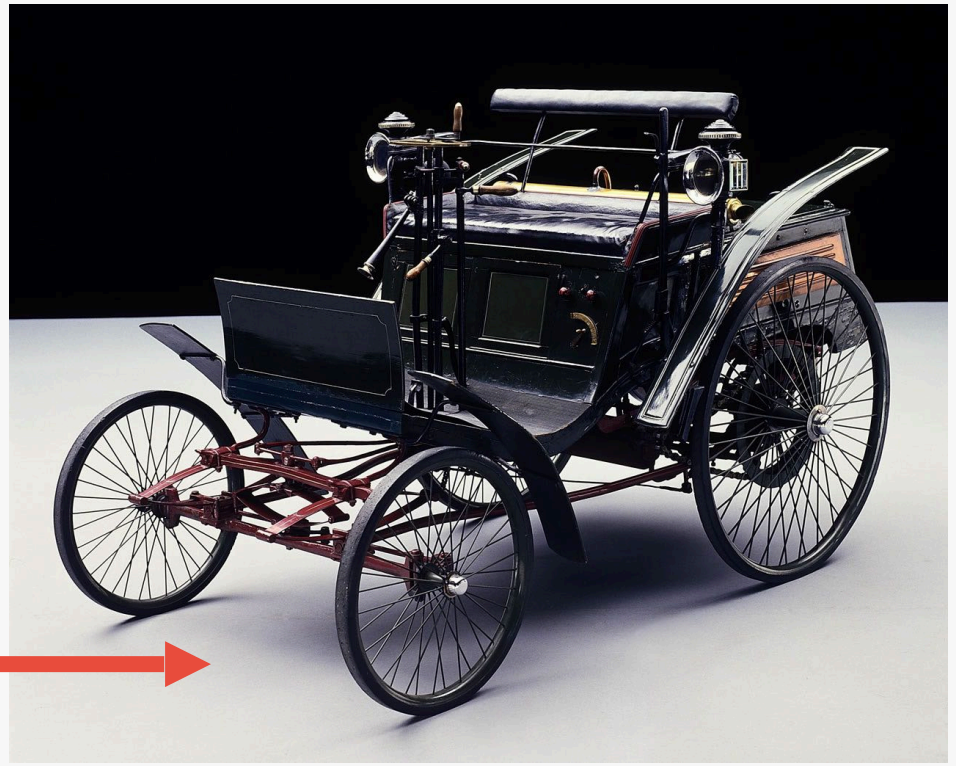
- Microsoft
- Google
- (probably) Uber



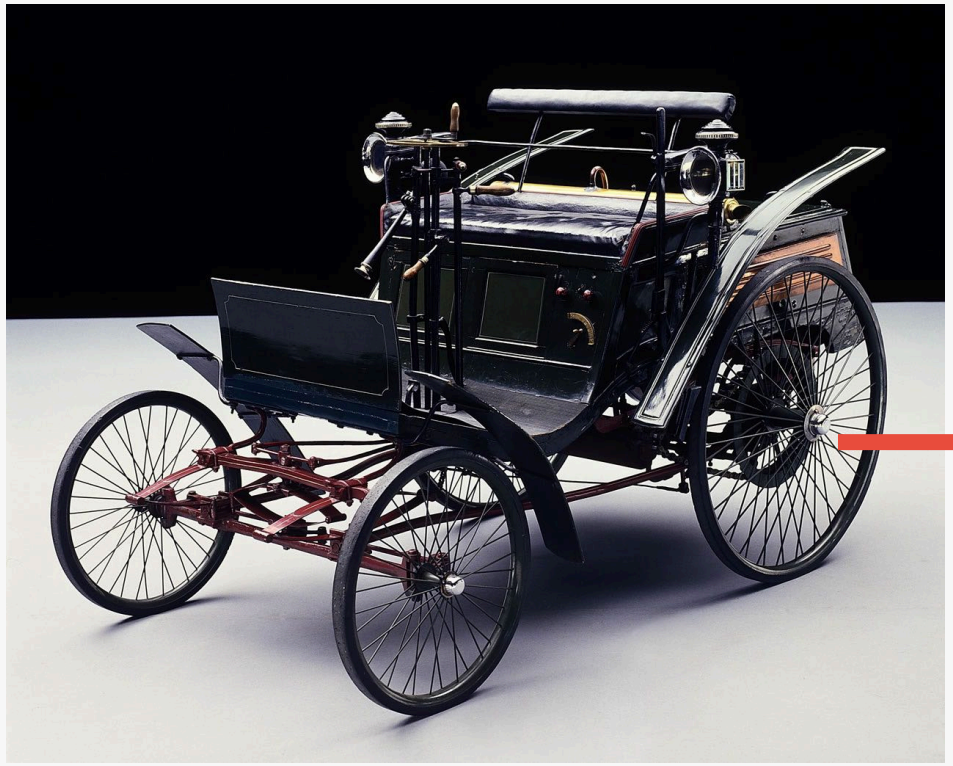
Creation → Optimization

Startup





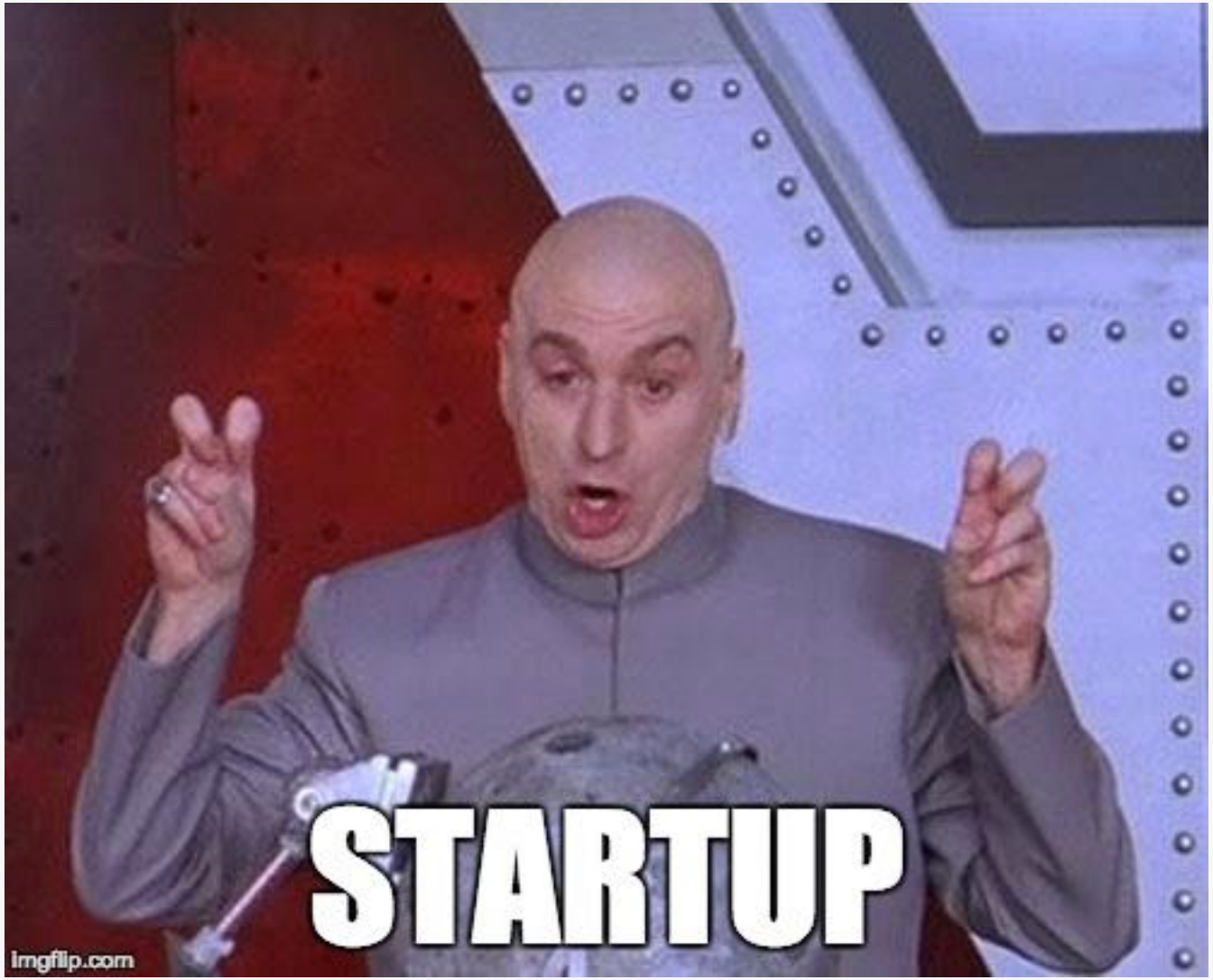
Corporation



Repeatable and Scalable: Non-examples

- Consulting agencies
  (yes, even if they're tech-driven)

- Custom software companies
  (yes, even if they're young and everything)


STARTUP
imgflip.com

Repeatable and Scalable: Non-examples

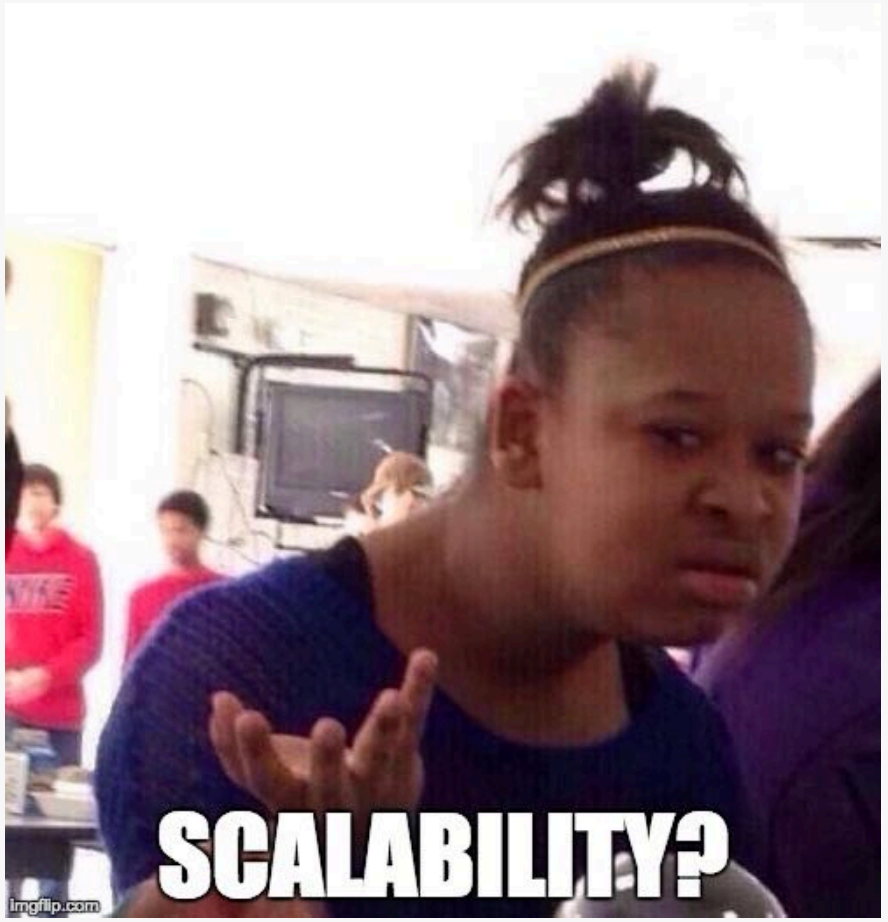
- Consulting agencies
  (yes, even if they're tech-driven)

- Custom software companies
  (yes, even if they're young and everything)

--> ie. Companies that can't scale!
(yes, even if they have a website or an app)

So why technology? Cost structure!

- *Scalability* -> low (nil) variable costs
- *Iteration* -> low (initial) fixed costs



Wait… but why scalability?!

But why scalability?

"E finiamola con questa fissa delle exit! Il venture capital in Italia dovrebbe adattarsi al paese e contribuire a costruire delle belle e solide pmi!" (cit)

Sorry – it doesn't work like that :-)

But why scalability?

- Because that's how it works for risky investments: they must have the *potential* to yield at least 10x, otherwise the model will collapse

- *In other words: it must be a Unicorn!*

The investment funnel

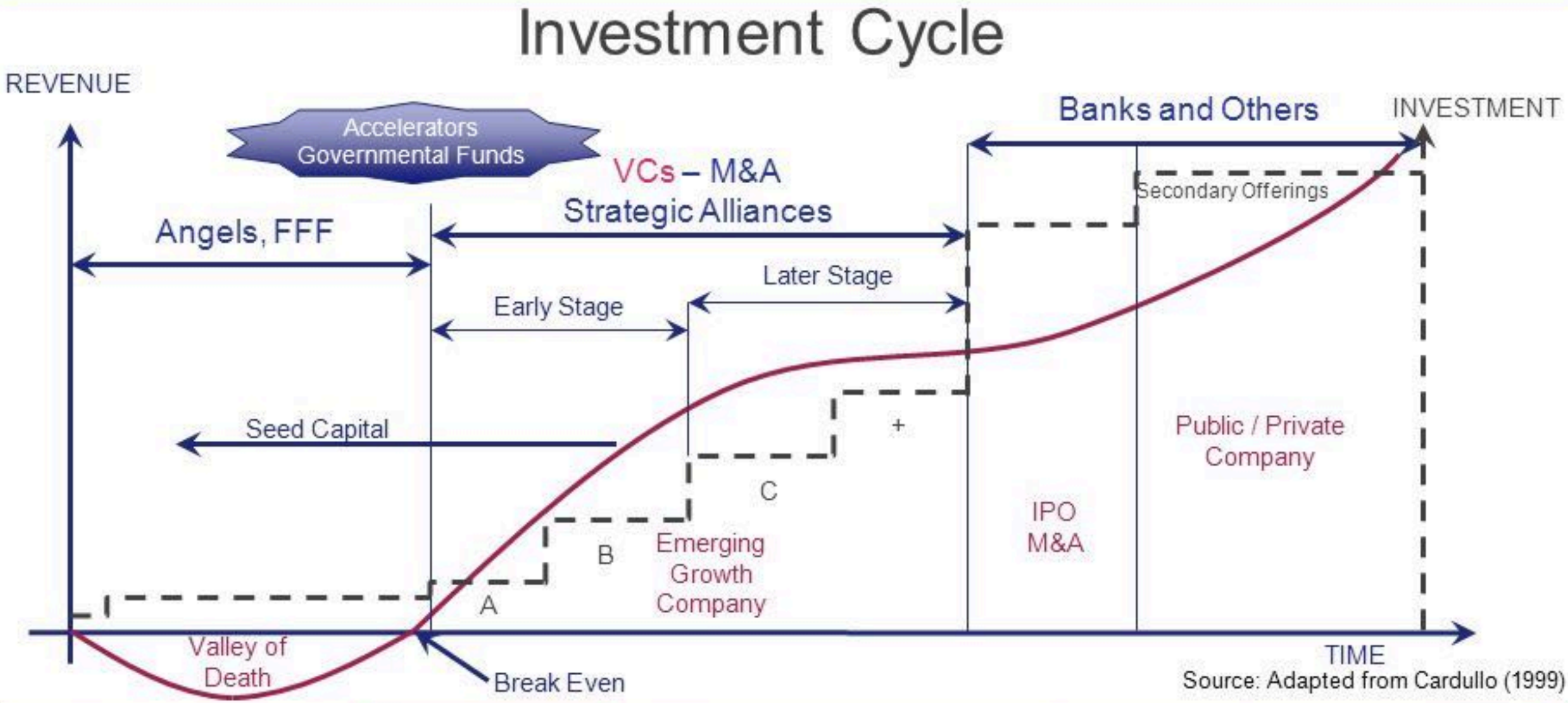
Main players

- Bootstrap / Family Friends Fools (FFF)
- Incubators / Accelerators
- Business Angels (BAs / Angels)
- Venture Capitalists (VCs)
  - They manage the capital from Limited Partners (LPs)
  - They promise >4x in 10 years
  - Mindset: every company can potentially return the FULL FUND!

Investment taxonomy

- Incubators / Accelerators: 25K (typical) up to 120K (Y-Combinator)
- BAs + some VCs: early seed up to seed round: 100K to 700-800K
- Venture Capitalists (VCs): Series A on-wards: 1MN upwards

Venture Capital Cycle



Targets

- POC / MVP: the product (by yourself)
- From bootstrap to early seed: team, traction, business model idea, secret sauce
- Up to seed: traction validation, business validation
- Series A onwards: CLV > CAC

Metrics for Pirates: AARRR

- **Acquisition**: Users come to you from various channels
- **Activation**: Users enjoy 1st use
- **Retention**: Users come back
- **Referral**: Users like product enough to refer others
- **Revenues**: Users conduct some kind of monetization behavior

Dave McClure, 500 Startups

The Business Model

- How your company creates, delivers and captures value.
- Or in English: A business model describes how your company makes money.

CLV and CAC: it's all about the *money*

- CLV: Customer Lifetime Value (or *ARPU* in the case of 2-sided markets)
- CAC: Customer Acquisition Cost (or, sometimes, *CPI*)

Notable examples

A.K.A. The Unicorns Club, you know

Funding Rounds (4) - $36.1M

UPDATE

Date	Amount / Round	Valuation	Lead Investor	Investors
Jun, 2000	$10M / Undisclosed	—	Yahoo	1
Jun, 1999	$25M / Series A	—	Kleiner Perkins Caufield & Byers Sequoia Capital	8
Nov, 1998	$1M / Angel	—	—	4
Aug, 1998	$100k / Angel	—	Andreas Bechtolsheim	1

Funding Rounds (11) - $2.34B

UPDATE

Date	Amount / Round	Valuation	Lead Investor	Investors
Jan, 2011	$1.5B / Private Equity	—	DST Global Goldman Sachs	2
Jun, 2010	$120M / Secondary Market	—	Elevation Partners	2
May, 2009	$200M / Series D	$10B	DST Global	1
May, 2008	$100M / Debt Financing	—	TriplePoint Capital	1
Mar, 2008	$60M / Series C	—	Horizons Ventures	2
Jan, 2008	$15M / Series C	—	European Founders Fund	2
Nov, 2007	$60M / Series C	—	Horizons Ventures	1
Oct, 2007	$240M / Series C	—	Microsoft	1
Apr, 2006	$27.5M / Series B	—	Greylock Partners	5
May, 2005	$12.7M / Series A	—	Accel Partners	5
Sep, 2004	$500k / Angel	—	Peter Thiel	4

Funding Rounds (11) - $4.4B

UPDATE

Date	Amount / Round	Valuation	Lead Investor	Investors
Mar, 2017	$447.8M / Series F	—	CapitalG TCV	4
Sep, 2016	$555.46M / Series F	—	CapitalG TCV	5
Jun, 2016	$1B / Debt Financing	—	JP Morgan Chase & Co.	4
Nov, 2015	$100M / Private Equity	—	FirstMark Capital	1
Jun, 2015	$1.5B / Series E	—	General Atlantic Hillhouse Capital Group Tiger Global Management	14
Apr, 2014	$475M / Series D	$10B	—	6
Oct, 2013	$200M / Series C	—	Founders Fund	5
Jul, 2011	$112M / Series B	—	Andreessen Horowitz	8
Nov, 2010	$7.2M / Series A	—	Greylock Partners	8
Apr, 2009	$600k / Seed	—	Sequoia Capital	2
Jan, 2009	$20k / Seed	—	Y Combinator	1

Date	Amount / Round	Valuation	Lead Investor	Investors
Apr, 2017	undisclosed amount / Undisclosed	—	—	1
Jul, 2016	$1.15B / Debt Financing	—	Morgan Stanley	4
Jun, 2016	$3.5B / Series G	—	Saudi Arabia's Public Investment Fund	1
May, 2016	undisclosed amount / Series G	—	—	1
Feb, 2016	$200M / Private Equity	—	Letterone Holdings SA	1
Aug, 2015	$100M / Private Equity	—	Tata Capital	1
Jul, 2015	$1B / Series F	—	—	6
Feb, 2015	$1B / Series E	—	Glade Brook Capital Partners	9
Jan, 2015	$1.6B / Debt Financing	—	Goldman Sachs	1
Dec, 2014	$1.2B / Series E	$40B	Glade Brook Capital Partners	8
Jun, 2014	$1.4B / Series D	$18.2B	Fidelity Investments	9
Aug, 2013	$363M / Series C	$3.5B	GV	4
Dec, 2011	$37M / Series B	—	Menlo Ventures	11
Feb, 2011	$11M / Series A	$60M	Benchmark	6
Oct, 2010	$1.25M / Angel	—	First Round	29
Aug, 2009	$200k / Seed	—	Garrett Camp Travis Kalanick	2

What about you?

Let’s say you wanna do this job
(advice: don’t)

Ideas are cheap, skills aren't

- "Nobody will steal your shitty start-up idea" (no one cares, and it's already out there)

- I want to make an awesome app… *But*:
  - **I can't code**: can you do it for me? do you know some developers?
  - I've **no idea of the business** model
  - I've **no idea of the competition**
  - I've **no idea of how** to make it **scale**

So what?

- Before starting: be sure that you actually want to do it – it's *bloody* difficult
- Prototype and do it fast: go to market asap
- Measure measure measure: you have to prove traction
- As soon as you have traction, kick-off the investment process and hope for the best
- *Fail first!*

Some take-aways

“Find your poison and let it kill you”

- Are you passionate about something?
  Then go out and just fucking do it
- Go abroad: do it!
- Learn how to code: do it!
- Be a pain in the ass: do it!

What about my poison?

- Coding :-)
- Machine Learning

```
152
153 # print("Starting the grid search.")
154 # grid_seach(df, model, params)
155
156 print("From DF to training & test sets.")
157
158 X, y, baseline = df_to_X_y_baseline(df)
159 sss = X_y_to_sss(X, y, splits = 1, test = 0.1)
160 X_train, y_train, X_test, y_test = sss[0]
161
162 rf = RandomForestClassifier(n_estimators = 50, \
163     class_weight = 'balanced_subsample', \
164     oob_score = True, criterion = 'entropy', verbose = True)
165
166 nn = MLPClassifier(alpha = 1, hidden_layer_sizes = (250, 250), \
167      activation = 'tanh', verbose = True, early_stopping = True)
168
169 svc = svm.SVC(C=1, cache_size=200, class_weight='balanced', coef0=0.0,
170   decision_function_shape=None, degree=3, gamma='auto', kernel='linear
171   max_iter=-1, probability=True, random_state=None, shrinking=True,
172   tol=0.001, verbose=True)
173
174 e_clf = VotingClassifier(estimators=[('rf', rf), ('nn', nn), ('svc', s
175     voting='soft', weights=[1,1,3], n_jobs = 1)
176
177 print("The ensebler is ready: let's fucking switch it on!")
178
179 e_clf.fit(X_train, y_train)
180
181 y_pred = e_clf.predict(X_test)
182
183 print()
184 print()
185 print("Accuracy", accuracy_score(y_test, y_pred))
186 print("Precision", precision_score(y_test, y_pred))
    print("Recall", recall_score(y_test, y_pred))
    print("F1", f1_score(y_test, y_pred))
189
```

```
Warning: using -h 0 may be faster
*
optimization finished, #iter = 56404
obj = -6705.815686, rho = 0.907130
nSV = 8923, nBSV = 5843
Total nSV = 8923
.........................
Warning: using -h 0 may be faster
*.........................
Warning: using -h 0 may be faster
*
optimization finished, #iter = 50407
obj = -6513.129939, rho = 0.906705
nSV = 7650, nBSV = 5766
Total nSV = 7650
.....................................................
Warning: using -h 0 may be faster
*.....................................................
Warning: using -h 0 may be faster
*
optimization finished, #iter = 238881
obj = -8452.718191, rho = -0.906819
nSV = 9834, nBSV = 7807
Total nSV = 9834
[Parallel(n_jobs=1)]: Done  50 out of  50 | elapsed:    0.0s f
[LibSVM]

Accuracy 0.987064865893
Precision 0.987288135593
Recall 0.781879194631
F1 0.87265917603
gianluca@myVM:~/ig-model$
```

Nobody knows shit

- I don't
- You don't
- Your professors don't
- VCs don't
- Former entrepreneurs don't

sometimes luck plays a big role

But network is FUCKING KEY

- You're not alone! – if alone, you won't achieve anything
- Utility interdependence: Hochman, Rodgers

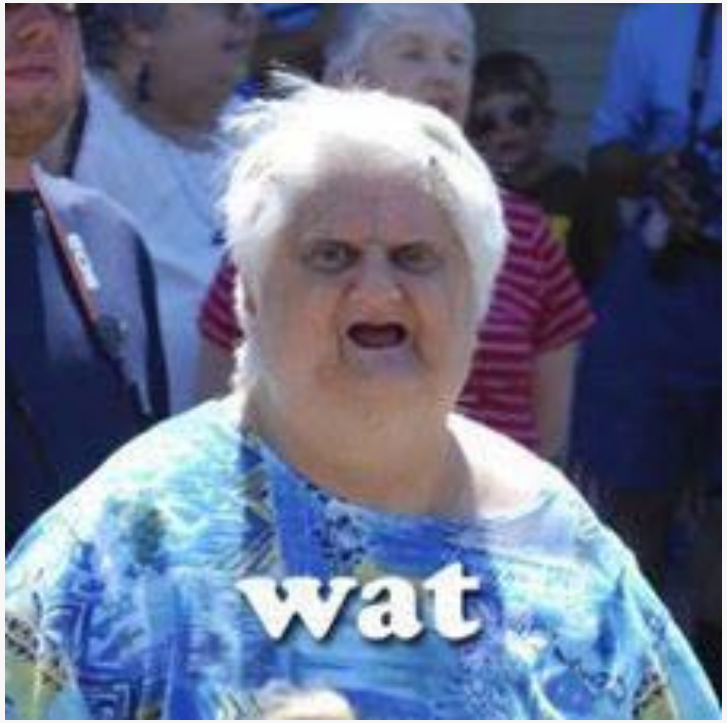
Connect with people!

ALWAYS

BE FUCKING BOLD

HEY THANKS
THANK YOU
memegenerator.net

I'M NOT EVEN SORRY



questions?