# YOU HAVE A NEW IDEA, NOW WHAT?

A basic guide to things to consider in start-ups

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#### **Team**

- Management
- Programmers
- Designers
- Financial Advice
- Legal Advice

#### **Business Model**

- •How will you make money?
- •What are you selling?
  - oConvenience?
  - oSecurity?
  - oEase of use?
- •Who will invest?

## **Intellectual Property**

- Copyright (product)
  - -compiled product
  - -manuals
  - -brochures
- Patent (licensing)
- Trade mark (branding)

## **Market/Competitors**

- •Size of market?
- •Competitors?
- •Where is your market?
- •How will you start?
- •How will you expand?



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