

The Beyster Institute Startup Toolkit

The Beyster Institute is proud to offer a new educational service geared for entrepreneurs – the [Beyster Institute Startup Toolkit](#). The Toolkit is a comprehensive set of tools to assist the start-up entrepreneur when making important business decisions. It is designed to offer accurate, practical information regarding a range of real-life, practical business challenges that every new entrepreneur will face.



In its launch version, the Toolkit has four modules: financing your venture, equity compensation, commercial real estate, and intellectual property. Here is what you'll find:

New Venture Financing – Generating the Capital You Need to Grow. Not every new company needs venture capital – and very few in any event will be offered any. And that's all to the good for most new firms. Running your company will be a far better experience if you aren't beholden to demanding investors. But if your growth capital won't come in the form of big checks from well-heeled backers, how will you grow your firm?

Equity Compensation and Founder's Equity. This module offers tools created by the experts at the Beyster Institute, including an easy-to-use equity compensation planning model and an equity compensation cheat sheet providing an overview of the different types of equity compensation and the benefits and drawbacks of each. Additional resources are available on the module page.

Intellectual Property. This module gives the entrepreneur a quick and practical understanding of intellectual property considerations, providing tools and case studies to help think about protecting or acquiring intellectual property. Content provided by Toolkit partner Gary Eastman of [Eastman & McCartney LLP](#).

Commercial Real Estate. At some point, you'll need to move out of the proverbial start-up garage and lease some commercial operating space. This module introduces the entrepreneur to the many facets of commercial real estate in plain language. It addresses the questions the entrepreneur may not know to ask. The Commercial Real Estate Guide discusses nine important questions such as:

- What size office do I need?
- What are triple net charges?
- Who pays for the build-out charges?

Content provided by Toolkit partner Jerry Johnson of [Space Advisors](#).

Additional modules are now under development covering such topics as commercial banking, human resources, and company culture.

The resources in the Startup Toolkit are free to download and use. Just register as a user and we'll send updates as new modules are added. If you find the tools useful, we ask that you spread the word.

The Beyster Institute's heritage is one of entrepreneurship. Dr. J. Robert Beyster founded SAIC in 1969, and by the time he retired from the company in 2004 it had grown to Fortune 500® size, with more than 40,000 employees and annual revenues approaching \$8 billion. Dr. Beyster firmly believed that the methods used to develop SAIC – employee ownership, shared entrepreneurship and participation – can make a real difference in the success of an enterprise and in the economic lives of people everywhere. We're proud to be giving back to the entrepreneur community in the spirit of Dr. Beyster.

See the [Beyster Startup Toolkit here](#).

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