



## Stanford eCorner

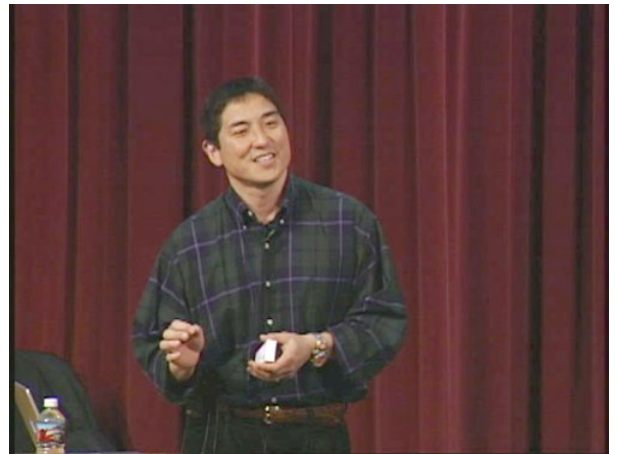
### Garage Technology Ventures Introduction

Guy Kawasaki, *Garage Technology Ventures*

February 19, 2003

Video URL: <http://ecorner.stanford.edu/videos/266/Garage-Technology-Ventures-Introduction>

Guy Kawasaki, Managing Director of Garage Technology Ventures, provides a description of Garage Technology Ventures and their services. These include: mergers & acquisitions, investment banking, and venture capitalism. He also describes what Garage Technology Ventures looks for in startups.



#### Transcript

Now, first thing you have to understand is I'm kind of a VC myself. Garage Technology Ventures is a venture capital investment bank. We do three things; we help people with any advise or services - so acquisitions. We also do private placement so we help companies raise money as an investment bank. And finally, we do direct investing as a venture capitalist ourselves. So vis-a-vis the audience here today, I want you to think of me mostly as a venture capitalist. I am specifically at Stanford looking for people in the engineering school who are starting companies. We want young seed-stage companies, Ph.D. students, professors who are going on leave, they've written white papers, they've done research projects, now they want to commercialize the technology and build a company, you know, hopefully is the next Cisco or Google or Netscape or Apple or Microsoft and that's why I'm here and we would be a direct investor in that. So that's the end of the advertising for Garage.