



Stanford eCorner

The Value of a VC Who Shares Your Vision

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The founders acknowledge that they were very lucky in that their first venture investor was from a man who was also a technologist. He understood the vision for the product and was able to assist the founders in solving technical problems, as well as entrepreneurial problems, which proved valuable in the growth of the venture.



Transcript

We were very lucky. Our first venture investor was a man named Greg Galanos who Andy and I have known all the way back to our time at Apple and he was the founder of Metrowerks, a company that built a great sort of development tools originally for the Power PC basically. Macintoshes and then they did it for a bunch of different game consoles, eventually the PC. So not only was he an investor but he was also a long time technologist and he had his own startup company so we could talk to him as an investor with a frankness which is difficult to achieve with a pure investor. Because he's technical. I think one of his partners Heidi Roizen is actually going to come and talk in a couple of weeks but he is great. We're actually were mean where people asking us questions about how are we going to solve certain technical problems and he was answering them for us. Well more than that, we were trying to think of the polite way, "All right, how are we going to explain this to this guy?" He was quite right. He was pounding on the table and telling him... "...they're not going to do it that way!"