



## Stanford eCorner

### What Can a VC Do For You?

Marc Fleury, *Accel Partners and JBoss*

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Video URL: <http://ecorner.stanford.edu/videos/1287/What-Can-a-VC-Do-For-You>

Fleury talks about how along with financial backing, VC's have a unique body of knowledge that is highly useful for anyone starting their own business.



#### Transcript

We have viable business model based on recurrent revenue stream. What that means is every year customers pay us and it's a very recurring business model so you compound overtime. But the VC's that brought us a measure of financial security first of all but more importantly the power to attract the right talent. So now we have a professionally managed company. It's one thing to be good at many things but trust me, running a company it takes a different breed. And now that I have seen what real professional executives can do, I mean that's what they do. They run real companies. Bringing these guys on is a great thing, meaning I don't have to do anything anymore first of all. But seriously they know what they're doing and having a VC behind you helps you recruit that kind of people.