

Financing For The High-Tech SME



**** MUST READ FOR THE FUTURE ENTREPRENEUR **** Small and medium-sized high-tech companies are facing great challenges to develop their activities, not coming from the complex theories or the rapid technical evolution of their field, but from the rigorous limitation of the resources made available to them, in order to develop and validate their products. Refinancing at this stage is a critical missing link in their development and unfortunately, that's where many of them fail. While reading this ebook, the reader will first be introduced to the different stages of the financing ladder and its various protagonists, with questions such as: What is a VC? What will convince one to invest in a young SME? The second part will assess causes of the refinancing difficulties encountered by small and medium-sized companies, in order to extract potential strategies to solve them. Of course, this essay does not claim to be an exhaustive handbook to solve the refinancing problem of small and medium-sized enterprises, but rather is a guide designed to give the entrepreneur a taste of all the involved factors. The final objective is to allow the entrepreneur to seek refinancing more efficiently, with greater chance of obtaining it.

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