

URL: <https://stvp.stanford.edu/clips/entrepreneurial-commitment>

Tim Draper, managing director of DFJ, shares a story of an entrepreneur's committed mindset to making things happen, even when it means breaking the product to do it.



Transcript

My good friend Tony Perkins said, hey will you be at this conference, will you speak at this conference and I said, absolutely be happy to do it and it was here at Stanford.. And I said, and then all of a sudden we had our first Skype board meeting in Talon, Estonia and it was the same day.. What's a mother to do? So I said Tony, I'm so sorry I've got to go to this thing, I got to go to this board meeting in Talon.. And I said maybe we can do it by video conferencing and a-t th-at ti-me vi-deo co-fer-encing was like this.. I said well Tony, you know we'll give it a shot then let's have a phone for a backup and he goes, "Yeah okay." At that time Skype was just phone calls, just audio calls and so I said Nicholas, oh and Tony said, "Well can you get that guy Nicholas and maybe you can do a little Q&A with Nicholas Zennstrom?" I said great, yeah I'd be happy to and when I called Nicholas he says, "Yeah, oh sure we'll do it." And he said, "Video conference, yeah yeah we've been thinking about something like that in the lab." I said yeah but we need a video conferencing system for this, and he goes, "Yeah yeah, we got it wired." I get there and I am setting up and we are in Talon and Tony is on the other end of the phone and I said, Tony I think we got this thing going and Tony says okay great.. Nicholas turns to the door, and he goes, throw the switch.. And I said what? He goes, "oh you know we were working on this in the back, I think we got a good alpha program going and we are going to do a video conference system, we are going to run it through our own system,' and I thought, oh great.. Then at the end I said, Tony how did that come through and he goes, "it was perfect.. Oh my gosh, we heard you perfectly, we saw you perfectly, it was amazing." I turned to Nicholas and I said how did you do that? And he goes, "Oh well we cut off about 300,000 simultaneous phone calls so that we could use the bandwidth." If you are in a startup you'll do anything to make sure the thing works and so he did and I apologize if any of you were on a Skype call at that time...