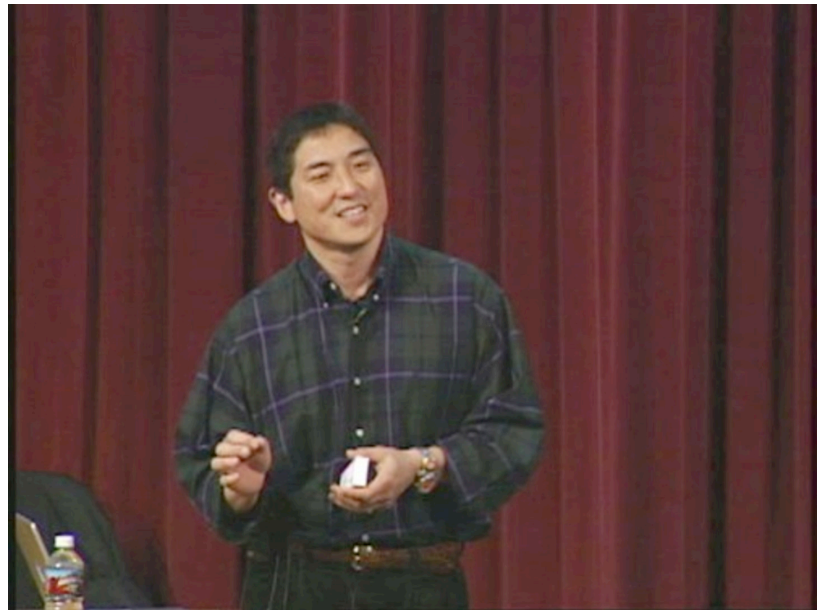


URL: <https://stvp.stanford.edu/blog/videos/garage-technology-ventures-introduction>

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...