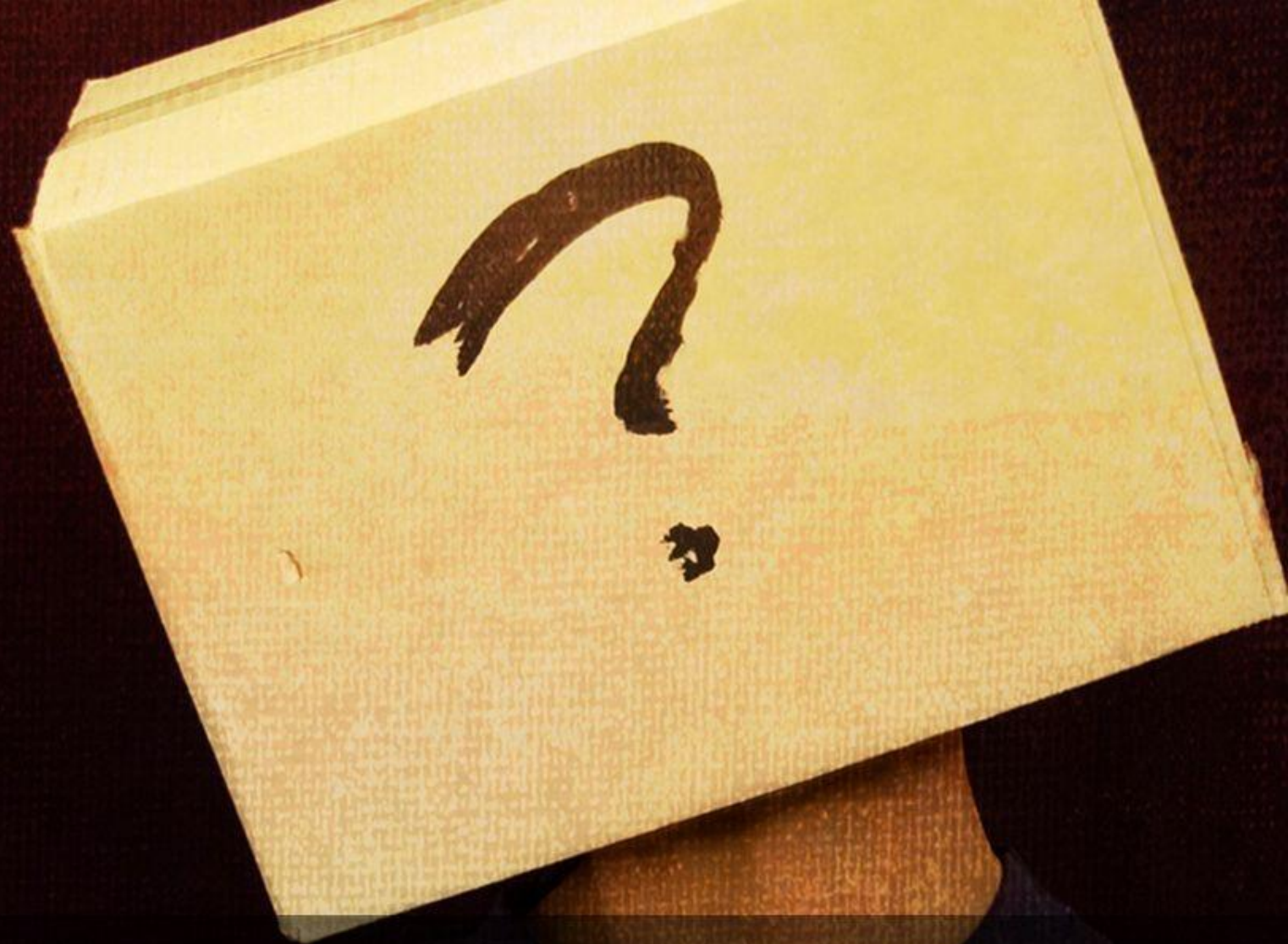


V Bienal de Management

Señales y dilemas de emprender

Por Ariel Arrieta
Cofundador de NXTP Labs
@aarrieta

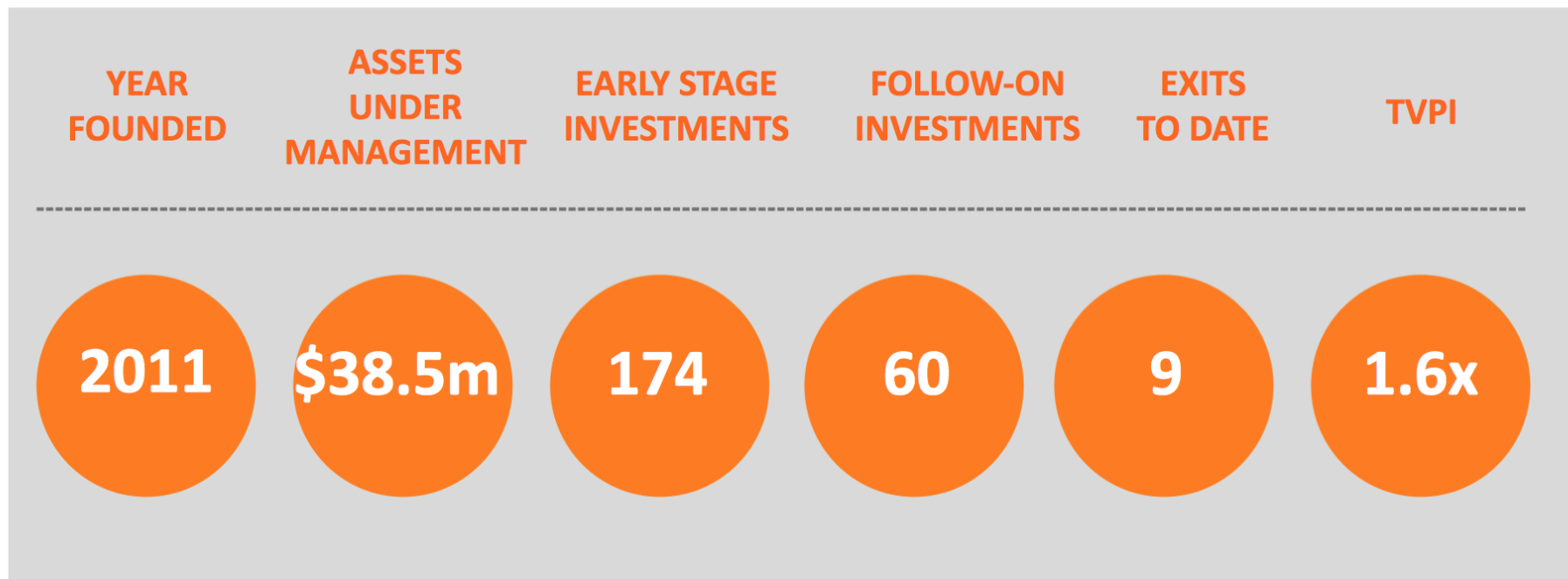


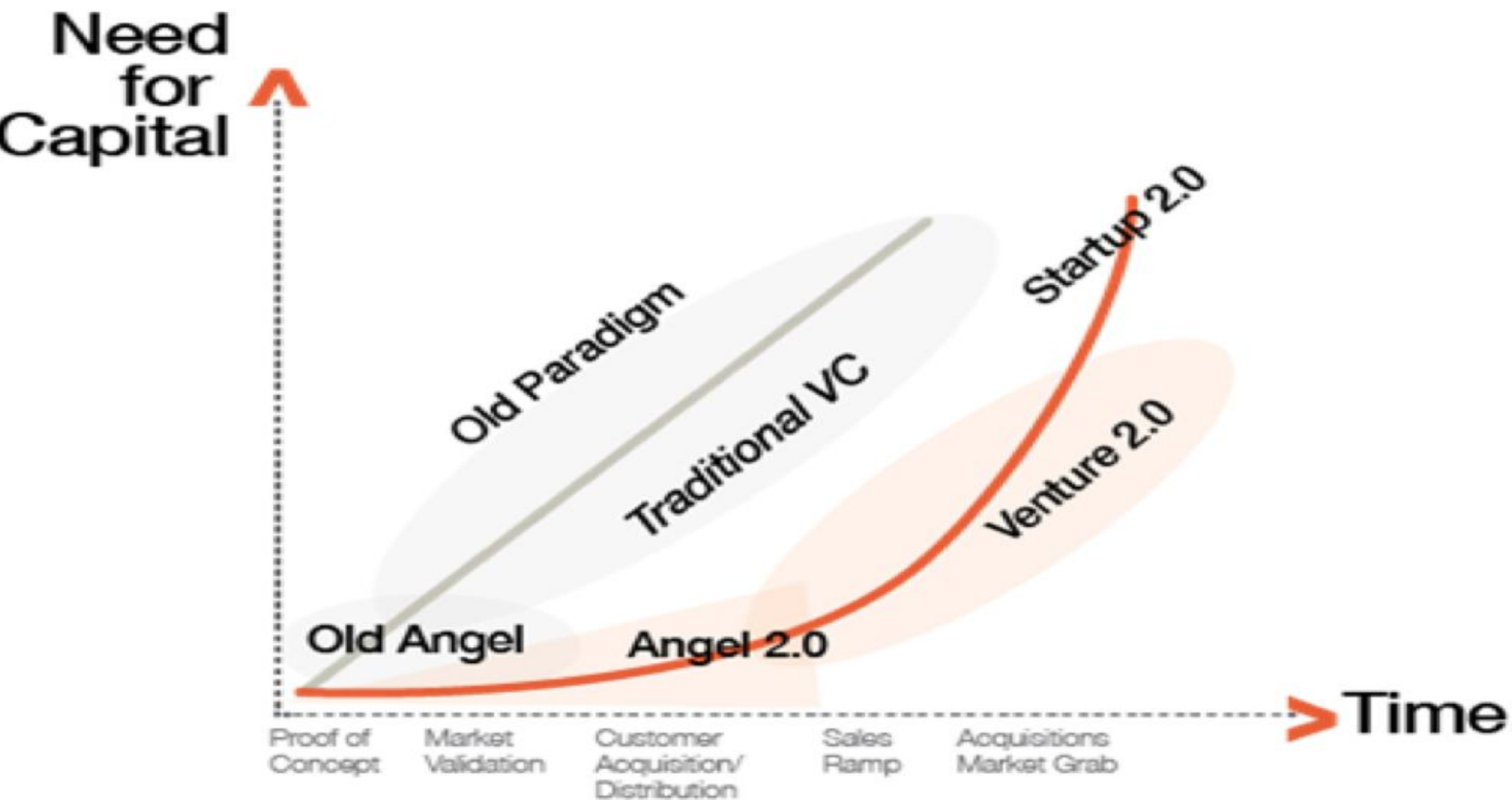


@AARRIETA

NXTP Labs Fund 1: Overview

NXTP Labs is the most active early stage fund for tech companies in Latin America






ES EL MOMENTO EN LA HISTORIA

DONDE ES MAS BARATO FUNDAR UNA COMPANIA





Es el momento de la
historia donde los startups
necesitan mas capital en el
largo plazo







Las oportunidades no solo para los emprendedores



las oportunidades no solo para los emprendedores

ciclo



1. interesado

2. mentor

3. inversor angel

4. LP o fund manager



UN STARTUP



PUEDE CAMBIAR EL MUNDO

Top 5 Factors in Success Across More Than 200 C



Timing

42%



Team / Execution

32%



Idea "Truth" Outlier

28%



Business Model

24%

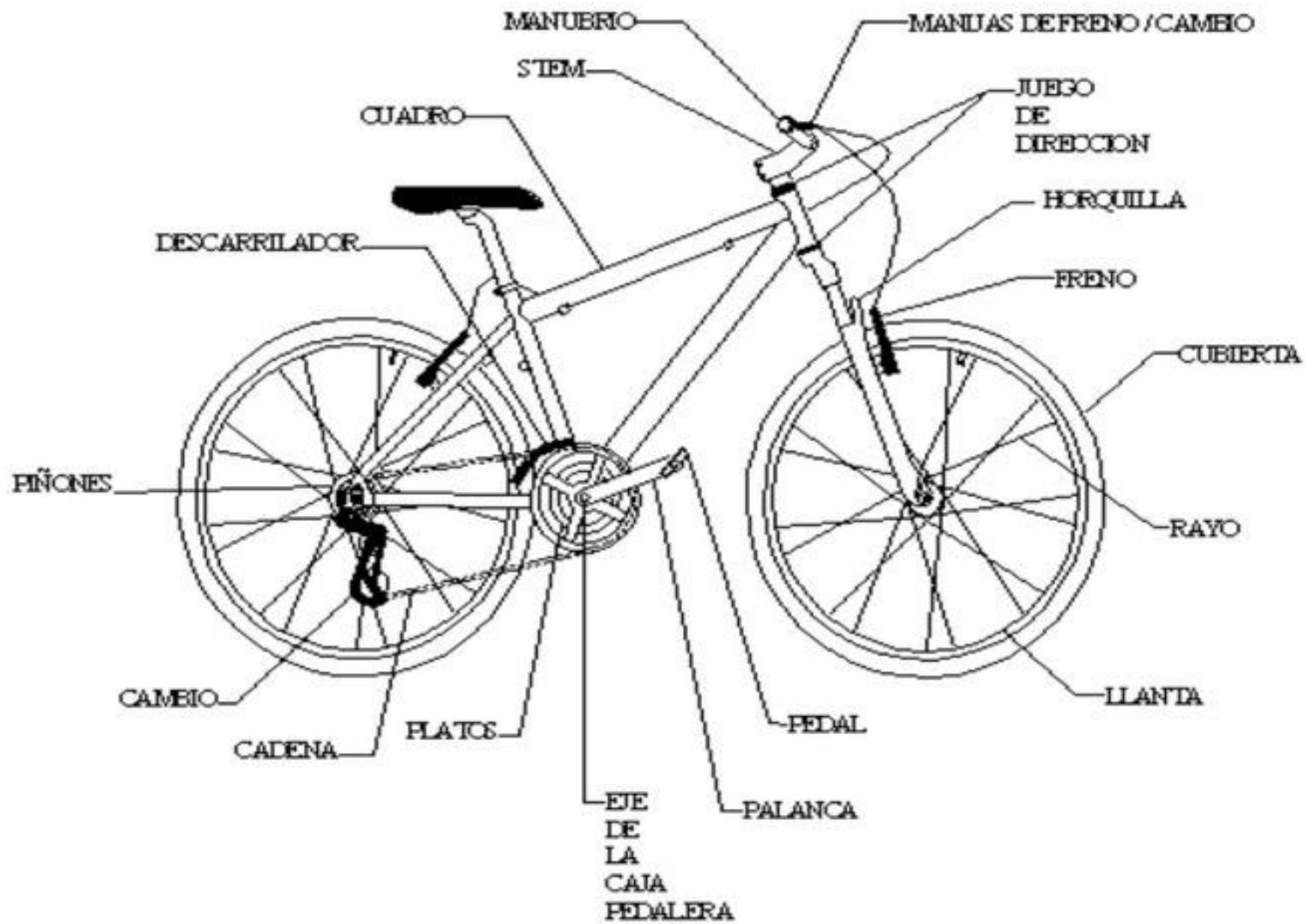


Funding

14%



TED



Las IDEAS valen centavos



lo que valen millones son las implementaciones de esas ideas

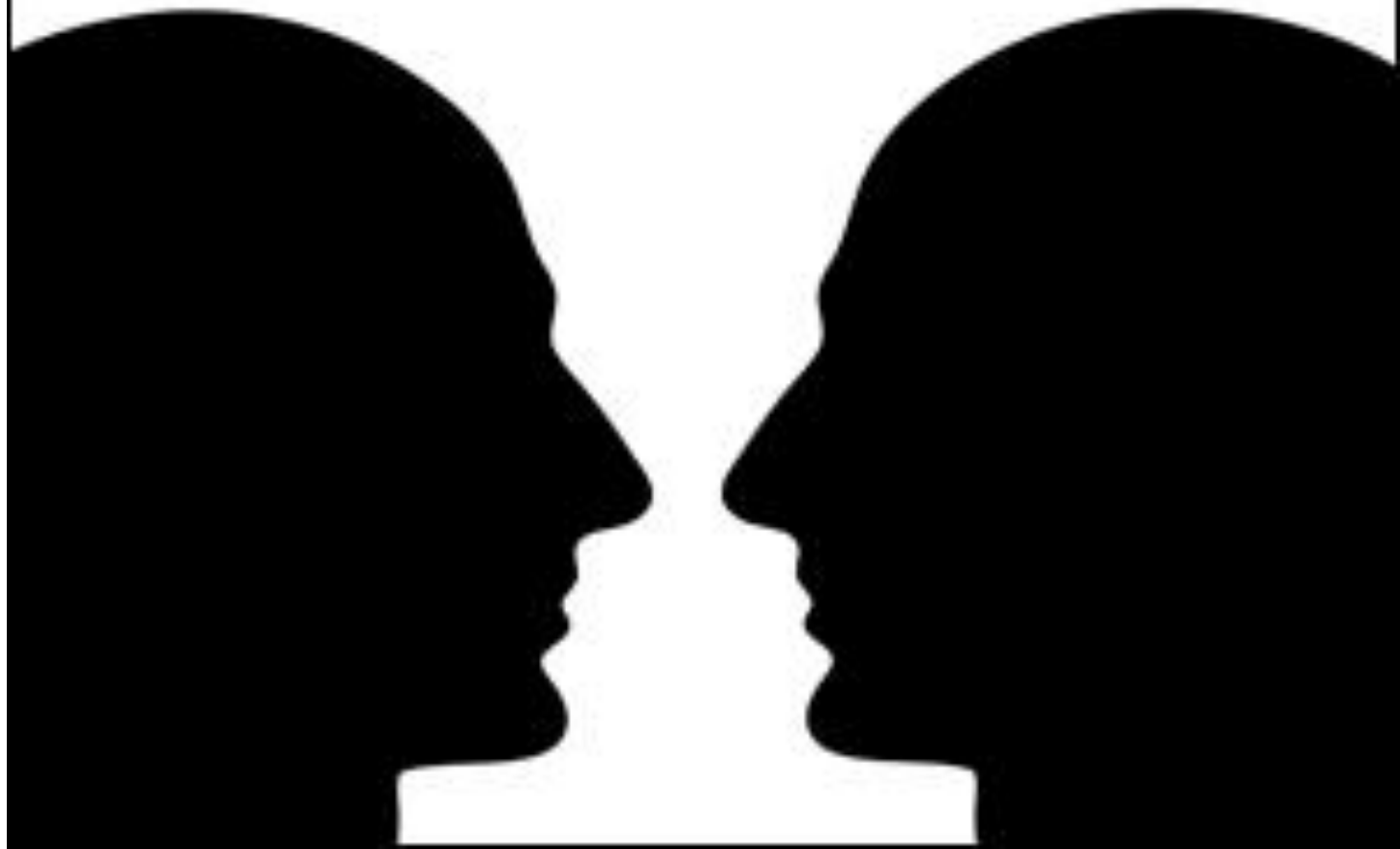
**THINK BIG,
START SMALL,
SCALE FAST.**

- ERIC RIES -



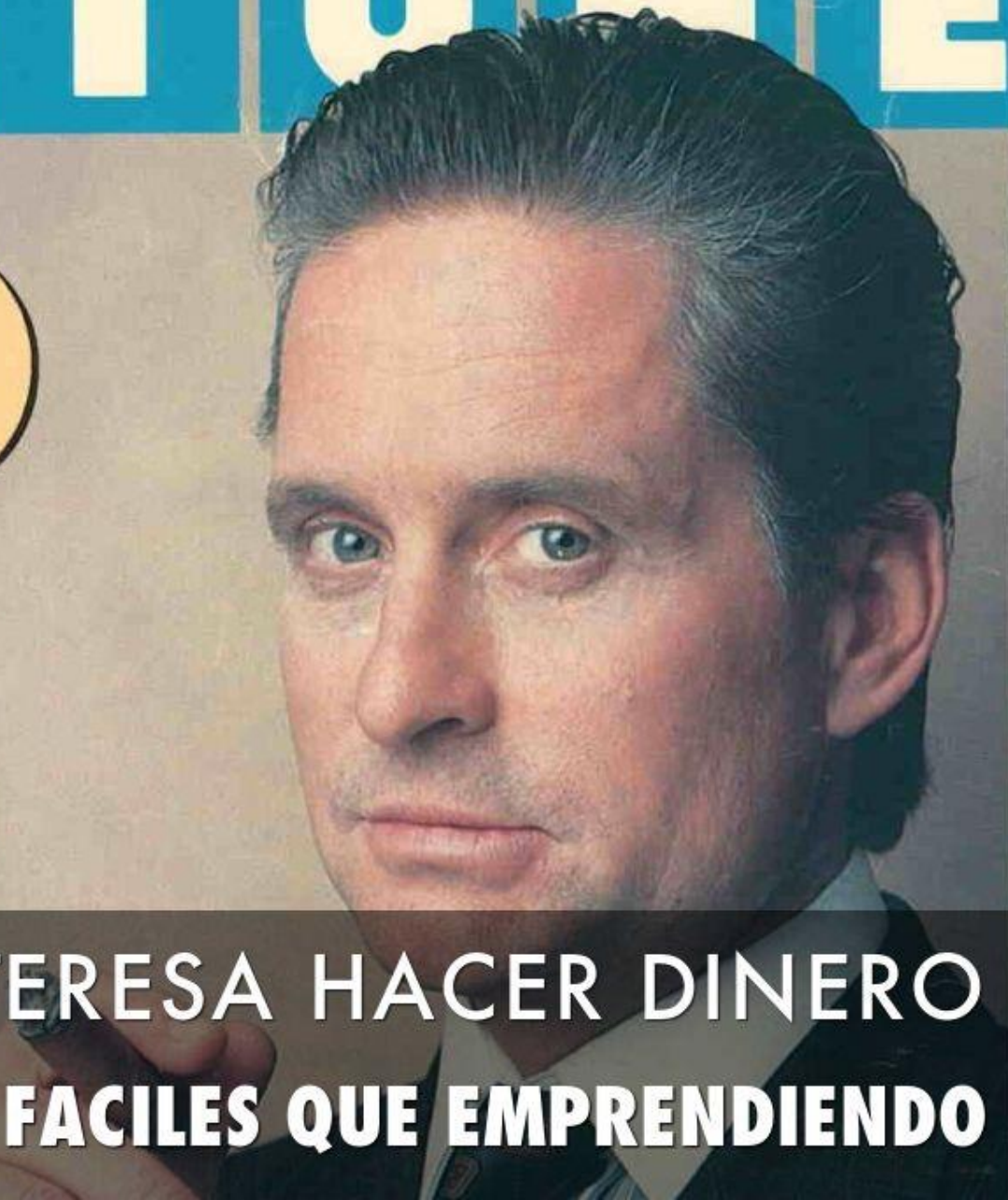
LOS MEJORES STARTUPS
SON
LA PRIMERA VEZ QUE ESCUCHAS
QUE PARECIA UNA LOCURA
PORQUE DE UN TIEMPO ERA COMÚN
Y AHORA ES OBVIO

The Specialist **VS** The Generalist



FORTUNE

GEKKO THE GREAT



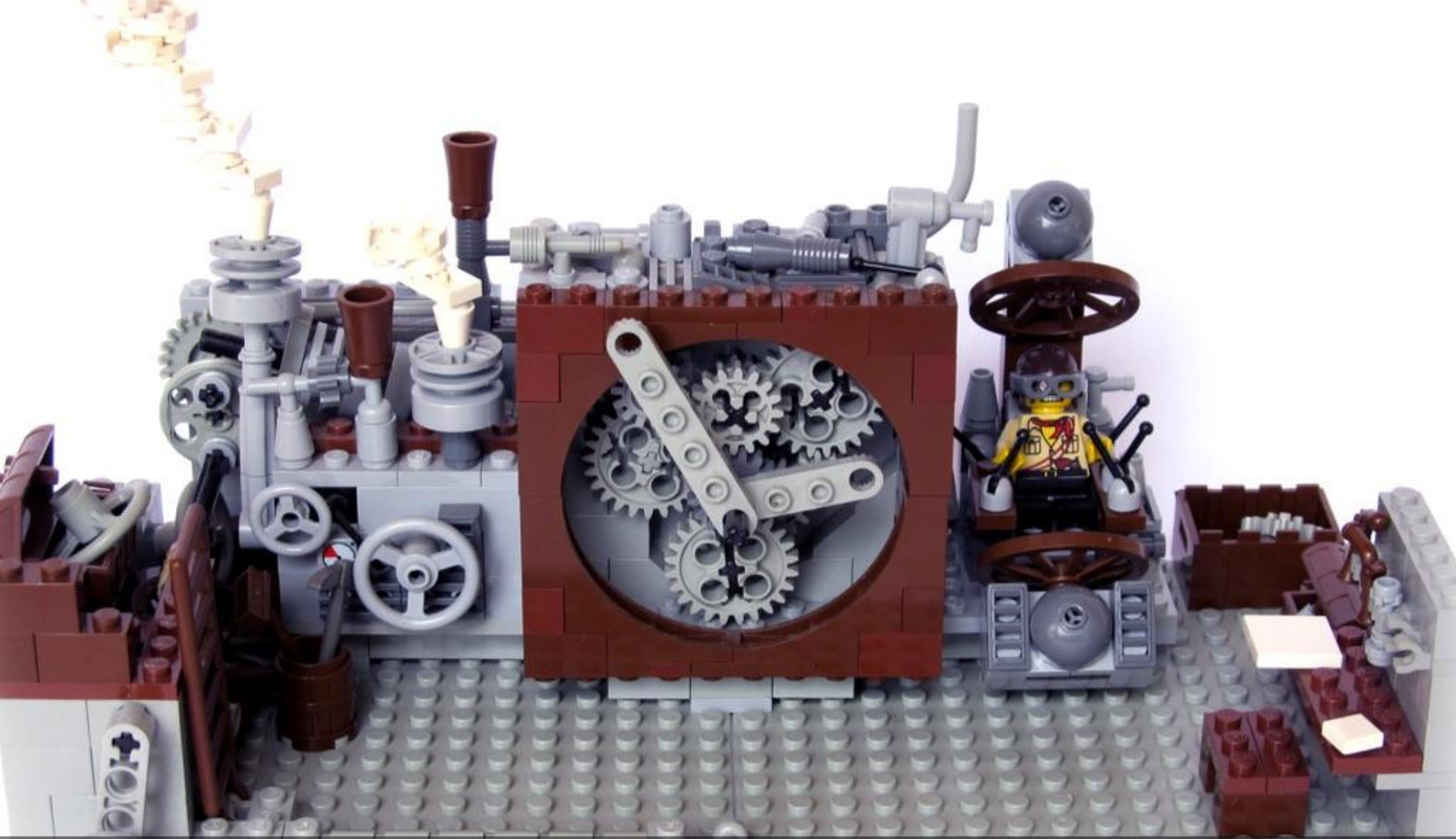
SI SOLO TE INTERESA HACER DINERO
HAY FORMAS MAS FACILES QUE EMPRENDIENDO

HE KINGSLEY

SOLO SI LO QUE HACES TE APASIONA



TE VAS A BANCAR LO PENOSO DE EMPRENDER

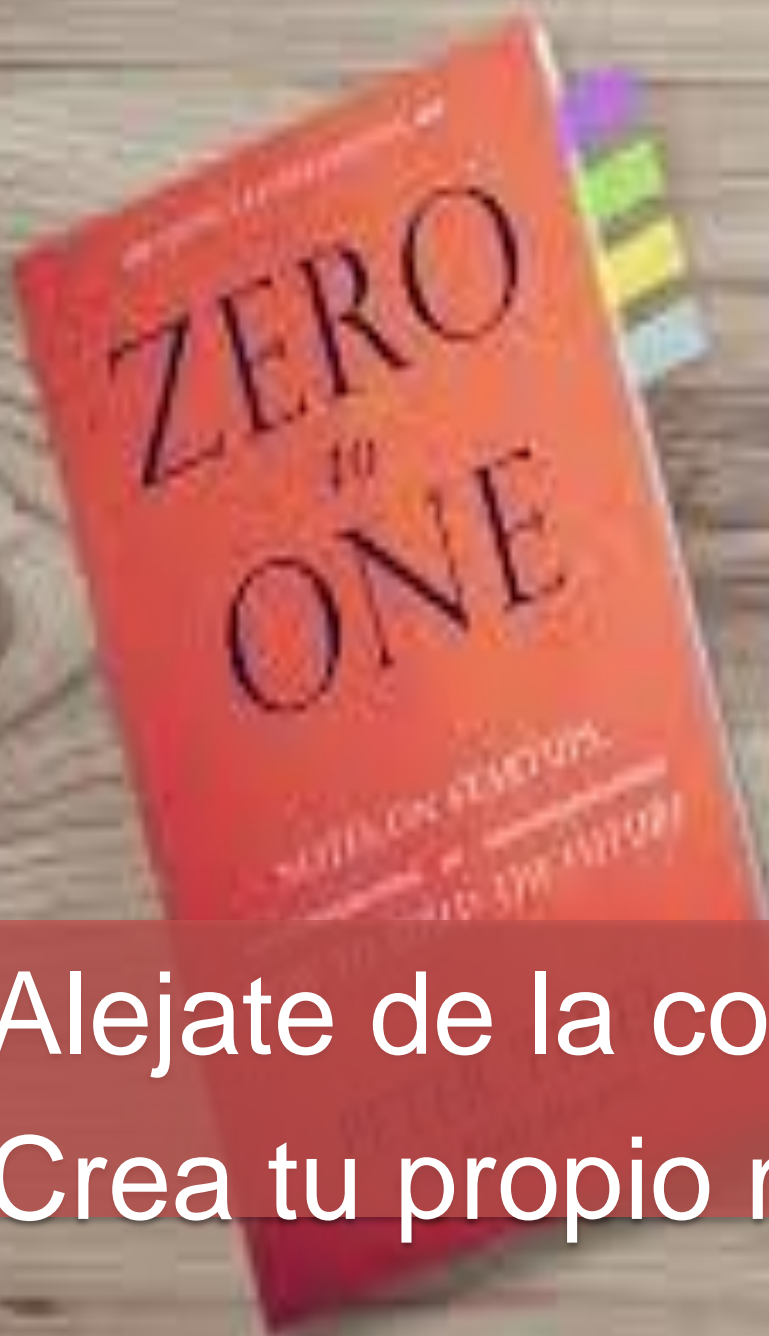


**TENE UN MODELO DE VESTING
DESDE EL PRIMER DIA**

Tu Mamá

NO es la validacion de
mercado





Alejate de la competencia
Crea tu propio monopolio

It's better to make
a few people really
happy than to make
a lot of people
semi-happy.



la mejores barreras de
entrada son una



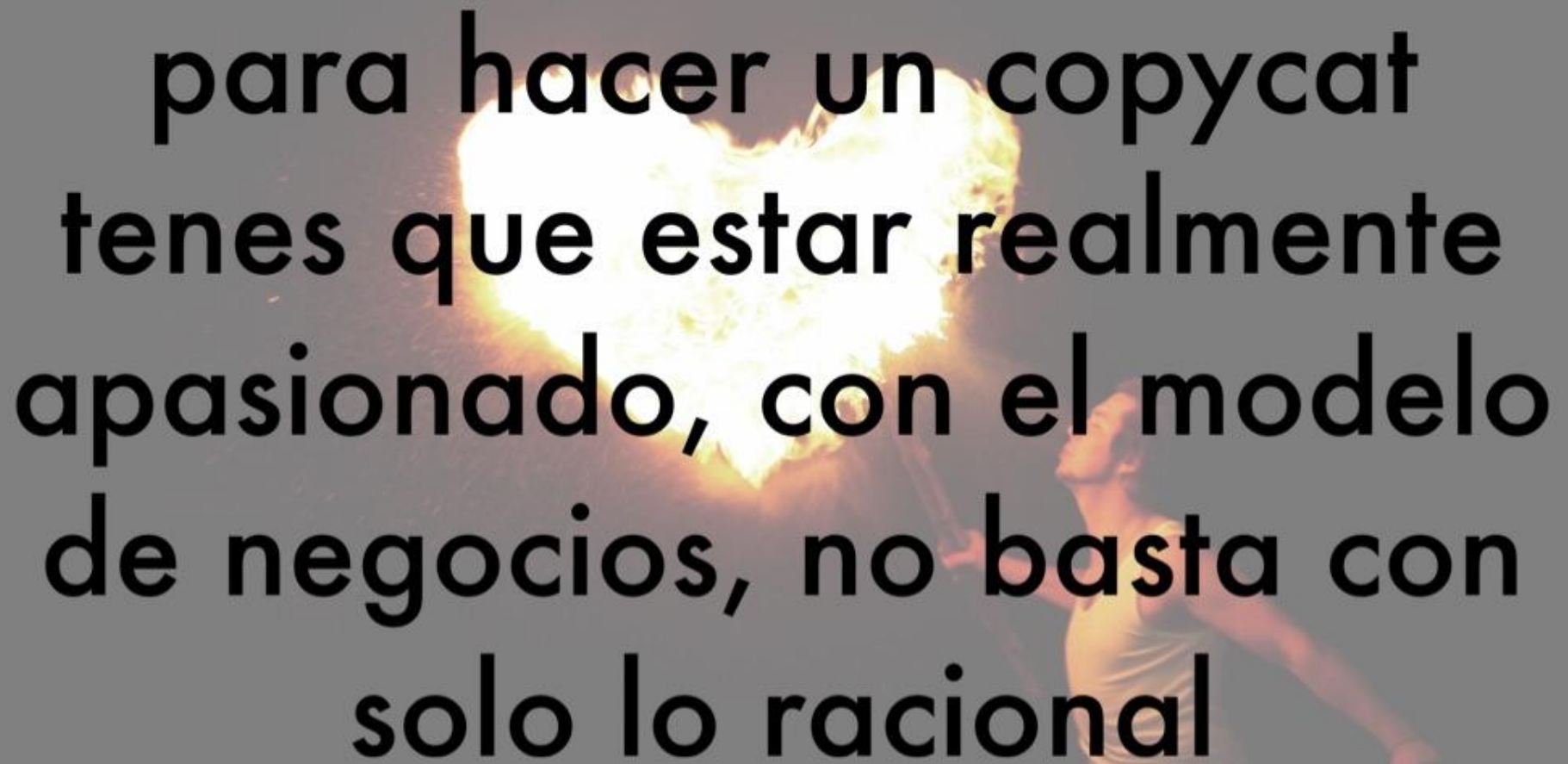
tecnologia propietaria y
una operacion compleja
de replicar.



DO NOT
ENTER

A brown tabby cat with green eyes is sitting on the top surface of a light-colored copier. The copier's lid is open, and the control panel with a small display screen is visible on the right side. A semi-transparent grey banner is overlaid across the middle of the image, containing white text.

**NECESITAMOS MAS INNOVACION
Y MENOS COPYCATS**

A person in a white tank top is holding a flaming torch. A large, bright fireball is positioned above the torch, partially obscuring the text. The background is dark and smoky.

**para hacer un copycat
tenes que estar realmente
apasionado, con el modelo
de negocios, no basta con
solo lo racional**

A close-up photograph of a person's hands holding a black Sony camera. The camera has 'SONY' on the top, 'α' on the side, and 'HEG102-44' on the lens. The background is dark and out of focus.

EL EGO

Mato mas compañías que
la falta de capital



EL PEOR RIESGO

ES NO TOMAR NINGUN RIESGO


A green road sign with the word "Resilience" written in white, set against a blue sky with white clouds. The sign is mounted on two wooden posts. The word "Resilience" is written in a large, white, sans-serif font. The sign has a white border and is slightly tilted. The background is a bright blue sky with scattered white clouds. There is a faint watermark in the background that reads "MICRO".

Resilience



Armar una empresa
y
levantar capital es la parte facil de
aprender

lo dificil es el conocimiento del
cliente

A stack of gold coins is positioned on the right side of the image, with a yellow measuring tape lying horizontally across the bottom. The background is a light, neutral color. The text is overlaid on the image in a white, bold, sans-serif font with a slight drop shadow.

No tiene mucho sentido negociar
una valuación de un startup
cuando recién arrancan

Notas convertibles
resuelven esto



Convertible
Note



SE MAS GENEROSO CON EL EQUITY CON LOS EMPLEADOS QUE CON LOS INVERSORES
A LA LARGA VANA CREAR MAS VALOR ELLOS QUE LOS INVERSORES



EL FUTURO ?
CLARO Y TRANSPARENTE ?



The image features a background of warm, golden-brown bokeh lights of various sizes, creating a soft, out-of-focus effect. A solid dark horizontal band runs across the middle of the image, serving as a backdrop for the text.

El futuro es algo así

VOLATILITY

UNCERTAINTY

COMPLEXITY

AMBIGUITY

ENJOY
THE
RIDE



Gracias!

@aarrieta