

# Startup in China

Ling Chen, 陈岭

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NACSA, Santa Clara



# A Few of Points

- What different in China
- Sources of funding
- Know what you want
- You really want it

# What Different in China

- Fast pace, one day is like a week.  
Patience is not a virtue.
- Plenty of opportunities, keep ears open,  
keep eyes focus.
- Spend more time on people, strong  
communication skills rock!
- Nothing is absolute, you can always get  
you way.

# Sources of Funding

- VC's
- Private companies
- Central government “Thousand Talent Program”
- Provincial and Local “331 Plan”
- Government project funds

# How to Get Funded

- State your core strength, show beef
- Better with revenue and scalability
  - A great idea may get better chance funded in Silicon valley
- Open up to suggestions, they have a point
- Build trust, be likable
- Believe what you do, and be committed

# Why Doing This?

- What do you really want? It should not be a fashion trend
- Where is better place for your startup?
- Family matters

# A Few of Points

- A startup is not another job, it is red dancing shoes
- 3x rule:
  - You need 3x more time than you planed
  - You need 3x more funding than you think
  - You achieve 1/3 of you dreamed of
- Passion can keep you going, not money
  - Have fun, have meaning
- Never regret, the reward is multi-fold, it will not be boring!

# Thank You

Contact me at  
[chen@allrayinc.com](mailto:chen@allrayinc.com)

