

NICOLAS CONTE

ESTUDIANTE DE ING. EN INFORMATICA

PERFIL PERSONAL

Actualmente me encuentro realizando la carrera de ingeniería informática en la UADE, adquiriendo de la misma conocimientos de programación, como metodologías de desarrollo, entre otros. No obstante, cuento con varias capacitaciones realizadas en el área IT.

CONTACTO



GBA Sur, Quilmes

Email: contenticolascv@gmail.com

Tel: 11-2365-4365

FORMACIÓN

Ingeniería informática, UADE
(En progreso).

Profesorado de Inglés, Cultural
Inglés EMEI - Camarones 3844
CABA



GitHub

<https://github.com/Nicoconte>



LinkedIn

www.linkedin.com/in/nicolas-conte

OBJETIVOS

- Colocar todos mis conocimientos adquiridos (y a adquirir) a disposición de la empresa que las requiera.

EXPERIENCIA LABORAL

Instituto San Juan Bautista, puesto: Administrativo

MES DE MARZO 2018 - ACTUALMENTE

Confección de recibos, Diegop, balance, analíticos parciales, títulos, cobranza, etc.

CAPACITACIONES

- Curso de Java Web standard Programming, J2SE, Educación IT
- Curso de Programación web en PHP y MySQL, Educación IT.
- Curso de Maquetación web : HTML y CSS, Educación IT
- Curso de JQuery para diseñadores, EducacionIT.
- Curso de introducción a Base de Datos con MySQL, Educación IT
- Curso de introducción a la programación con JS, Educación IT
- Curso de Introducción al Paradigma de Objetos, Educacion IT



Diploma de inglés

<https://drive.google.com/file/d/1XFc3nH6yQZs05j6JBr2xVr7wgycyBYRv/view?usp=sharing>

Starting A Business With No Little Money

By

Jon “疯狗”Hall

President: Linux International

Chairman Emeritus: Wit

Board Chair: Linux Professional Ins

President: Project Cauã

Co-Founder and Advisor: Caninos L

maddog@wit.com



Who Is maddog?

- *Half* Electrical Engineer, *Half* Business, *Half* Computer Science
- “Open Source” since **1969**
 - Mainframes 5 years
 - Unix since 1980
 - Linux since 1994
 - **Latin America since 1994**
- Companies (mostly large): Aetna Life and Casualty, Bell Labs, Digital Corporation, SGI, IBM, Linaro, Caninos Loucos, Wit.com
- Programmer, Systems Administrator, **Systems Engineer**, Product Manager, Marketing Manager, University Educator, Author, **Businessperson**
- Taught OS design and compiler design
- *Extremely* large systems to *extremely* small ones
- Vendor *and* a customer
- **Pragmatic**



Strange Ideas

No one ever buys a computer!

Two Companies

- Digital Equipment Corporation
- LinuxCare

Other Interesting Thoughts

- Industrialized Countries
 - About 86% of GDP comes from Small and Medium Businesses (SMB)
 - Small: 1-30
 - Medium: 30-300
 - About 90% of all Intellectual Property comes from SMBs
- 50% of Small Businesses disappear in 2 years
 - Not all of this is bad news!

Many Resources Are Free Online

- Internet searches are your friend
- Library books are your friend
- Other executives can be your friend
 - Small Business Associations
 - Rotary Club
 - Retired Executives

Do not be afraid to ask!

You Have An Idea for a So

- Create a Business Plan
 - Service? Product? Both?
 - How to you make money?
 - Who are your competitors?
 - Why should someone buy your product/services?
 - What is the scope of your sales area?
 - What is the cash flow?
- Add a Marketing and Manufacturing Plan

Licensing Strategies

How does licensing affect your customer?

- “Closed Source”, “Open Source” or “Freemium Software”?
- “Loosely Coupled”
- Dual licensing?
- Patent or Publish?
 - Protective

What Is Organization Company?

- Non-Profit?
 - Stakeholders, not shareholders
- For Profit?
 - Sole Owner?
 - Partnership?
 - Corporation?
 - Cooperative?
 - Worker owned?
 - Customer owned?
- Think about a Board of Directors

Think Small

- Setting up a large company
 - can take a long time
 - can cost a lot of money
- Micro-entrepreneurship
 - 1-2 people company
 - Could use to get started

Create a Prototype

- Use FOSS(H)
- Get prototype working
- Test prototype with potential customers
 - Non-Disclosure/Confidentiality Stat

SourceForge/GitHub/GitLab

430K+ projects

3.4M+ developers

26 Million developers

Speaking of Git*

- Create Support mechanisms
 - Download areas
 - Bugtracking
 - News areas
 - Mailing lists

Types of Prototyping Tools

- Databases
- Geographical Information Software (GIS)
- Office Packages
- Graphical Tools (GIMP, Inkscape, Blender)
- Audio tools
- CAD tools

Start To Think About Marketi

- Set up infrastructure of company
- Website
 - Build in container or VM
 - Start on small server
 - Transfer to larger server/service as needed
 - Use FOSS based CMS (Joomla, Drupal)
 - Make it lightweight and fast

More Marketing

- Social Media is your friend
- Think about Crowd funding
 - Think about it *EARLY!*
 - Having a working prototype really helps
- Write articles and blogs
- Attend conferences and give talks

Raising Capital: Beware Losing Control

- “Angel Investors”
 - Early investors
 - High Risk, Fast payback, High interest
 - Can provide valuable input
- Venture Capitalists (Vulture Capitalists)
- Bond sales (Friends and Family)

Good Prototyping and Market Research Lowers RISK

Other Compensations

- “Sweat Equity”
 - People work for future reward
- Token payments
 - Board Members
 - Technical expertise
- Consultants rather than employees
 - Trade off of expense vs time-to-market
- Commissioned sales

Other Infrastructure and Needs

- Trademarks and Logos
 - Lawyers are expensive
 - Do as much yourself as you can
- Plan for your SLD...make it memorable
 - Build other services under ONE SLD.
- “Free” services can save a lot of money in the initial stages of your company

You Do Not NEED A Fancy Office

- Work from home
- Meet investors on their turf
- Look for Incubators

Be frugal!!

Hardware Stuff

We are not in Kansas anymore.

Many Little Computers

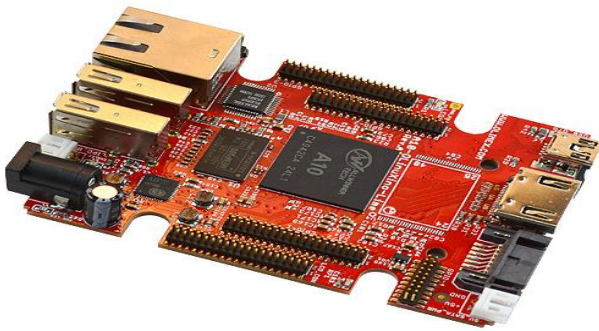
45 USD – 199 USD



BeagleBoneBlack



Hackberry 10



OlimoX - LIME



Pandaboard

Hardware Creation

- Today Libre tools:
 - KiCad – for printed circuit board design
 - Ngspice – for circuit simulations
 - FreeCad, LibreCad – other CAD software
- PCB foundries
- Silicon foundries

Examples of “Products” for Project Cauã Professionals (



Odoo – Open Point of Sale and System

- Replaces >3000 USD proprietary system
 - Labrador
 - LCD panel, keyboard, mouse, USB scanner, cash drawer, printer
- Already was ported to Raspberry Pi
- Supported by over nine companies in B
 - Could be contracted for second level
- PCP - sells unit, configuration, support

Kodi Multimedia, Security

- Kodi is multimedia system
 - Internet access (can also replace Wi-Fi)
 - Video (YouTube, Netflix, homegrown)
 - Audio (Streaming, ripped CDs, DVDRs)
 - Can display videos and audio from network
 - Make VoIP telephone calls
- Attach webcam aimed at door – send picture to phone if intruder to phone
- Run IoT software for home automation
- PCP installs and supports

Kodi as Multimedia Sys



Freedombox.org

Very small, *very secure* server for your
precious data.....
.....add this to ODOO or Kodi.



Summary

- Plan, plan, plan, plan, execute
 - Do not be afraid to change the plan
- Frugality, not cleanliness, is next to godliness
- Use free (and low cost) resources when possible
- Do legal legwork yourself
- Do not be afraid to ask for help
- Prototype, throw away, prototype, test,

Questions?



WORLD DOMINATION
THROUGH
WORLD COOPERATION