

# HOW TO CREATE A STARTUP USING THE MONEY OF YOUR CLIENTS.

**Caio Fernandes Moreno**  
Master in Artificial Intelligence  
Universidad Politécnica de Madrid  
Boadilla del Monte, 28660 Madrid (Spain)  
[caio.fmoreno@alumnos.upm.es](mailto:caio.fmoreno@alumnos.upm.es)  
[caiomsouza@gmail.com](mailto:caiomsouza@gmail.com)

## ABSTRACT

Many people dream with the idea of build a startup company. I had this dream since I was a kid and finally decided to put my dream in action in 2007 when I started my first tech company. In this paper I will explain the whole process that I pass throw to create my startup.

To start a startup companies using the money of your clientes you need to think about some aspects: in a problem to solve, investigate the competitors, the market, your weakness, your straightness, your price strategy, your distribution strategy, your region and create a MVP (minimum viable product) to start selling it in the market.

After you receive your first pay check try to understand why you client hired you, deliver more than expect, reinvest the money in the company and create wealthy.

It seems difficult and in fact it is very difficult, but the secret is believe in yourself, understand very well your client, think that you just exist if because your clients and never give you of your idea.

## Author Keywords

Business Intelligence, Business Model Canvas, Lean Start-up, Minimum viable product, Open Source.

## 1.- INTRODUCTION

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## 2.-BASIC CONCEPTS

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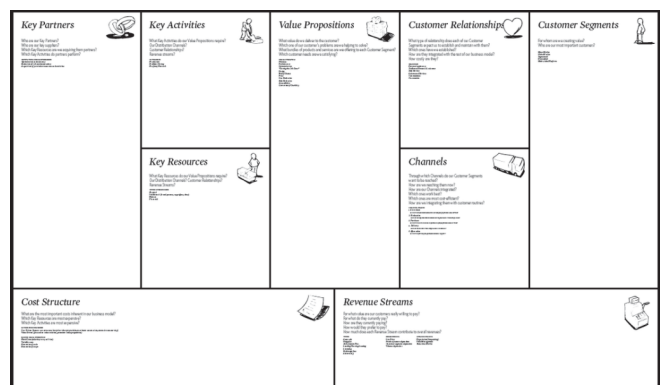
## 3.- THE START-UP LAUNCH

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### A.- XX

XXX

### B.- The Business Model Canvas



## 4.- LOOKING FOR INVESTORS

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## 5.- CONCLUSION

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## REFERENCES

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2. Eric Ries, *The Lean Startup*. Crown Publishing Group. 2011.