

SBDC

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Outline

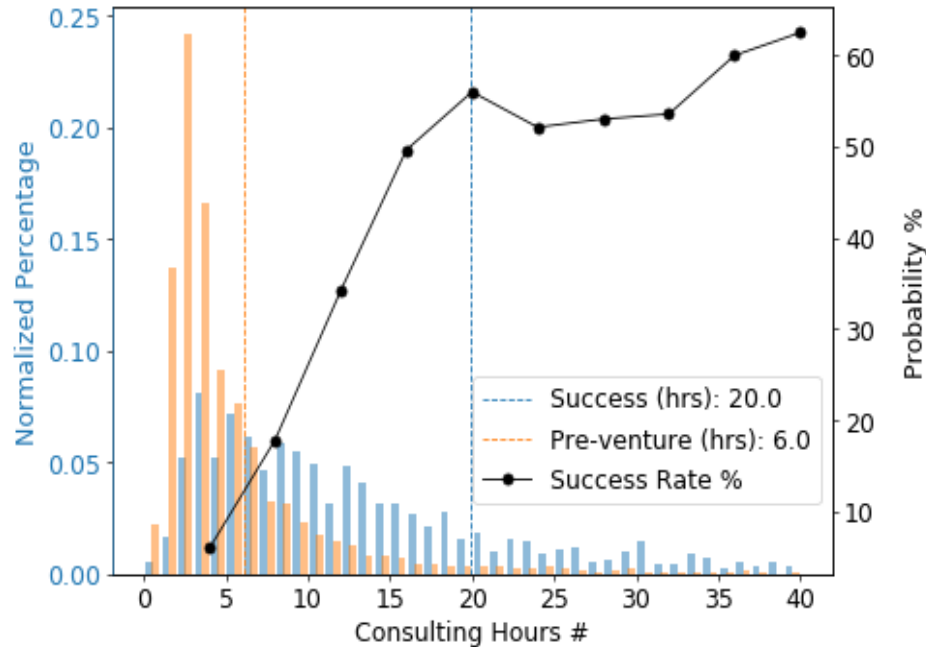
- How to start a business?
- How does geographical factors influence business?
- How important is consulting service to entrepreneurs?

Method

- Separate the data set into:
10000 training set;
7000 testing set;
- Shuffle 10000 training set for 100 times to do validation test
- Use 60% of training data for each validation shuffle

To Start A Good Business?

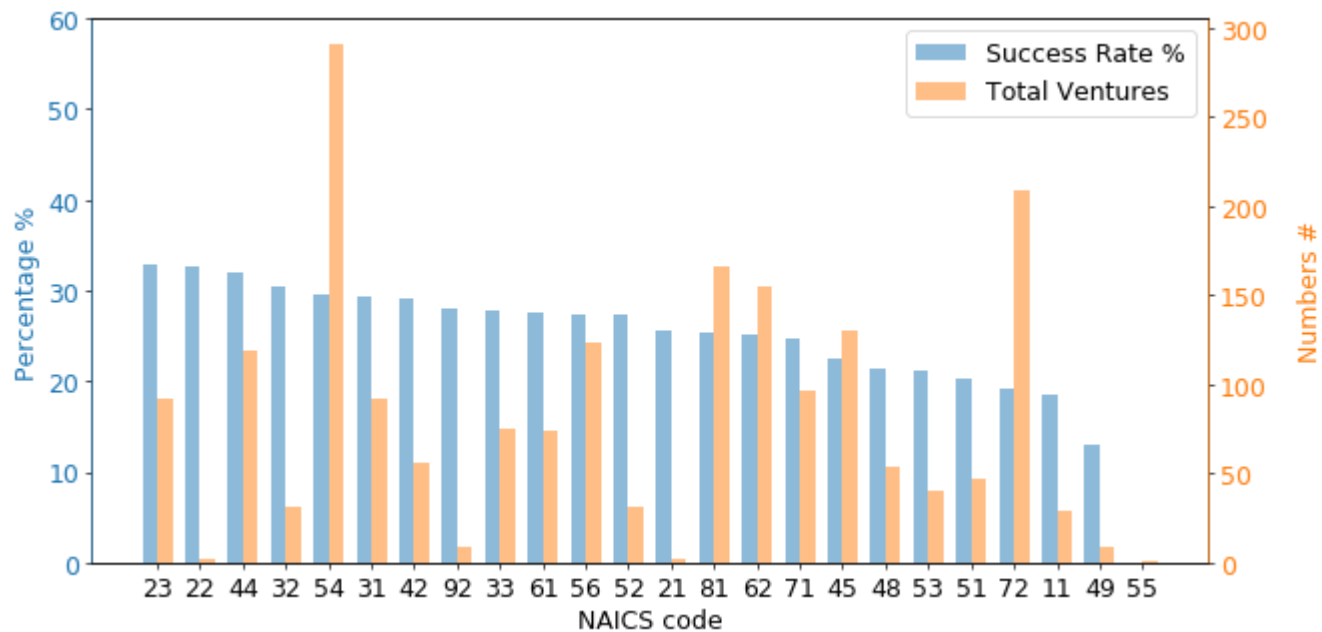
Consulting time matters!



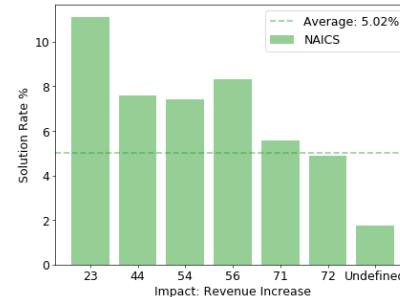
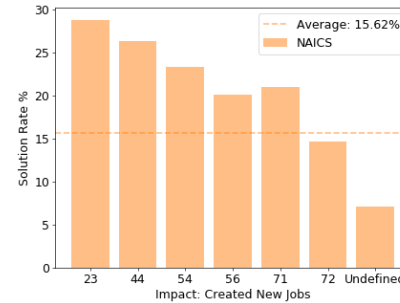
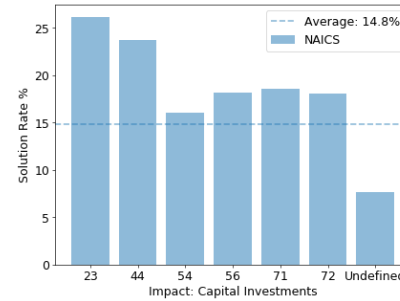
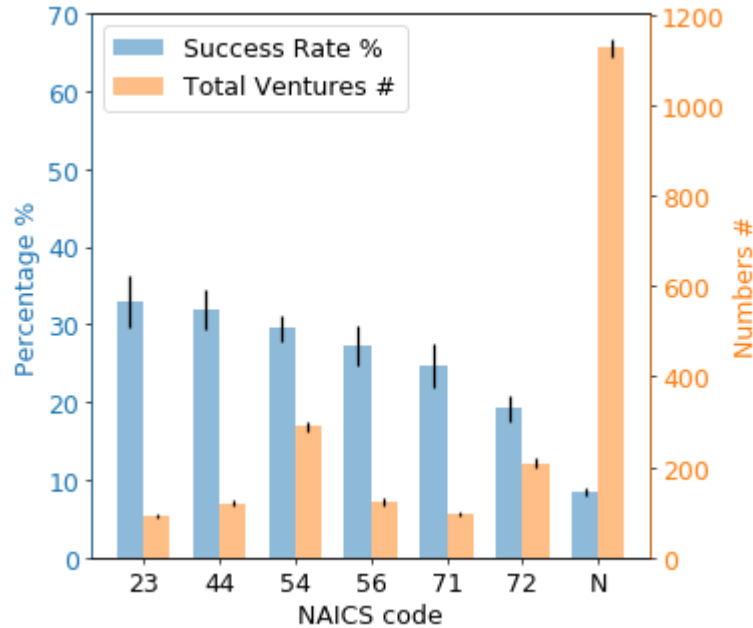
Considering only cases where entrepreneurs don't start a business when consulting.

To Start A Good Business?

Industry is important!



To Start A Good Business?



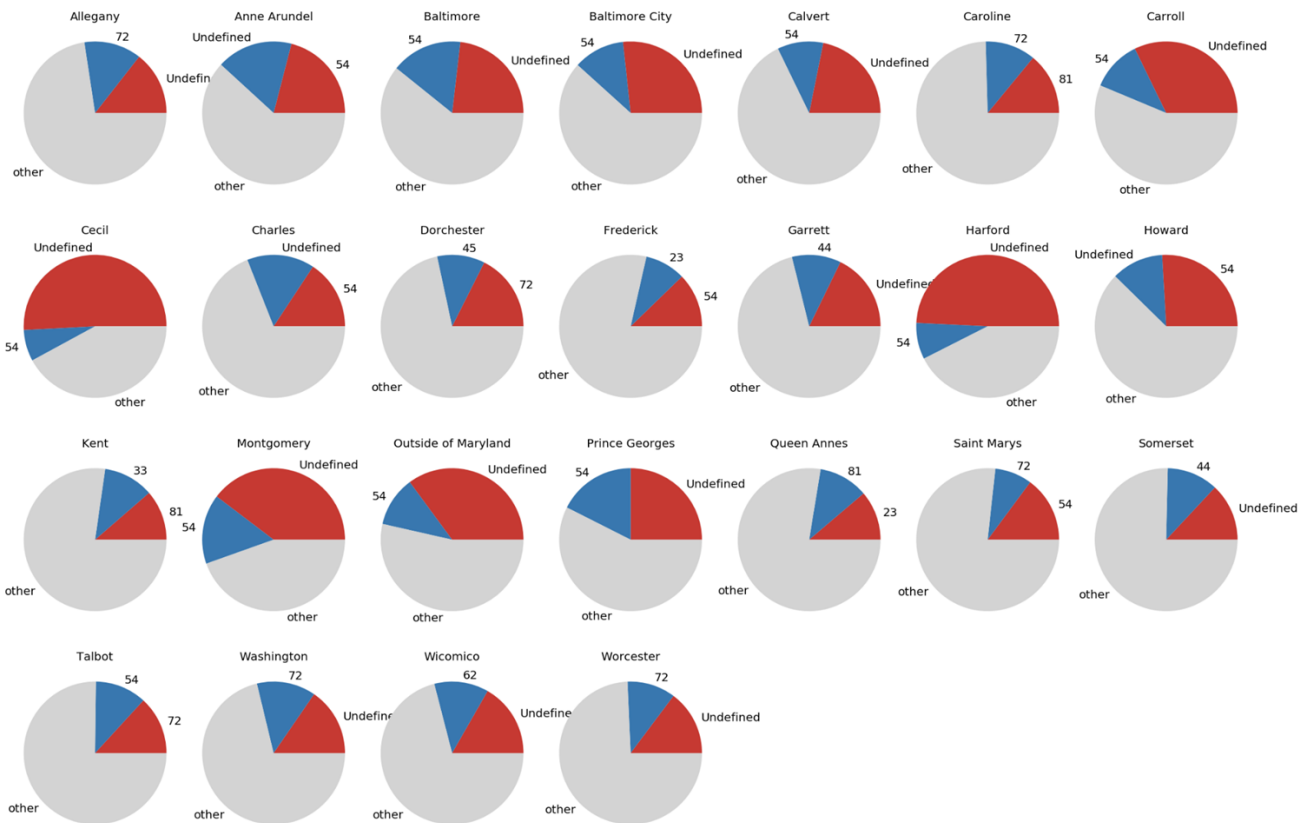
$$Real Rate = \frac{\# \text{ of Positive Impacts}}{\# \text{ of No Impact}}$$

$$Solution Rate = \frac{\# \text{ of Positive Impacts}}{\# \text{ of No Impact} + \# \text{ of No Related Question Service}}$$

For industry having lower success rate than average:

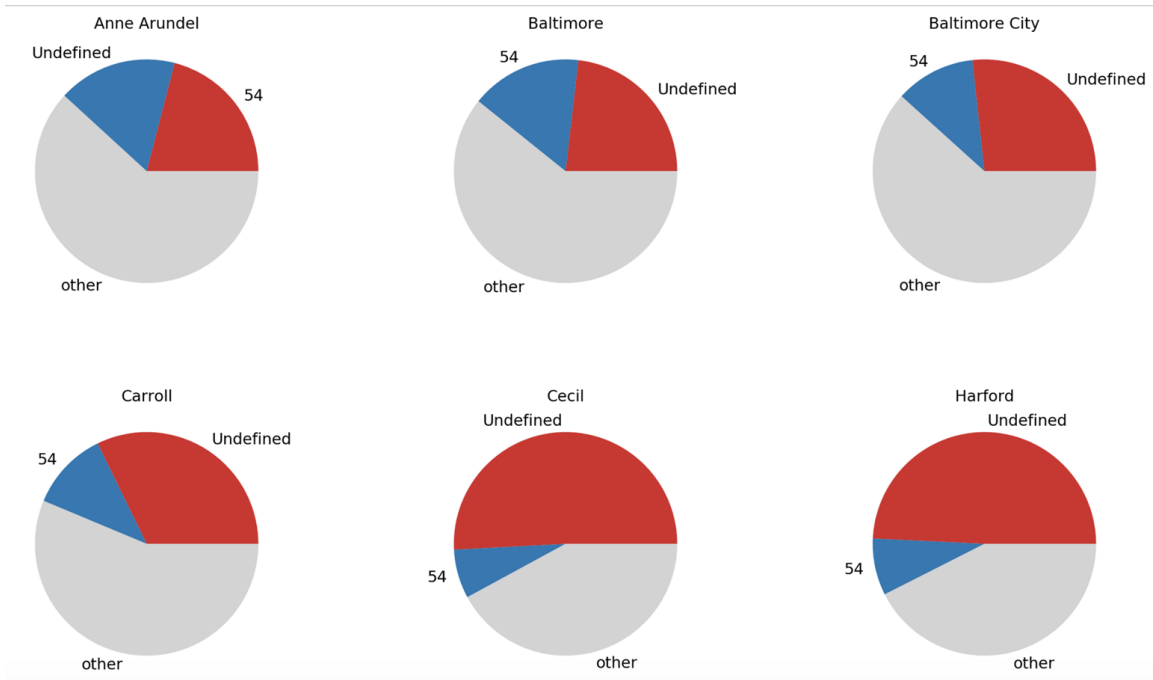
- More service related to jobs;
- More service related to increase revenue;

To Do Good Business?



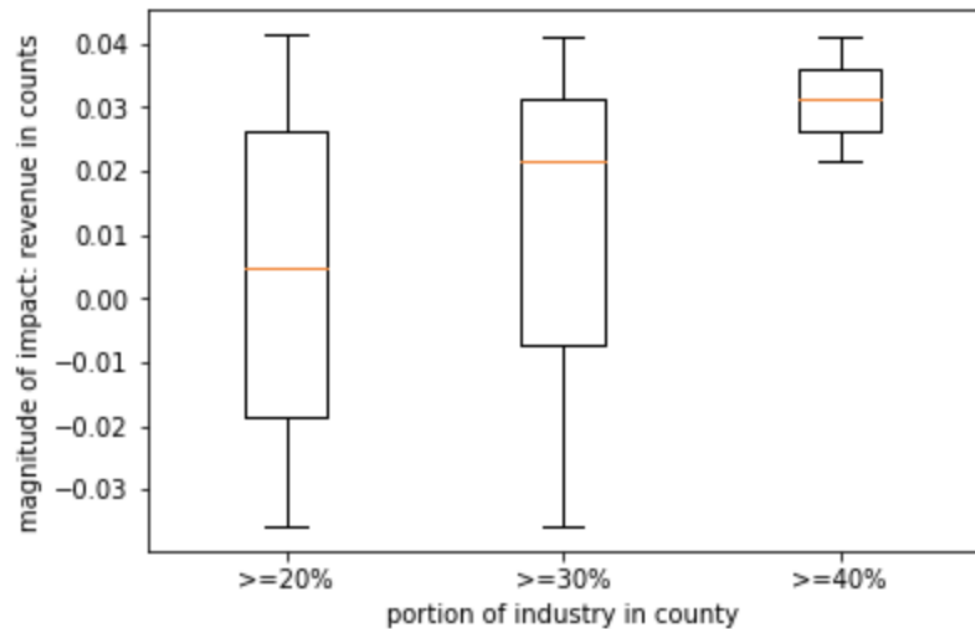
Location matters!

To Do Good Business?



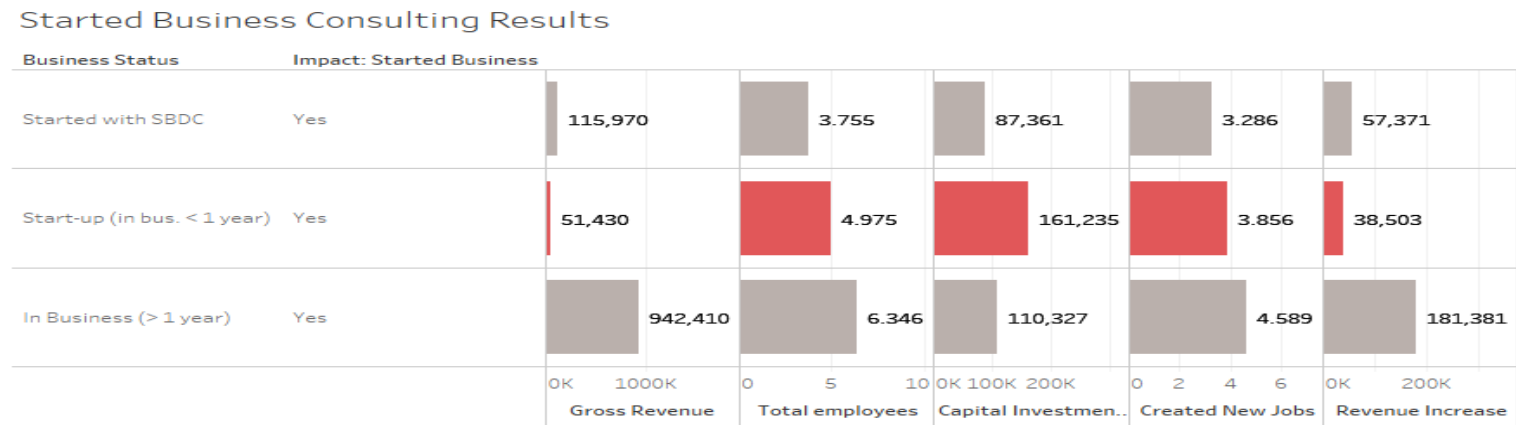
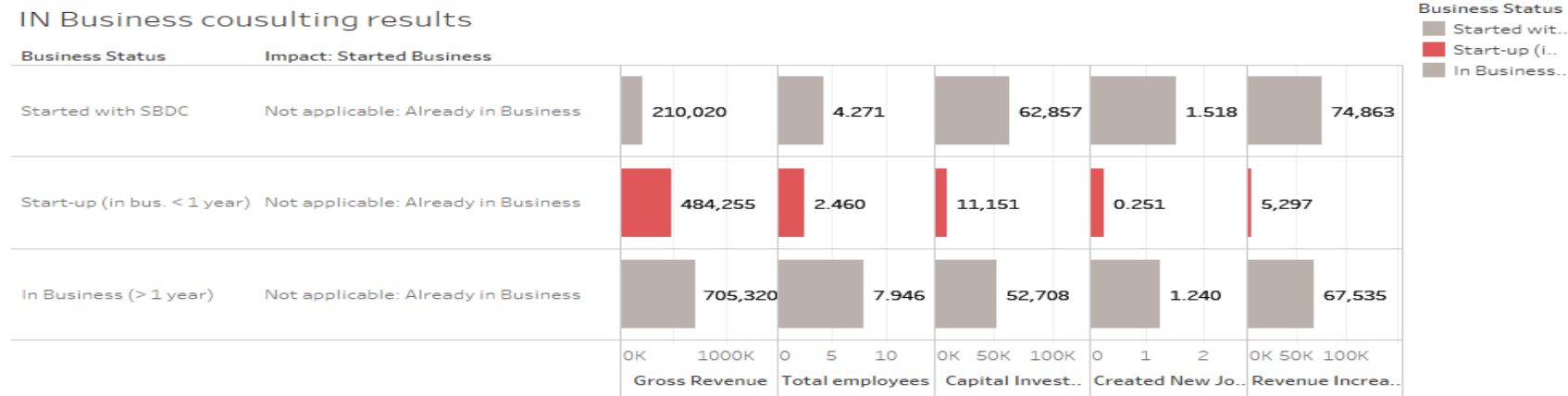
Dominating industries in specific counties

To Do Good Business?



Probability to have positive service impact compared with the same industry in other counties.

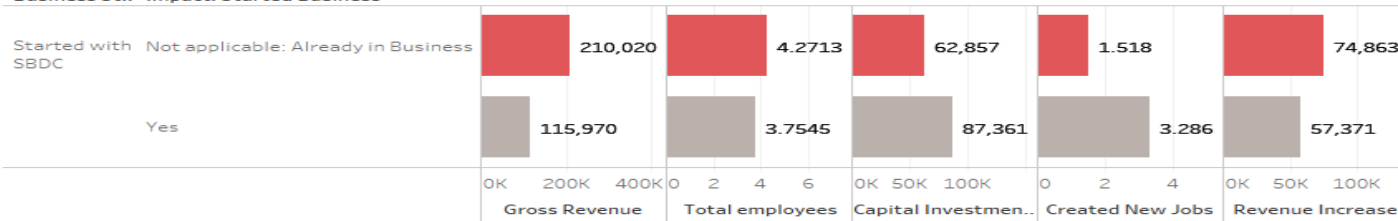
Consulting Services Are More Important to Entrepreneurs!



Consulting Services Are **More** Important to Entrepreneurs!

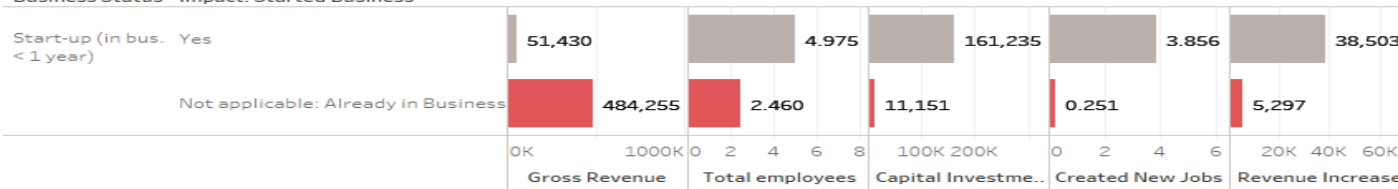
Impact on Started with SBDC Company

Business Status Impact: Started Business



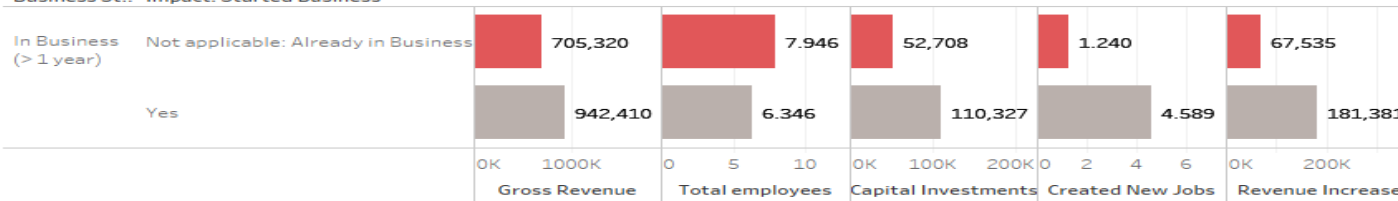
Impact on Start-up Company

Business Status Impact: Started Business



Impact on In Business Company

Business Status Impact: Started Business

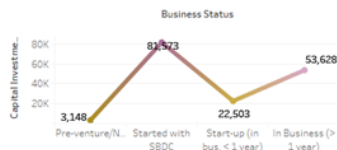


Consulting Services Are **More** Important to Entrepreneurs!

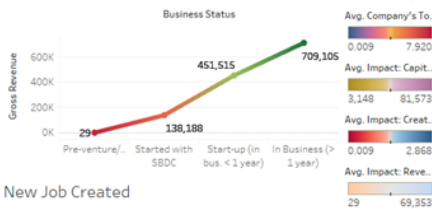
Revenue Increase



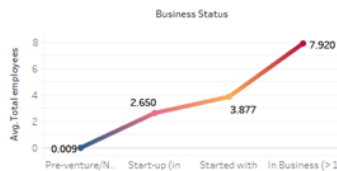
Capital Investment



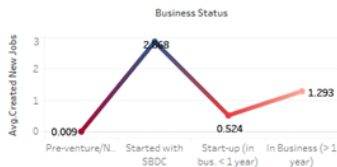
Gross Revenue



Total Employee



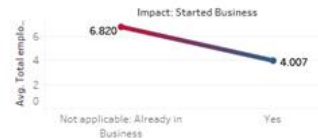
New Job Created



Gross Revenue



Total Employee



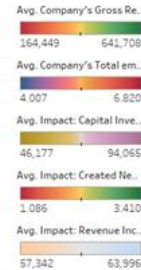
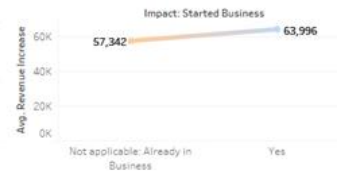
Create New Jobs



Capital Investment



Revenue Increased



Conclusions & Suggestions & Questions