

From Engineer to Founder

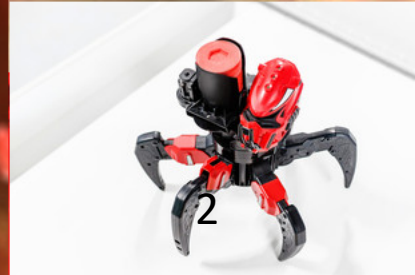
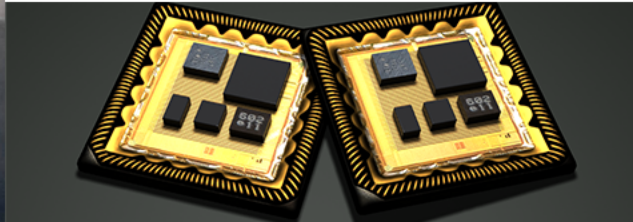
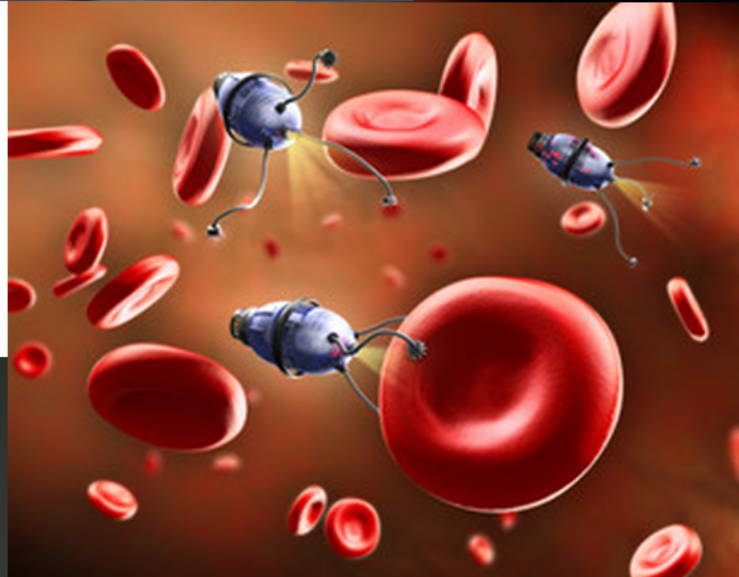
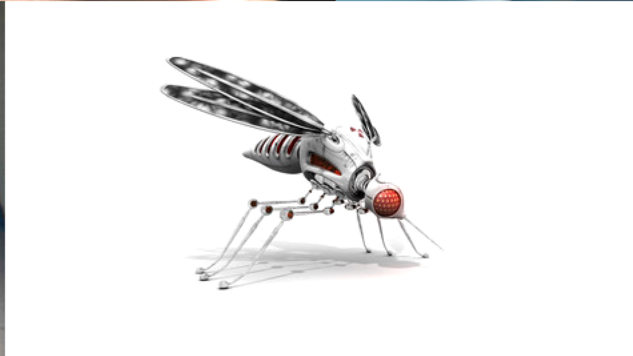
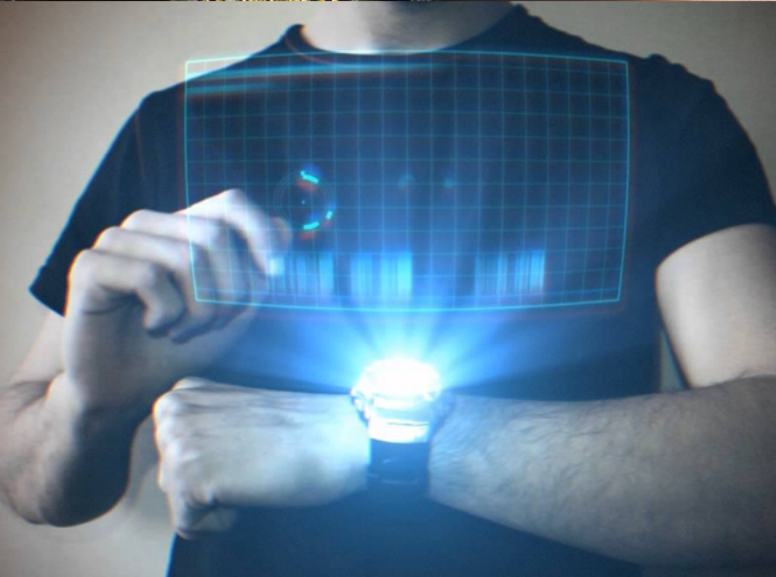
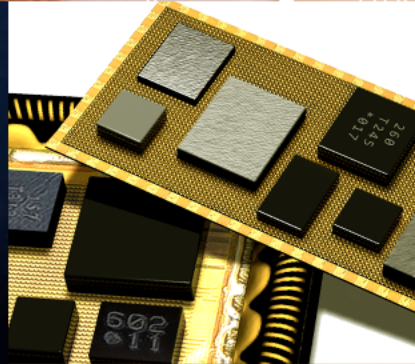
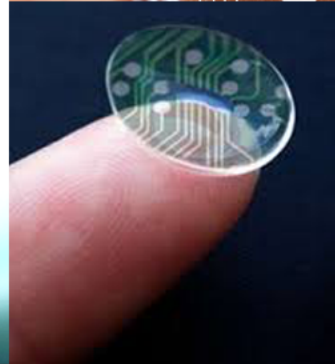
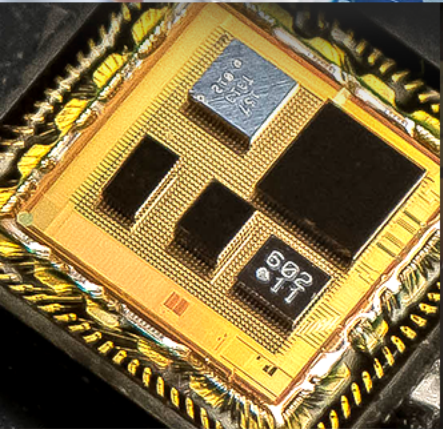
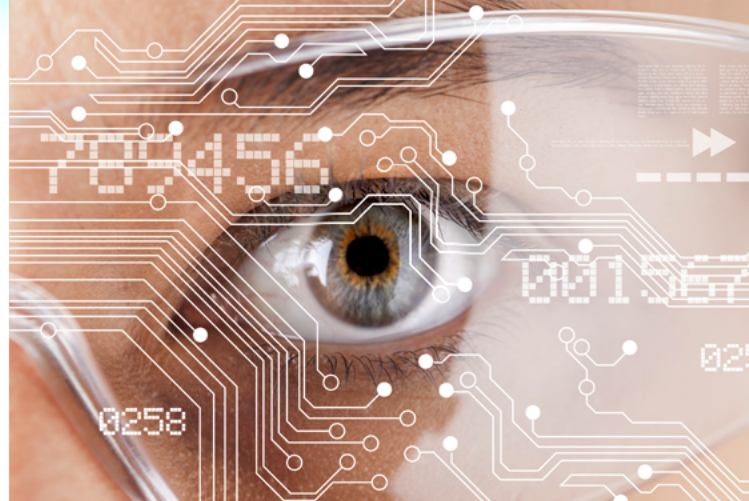
The Startup Accelerator Experience

Jawad Nasrullah

Co-Founder & CTO, zGlue Inc.

jawad@zGlue.com





Background

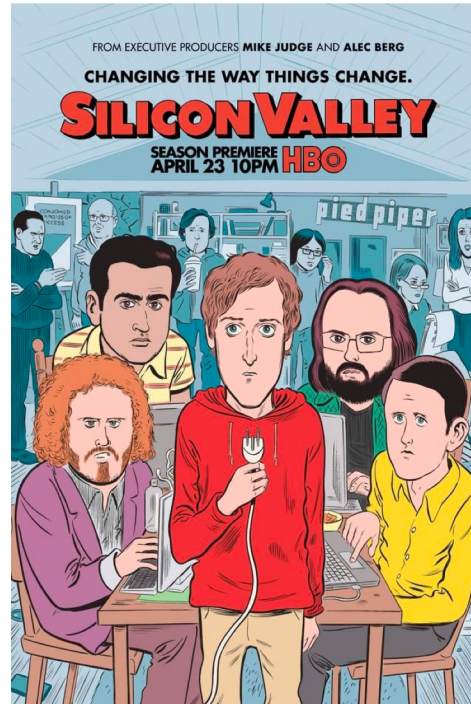
- Stanford PhD EE 2005 (**Stanford Nano Fab and STAR Lab**)
- Stanford MS EE 1996
- UET Lahore, Pakistan, BSc EE 1993
- CTO @ zGlue Inc, 2014-now
- Principal Engineer @ Samsung 2014-2014
- Hardware Architect @ Intel 2009-2014
- Staff Engineer @ Sun Microsystems 2007-2009
- Principal Engineer @ Transmeta Corporation 2004-2007
- Engineering Manager @ Innovative Semiconductors Inc 2000-2004
- Engineer @ Maxim 1998

Trying, Stumbling, and Learning

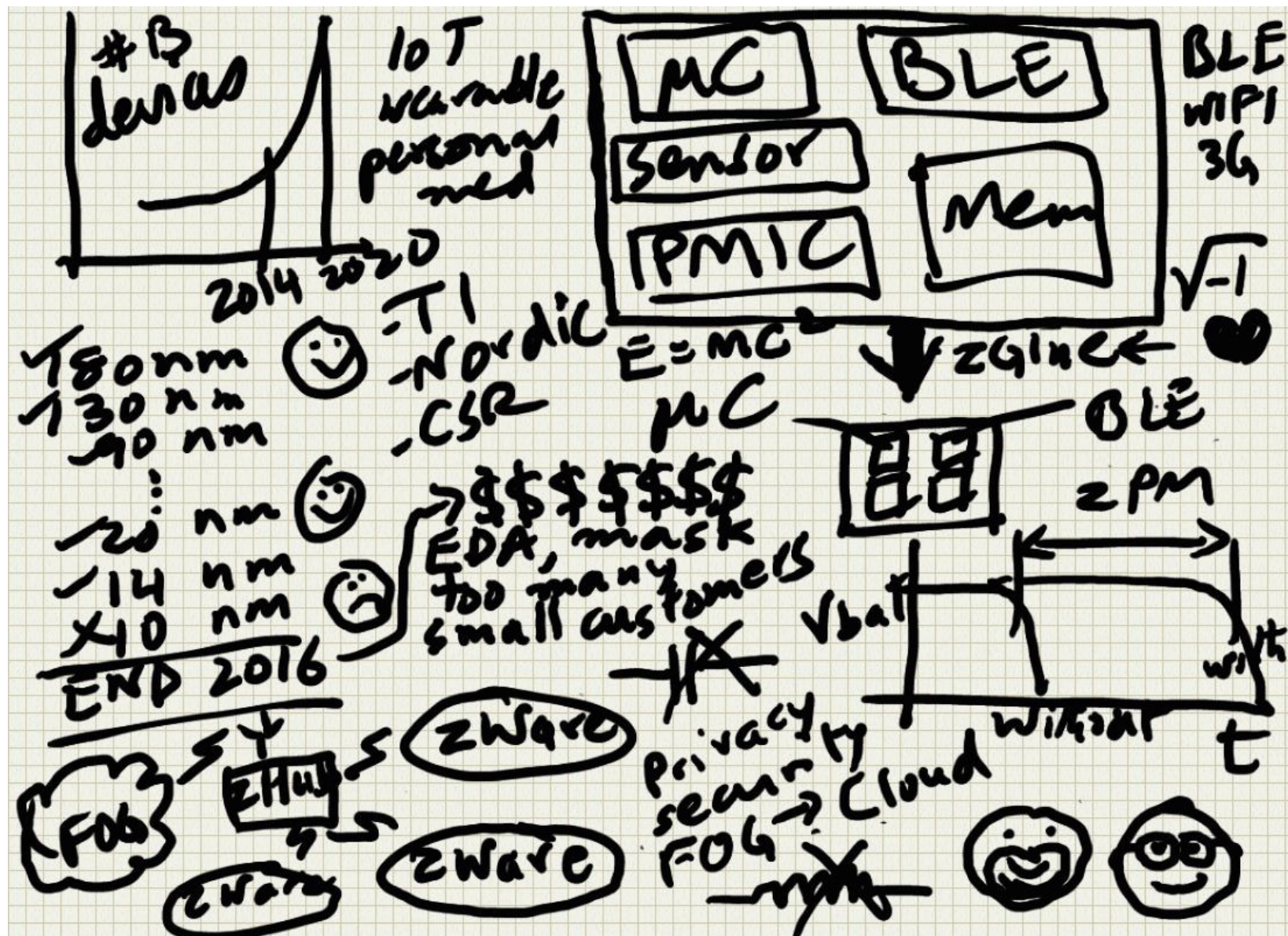
- 6th Startup Attempt
- Build MVPs
- Think business
- Part time entrepreneurship is tough.

Current startup's journey

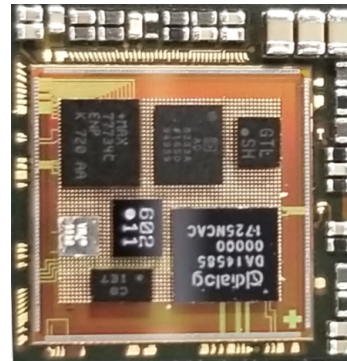
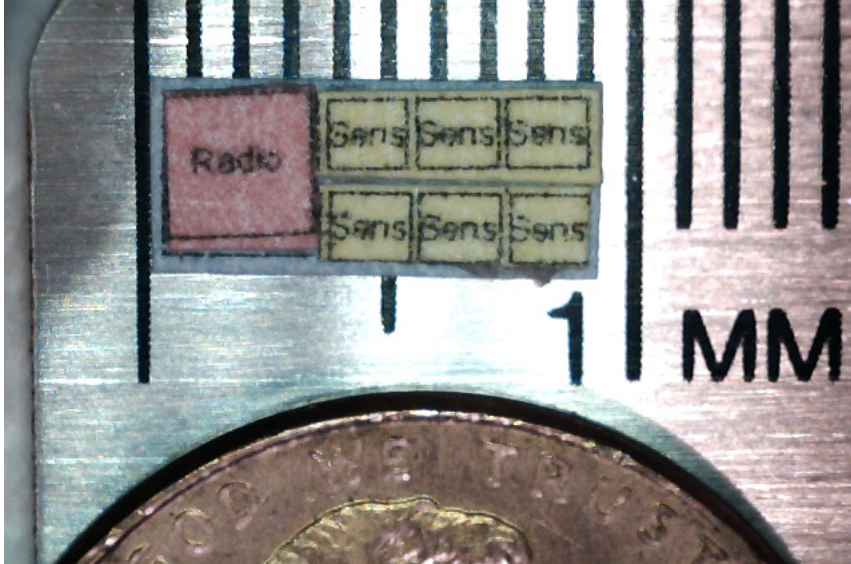
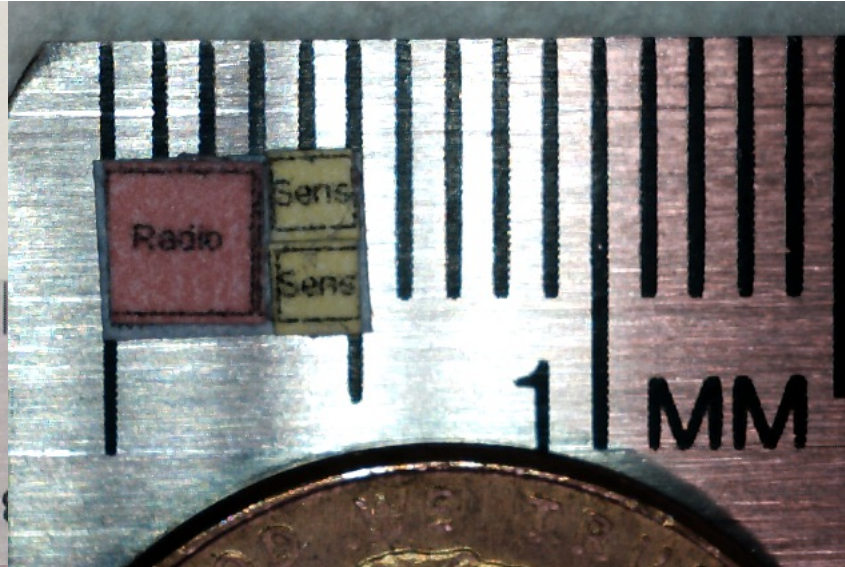
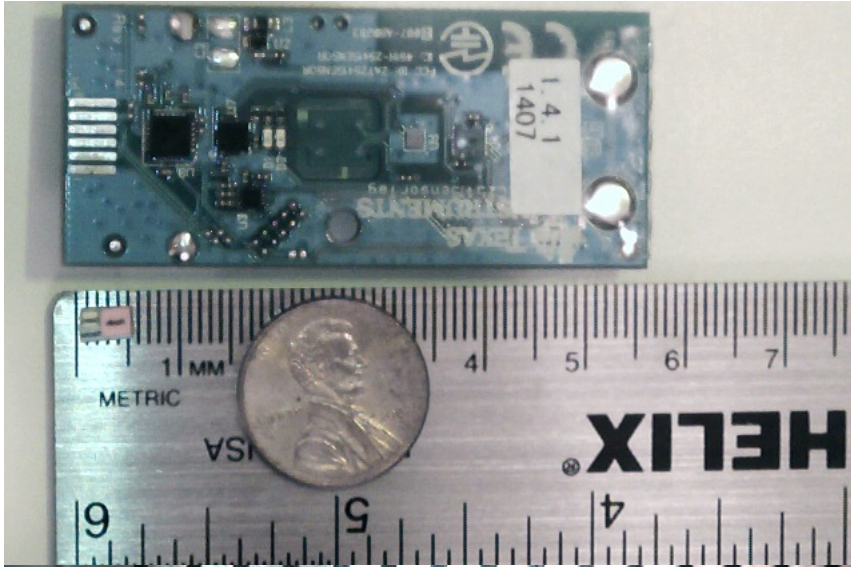
- Jun 2014: Sat down thinking for a month (fulltime), and started zGlue in Jul 2014.
- Jun-Dec 2014: Got laughed at and kicked out of multiple places.
- Later half of 2014 Started watching the TV show Silicon Valley. Learned the term MVP.



The doodle that started zGlue



‘Paper Squares’ for MVP



‘paper square MVP’ from
sometime in 2014



zGlue's journey

- April 2015: An incubator inducts us.
- Jun 2015: Co-founder #3 joins.
- Dec 2015: SBIR and Stanford StartX admit us---life changing events.
- Jan 2016: Raised Seed round after ~100 pitches and 18 months of no salary.
- Aug 2016: Second round of funding, tech proven.
- 2019: growth of the company in progress.
- Its not done yet, lot more work ahead of us—excitment keeps growing.

Lessons from the StartX Incubator

- Being a full-time founder is a key requirement for a venture.
- Co-founder team that learns to resolve issues is a must.
- Always look for sincere advisors (see next page for the 50% rule).
- Be scrappy and agile.
- Be able to talk about issues openly.

My startup learnings

- 50% of advice is not applicable or is wrong. Listen carefully and filter.
- Land of no-right no-wrong — synthesize your own reality and sculpt the future.
- You will eventually get what you strive for. Beat odds by multiple tries.
- Do not take NO for an answer. Acknowledge but keep trying.
- People in general are well intentioned but look for dependability.
- Scientific method applies to life in general—it is ok to make mistakes but learn from them.
- Things can be done for half the price and half the time.
- Prioritize, prototype.
- Timing is important.

Important management learnings

- Company culture is critical.
- Learning is an important motivation for all.
- Be genuine and people follow.