

Software, far more than Promises

Daniel Glazman

The French ~~mess~~ landscape

- Ministère de l'Économie Numérique...
- Numergy & CloudWatt, a €150M total waste and we did warn them...
- Syntec Delenda Est
- Politicians unable to think different

State of the Onion

- My dad understands nothing about it even if he tries
- Your company's salesperson understands nothing about it and he/she does not try
- Your boss pretends he/she understands it
- MP/Government still makes the confusion between Software and Hardware; oh and they know nothing about Hardware either...

An inconvenient truth

Outside of High-Tech Software Companies...

- Software is, at best, the-painful-tech-thing-that-must-work-period-wait-there-is-a-beast-inside, at worst a PITA
- « you are here to execute, not to think »
- Service Companies don't make products

« nobody is irreplaceable »

If someone you hired is replaceable, it only means you have to improve your hiring process. Successes are built with irreplaceable people

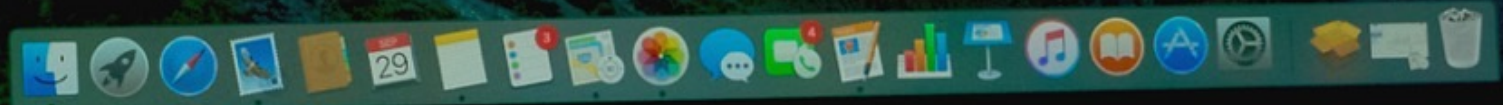
A company selling pet food on the Web is NOT a high-tech company!

Let's play a game...

Please all stand up!

Finder Ablage Bearbeiten Darstellung Gehe zu Fenster Hilfe

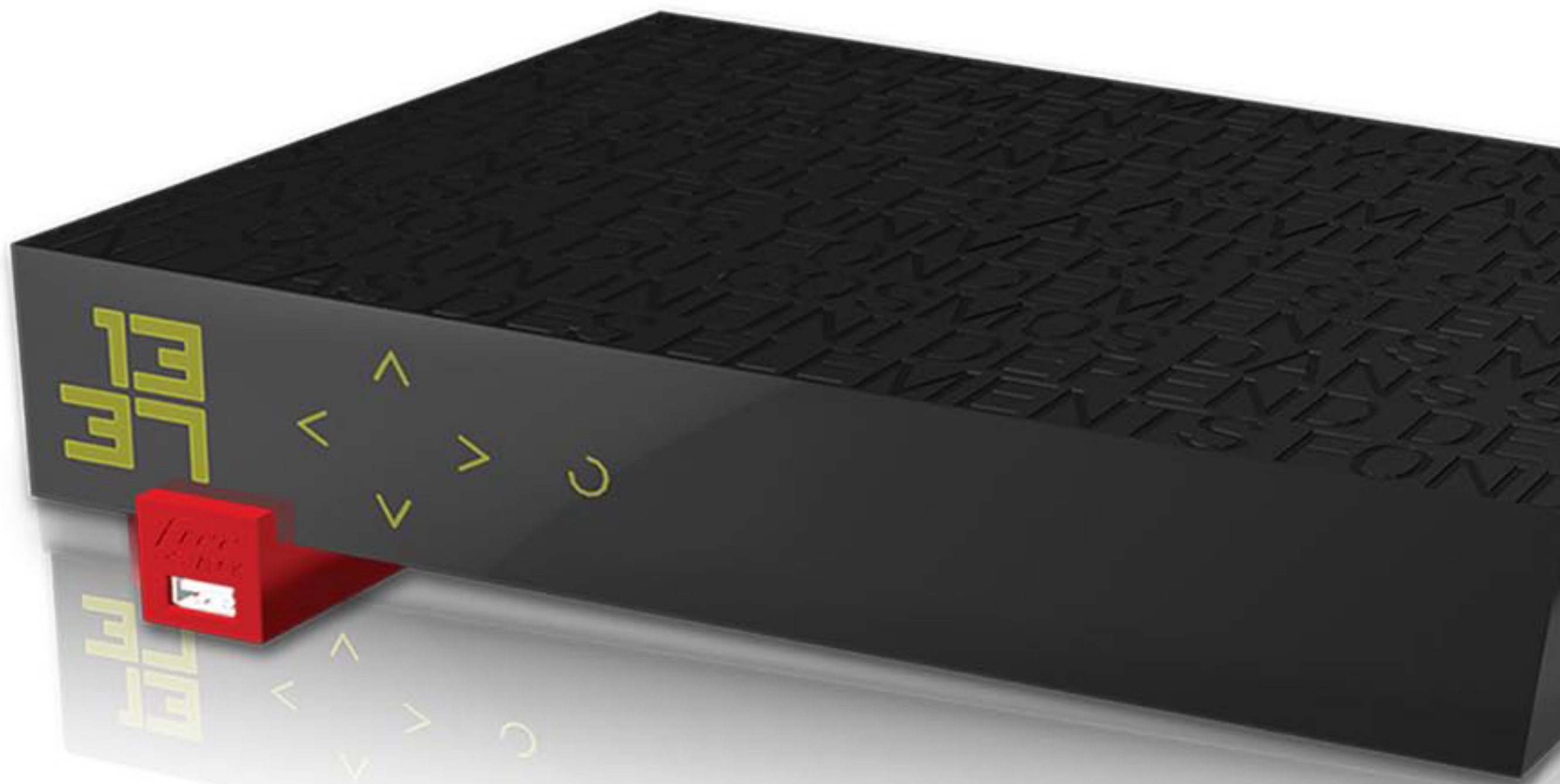
DL 16:19




```
counter++;
```







If you're still standing, you
have everything you need to
launch a Software company!!!

The cheapest Industry

- IKEA chair: 39€
- IKEA desk: 75€
- Decent laptop: 500€
- Connectivity: 35€/month

Total cost for 6 months of work: 824€

Students, students, students

- ~50k students in CS in France per year
- All have to write a project before end of studies
- 1 out of 5 is interesting, industry-wise = ~5k
- 1 out of 3 could lead to a startup = ~1.7k...

« Silicon Valley à la française »



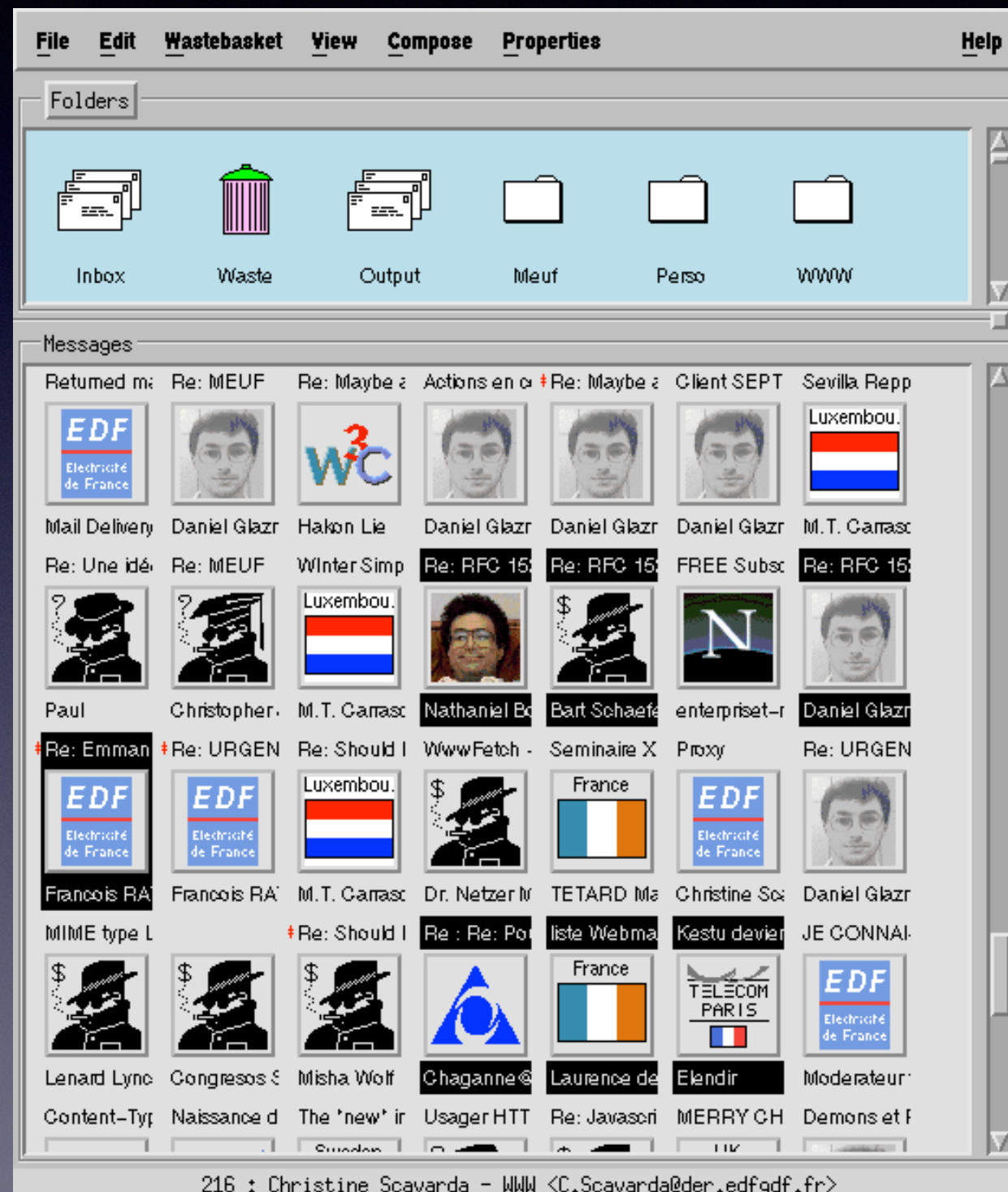
But France can help

- JEI (Jeune Entreprise Innovante) status
- CIR (Crédit Impôt Recherche)
- etc.

France could help more

- €150M Numergy and CloudWatt fiasco = seed money for THOUSANDS of software companies...
 - Have Univ teachers report « interesting » projects to an ad-hoc review committee every year
 - Collaboration between Ministère de la Recherche, Ministère de l'Enseignement Supérieur, Ministère des Finances and investors
 - Seed money for 10% of shares
- **Could create a complete ecosystem in 2 years**

My own experience



My €0.02

- Don't waste time
- Believe in yourself, don't listen to others
- Start your own project or you'll regret it all your life
- Don't ask others to invent your dream job, do it yourself!
- Governments, think different!

Thank you!

Daniel Glazman

@glazou

<http://disruptive-innovations.com/zoo/slides/201606-Web2day>

