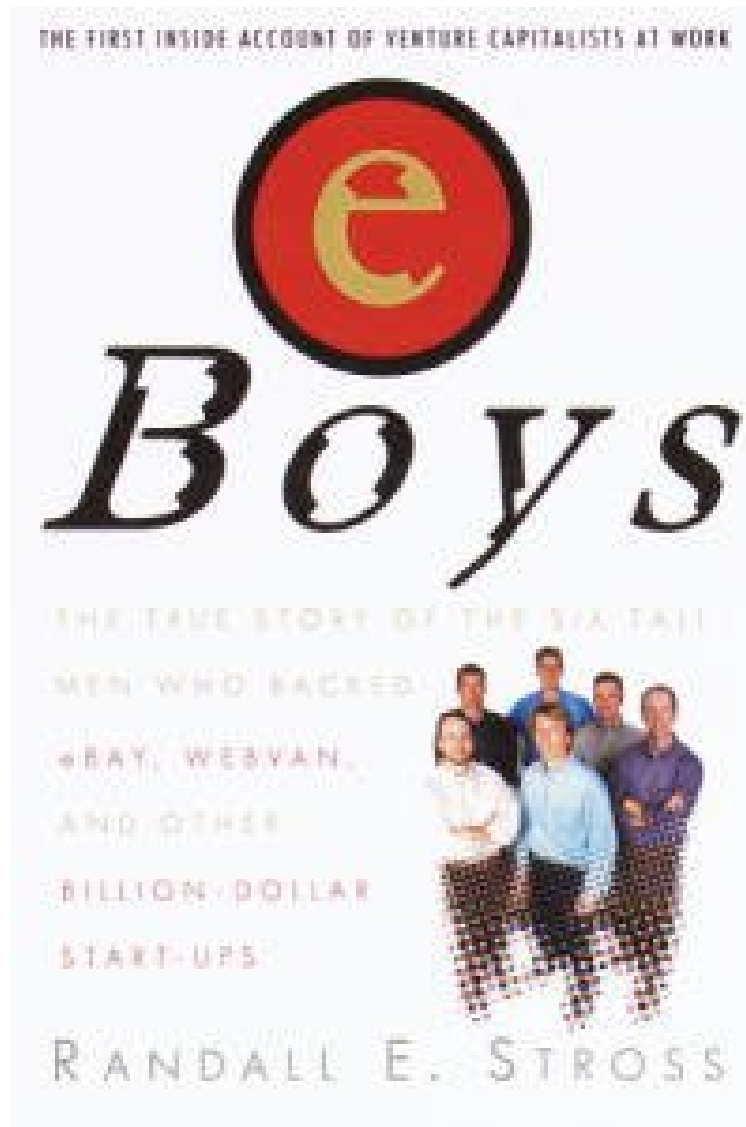


(Mobile book) eBoys: The First Inside Account of Venture Capitalists at Work

eBoys: The First Inside Account of Venture Capitalists at Work

Randall E. Stross

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Randall E. Stross : eBoys: The First Inside Account of Venture Capitalists at Work before purchasing it in order to gauge whether or not it would be worth my time, and all praised eBoys: The First Inside Account of Venture Capitalists at Work:

0 of 0 people found the following review helpful. Easy reading for an intro to the life of being a "venture guy" By Evan GowI use the word "venture guy" here as the author mentions the partners at Benchmark never referred to themselves as venture capitalists. If you want to try to experience the life of a VC without having actually had the job, eBoys is a great place to start. Granted, the story takes place in the 90s when venture capital and entrepreneurs were making mind-boggling returns and exits. I imagine the story of a VC would be very different today. The one contention I had with

eBoys is that it's story kind of wound around a bunch of stories. Sometimes it was a narrative of the Benchmark partners from an outsider perspective, and other times, it revolved the entrepreneurs. This is fine, but it would make leaps from one narrative to the next sometimes. This is generally just a problem faced by any book with multiple narratives. I think the author could have done a better job, but it is still applaudable.³ of 3 people found the following review helpful. A good read with some good lessons

By M. Strong I doubt "eBoys" was intended to read as a period piece, but it certainly does in the post-technology bubble world. There are a couple things that come across loud and clear: first, these venture capitalists were not blind to the bubble that was forming; second, if they wanted to stay alive and relevant in their field, they needed to keep financing new companies and unwillingly participate in furthering the bubble. The story is well-told and gives you an insider's view of how at least one venture capital firm makes the decision of who gets funding and who doesn't. It also serves as a cautionary tale about how even the most sophisticated investors get sucked into bubble mentality. A valuable read for investors, entrepreneurs, and aspiring venture capitalists.³ of 4 people found the following review helpful. Engaging, informative, and even a little fun

By Norman Guadagnoli If you have ever been involved with Venture Guys (as I have), or contemplated that you might want to start your own company and go get funding from them, then this book will provide considerable insight into their overall mindset and the way that they do business. Stross does an admirable job of keeping technical lingo to a minimum and carefully examining the "how" and "why" behind the Benchmark investments. With such successes as eBay, Scient, and Webvan in their portfolio, the team at Benchmark provides a great model for the venture community as a whole. Likewise, the book does not paint everything in happy colors and shows some of the notable failures that have occurred over the past few years. This is a fine book for anyone who wants to understand more of the money side of the companies driving the New Economy as well as for anyone that wants to see how deals really get done. The character development is a little weak, but that is fairly standard in business books.

In eBOYS, Randall Stross takes us behind the scenes and inside the heads of the gutsy entrepreneurs who are financing the hottest businesses on the Web. The six tall men who started Benchmark, Silicon Valley's most exciting venture capital firm, put themselves at the cutting edge of the new economy by backing billion dollar start-ups like eBay and Webvan. The risks were enormous--but the rewards have proven to be staggering. Within two years, eBay's net worth grew from \$20 million to more than \$21 billion, while each Benchmark founding partner saw his own personal net worth soar by hundreds of millions of dollars. For two roller-coaster years, Stross had total access not only to Benchmark's executives but to the companies they financed. He was a fly on the wall as fortunes were made in an instant, snap decisions got locked in, and new ventures took off--and sometimes crashed. Here are the testosterone-pumped conversations, round-the-clock meetings, and gutsy deals that launched the eBoys and their clients into the stratosphere of mega-wealth. Written like a novel but absolutely true, eBOYS brings to vivid life the glory days of the greatest business adventure of our time.

.com If you want to understand the 1990s, you have to understand venture capitalists. These are the people who listen to business pitches by the score, the financial-world equivalent of miners turning over tons of earth in search of precious metal. They're looking for the next .com, the next Yahoo!, the next eBay. Randall E. Stross, who teaches business history at San Jose State University, just happened to be there when a firm called Benchmark Capital discovered eBay. eBoys tells the story of how a group of not-quite-middle-aged men came to make an investment that returned a Silicon Valley record of 100,000 percent. Stross is a gifted storyteller who weaves the personal histories of the Benchmark partners with stories of how the firm came to back such companies as Priceline.com and Webvan. We meet guys who weren't born to privilege, men who took unconventional routes into the venture capital business. Probably the most intriguing is Dave Beirne, a hyperaggressive executive recruiter who went into the business after realizing venture capitalists are the ones who really call the shots at high-tech start-ups. We also see the problems Silicon Valley guys have when they try to dot-com the bricks-and-mortar world. The short tale of an aborted partnership between Benchmark and Toys 'R' Us illustrates why the old economy is so mystified by the new. Anyone interested in how business works should find something of interest in eBoys. From the organizational structure and corporate culture of Benchmark to the histories and personalities of its partners to its adventures in the world of Internet start-ups, it's a digital snapshot that reveals how successful businesses look, think, and mine gold in today's economy. --Lou Schuler "THE BEST GUIDE WE HAVE TO THE MYSTERIOUS WORLD OF VENTURE CAPITALISM."--The Washington Post Book World "A RING-SIDE SEAT AT A SINGULAR MOMENT IN BUSINESS HISTORY."--The Wall Street Journal

From the Trade Paperback edition. From the Inside Flap

In eBOYS, Randall Stross takes us behind the scenes and inside the heads of the gutsy entrepreneurs who are financing the hottest businesses on the Web. The six tall men who started Benchmark, Silicon Valley's most exciting venture capital firm, put themselves at the cutting edge of the new economy by backing billion dollar start-ups like eBay and Webvan. The risks were enormous--but the rewards have proven to be staggering. Within two years, eBay's net worth grew from \$20 million to more than \$21 billion, while each Benchmark founding partner saw his own personal net worth soar by hundreds of millions of dollars. For two roller-coaster years, Stross had total access not only to Benchmark's executives

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