

MICRO-ISV

FROM VISION TO REALITY



FOREWORD BY JOEL SPOLSKY

BOB WALSH

Micro Isv From Vision To Reality

Victor M. Corman



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Micro-ISV Robert Walsh, 2008-11-01 Uniquely and squarely focuses on the needs of a startup ISV. Several leading companies in their market segment are actually micro ISVs including Fog Creek, FogBugz and Sun Belt Software. Counter Spy. It is possible to be small AND successful and this book is perfect for those who wish to try. Volume of Micro ISVs is increasing signifying a deep broad audience for this book.

Micro-ISV Robert Walsh, 2006-11-21 Micro independent software vendors or micro ISVs have become both a major source of applications and a realistic career alternative for IT professionals. As for the latter are you a programmer and curious about being your own boss? Where do you turn for information? Until now online and traditional literature haven't caught up with the reality of the post dot com bust. *Micro ISV From Vision to Reality* explains what works and why in today's emerging micro ISV sector. Currently thousands of programmers build and deliver great solutions. ISV style earning success and revenues much larger than you might guess. Written by and for micro ISVs with help from some of the leaders of the field, this book takes you beyond just daydreaming to running your own business. It thoroughly explores how it is indeed possible to launch and maintain a small and successful ISV business and is an ideal read if you're interested in getting started.

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More Joel on Software has even more of an edge than the original and the tips for running a business or managing people have far broader application than the software industry. We feel it is safe to say that this is the most useful book you will buy this year.

The Web Startup Success Guide Robert Walsh, 2009-12-08 If there's a software startup company in your developer heart, this is the book that will make it happen. The Web Startup Success Guide is your one-stop shop for all of the answers you need today to build a successful web startup in these challenging economic times. It covers everything from making the strategic platform decisions as to what kind of software to build to understanding and winning the Angel and venture capital funding game to the modern tools, apps, and services that can cut months off development and marketing cycles to how startups today are using social networks like Twitter and Facebook to create real excitement and connect to real customers. Bob Walsh, author of the landmark *Micro ISV: From Vision to Reality*, digs deep into the definition, financing, community building, platform options, and productivity challenges of building a successful and profitable web application today.

From Program to Product Rocky Smolin, 2008-05-31 Many would-be software entrepreneurs with expertise in many fields attempt to turn a homegrown application, one developed for use in their own business or profession, into a commercial product. Lack of knowledge, experience, or skills often prevents the idea from ever taking shape, let alone achieving its potential. Entering a new field to start a business leaves many developers unprepared and not even fully aware that it's something they know so little about. They will also often have a job that conflicts with the time commitment required to market the program well enough for it to become a complete success. Do you have an idea for a commercially viable software product or already have a product with the potential for dream financial rewards? Would-be software entrepreneurs must consult *From Program to Product: Turning Your Code into a Saleable Product*, written by software developer and entrepreneur Rocky Smolin, for an indispensable roadmap to creating a commercially successful software product. Smolin shares insights from his own experience and covers topics you may never anticipate but are vital to success, like pricing, documentation, licensing, and tracking customers.

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