



Stage B:

**Production** 

Out -

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_	3	
1		

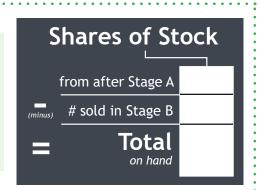
This round, my company raised funding from

□ VC

(and/or)

Bank loan

VC:									
\$		BB for (# of shares)							
		(and/or)							
Bank loan amount:									
	\$	BB at 10% interest							





Cash In	Cash		
Stage A cash on hand	\$ ВВ		(BizMart)
VC, round 2	\$ ВВ		(BizMart)
Bank loan	\$ ВВ		(BizMart)
(other)	\$ ВВ		Rent
(other)	\$ ВВ		Salaries
(other)	\$ ВВ		Interest
(other)	\$ ВВ		(other)
Total Cash In	\$ BB	(minus)	Ca

Total Cash Out	\$ BB	=	
her)	\$ BB		\$
terest	\$ BB		on hand
alaries	\$ ВВ		Cash
ent	\$ BB		Stage B
zMart)	\$ BB		
zMart)	\$ ВВ		
zMart)	\$ ВВ		

1. What is the difference between getting funding from the VC and taking out a bank loan?

- 2. Why should a company come up with a strong production strategy?
- 3. What factors affect a company's pricing structure?