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My last company grew from \$0 to \$2.7 billion in 3 years.

Here are 9 startup tools every entrepreneur needs:

1. Functionly

[@functionly](#) is Org Chart software.

Many startups neglect upfront Org Chart strategy.

If you want to ship product, you need a clear idea of how to set up your organization.

Think of this as the communication architecture for your company.

2. Rocket Reach

[@RocketReachCo](#) is one of the best platforms for finding personal & work emails.

Cold emailing is a skillset used by successful leaders:

- Recruiting
- Networking
- Fundraising
- Sales/Marketing

I use Rocket Reach for all.

3. Streak for Gmail

[@Streak](#) is a Gmail add-on that allows you to track email read-receipts. It's freaky good at tracking.

This is great for tracking the success of delivered emails for recruiting, sales/marketing, and fundraising.

#### 4. Justworks

[@justworks](#) is a payroll and benefits provider.

Their sweet spot is 1-500 employees.

They make payroll, healthcare benefits, and onboarding a breeze.

I've used them for close to a decade.

#### 5. Google Workspace

[@GoogleWorkspace](#) is the gold standard for tech startups.

Workspace gives you applications for your entire company including:

- Work Email
- Google Docs
- Shared Drives
- Administrative Permissions

I couldn't live without it.

#### 6. Jira

[@Jira](#) is project tracking software used predominately in software organizations.

It's world class.

I use Jira for both our long-term project planning and also day-by-day issues we are tackling.

#### 7. First Republic Bank

[@firstrepublic](#) - this might look like a crazy one, but I've had so many problems with other banks in the past.

The big banks are really inflexible.

First Republic is SUPER start-up friendly and has easy-to-use technology.

#### 8. Slack

[@SlackHQ](#) is a messaging app used for the workplace.

I use Slack for all company-level communications → NO more email.

You can send direct messages as well as specific channels for every department and projects.

## 9. Red Antler

[@redantler](#) is a brand company that specializes in startups and new ventures

They do incredible work around so many creative areas including company naming, brand identity, and digital design.

Prior clients include Vetterly, Allbirds, Casper, Bowery, Opendoor.

I hope these help other builders out there.

Follow me [@adcock\\_brett](#) for more tech advice.

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What are the tools you can't live without?

Drop them below in the replies 📌

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