Demystifying Valuations for Startups

Moderator:
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“Valuations often seem to be a “Black Art”, but they seem to be crucial in determining your strategy for outside investment! “

Are they? (really)

How is the early stage entrepreneur going to decide what is reasonable?
The three “big” questions:

• How does the process of *creating* value effect me, co-founders, my team & investors?
• How do I maximize value?
• How do I get the best valuation in case of an exit?

Homer Simpson starts Internet company!.....
Speaker Introductions

Panelists:

• Prat Moghe, President, TiE Boston, (former) SVP of Strategy, IBM Netezza
• Kevin Sweeney, Professor of Practice, WPI Business School
• Paul Pedevillano, President, VE Advisors (CFO services)
• Ralph Earle, Partner, Clean Energy Venture Group (Angel group)
• How do investors look at value?
• What are the mechanics of the valuation process?
• Is valuation influenced by current economic climate?
• How does valuation impact ownership?
• How does one ensure reduced dilution over several rounds of financing?
• How does one negotiate the best possible valuation for both (entrepreneur/investor) during an exit?
Moderator/Audience Questions

• What are some of the pitfalls to be aware while evaluating various capital sources?
• What are some Do’s & Don’ts in crafting a smart value creation strategy?
Closing

Comments & Questions from audience

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References:
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