

The Unique Funding Issues of High-Tech Ventures

- Early seed funding supports a long period of product development – often comes from government grants or foundations.
- “Valley of death” – period from idea generation to product development characterized by a high failure rate
- “Early adopters” stage – technically-oriented users who want leading edge technology
- Marketing dollars needed to create awareness for new adopters
- “Tornado” – period of mass adoption

Funding High Tech Ventures

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Funding High Tech Ventures Richard L. Manweller, 1997 Insider's proven strategies on how to find prepare for and win over investors Explains how to tailor one's strategy to produce an in depth meaningful business plan Examples of legal proposal documents a sample business plan and worksheets such as Sales Forecasts Return on Investment and Projected Income guide the reader into formulating a winning plan Ideal for new emerging and established companies High-tech Ventures C. Gordon Bell, John E. Mcnamara, 1991-07-22 This book is written primarily for people who are creating the future high tech world by designing building and marketing innovative products More specifically it is for all engineers engineering managers entrepreneurs and intapreneurs The book provides insight into the problems entrepreneurs face and gives a model for successful startup companies in a formal checklist *Entrepreneur's choice between Venture Capitalist and Business Angel for Start-Up Financing* Daniel Schmidt, 2014-02-01 The study extends the literature on venture capital by examining whether entrepreneur's choice for an external investor and certain firm characteristics have an impact on venture success or not The focus is set on the differences in value creation by venture capitalists and business angels for ventures of the high and low technology sector The assessment of a data set including 252 Series A financing rounds by venture capitalist firms business angels and collaborative investments of both investors conducted between 2005 and 2012 unveils value enhancing aspects for all three financing solutions Overall start ups initially financed by venture capitalist firms perform best with regard to general venture success whereas start ups collaboratively supported by venture capitalists and business angels have the highest chances to exit successfully through a trade sale It becomes further apparent that ventures located in one of the high technology industries internet pharmaceuticals and high tech ventures that are longer established in the market and ventures whose Series A financing round was executed more recently indicate an enhanced likelihood of success **Raising Venture Capital Finance in Europe** Keith Arundale, 2007-04-03 European private equity investment reached 47 billion in 2005 up 27% from 2004 Funds raised for private equity were 72 billion up 250% on the previous year both figures being all time highs Raising Venture Capital Finance in Europe provides business owners entrepreneurs and investors alike with a step by step approach to exploiting this market and funding new projects effectively Written by Keith Arundale an advisor and commentator on the European and US VC and private equity industry for over 20 years the guide blends business experience with practical approaches to enable the reader to maximize the opportunities available The book includes a series of real life case studies from venture capitalists and entrepreneurs from around Europe each with practical tips for successful venture capital finance raising With forewords from Sir Paul Judge Chairman Enterprise Education Trust and Patrick Sheehan Chairman Venture Capital Committee European Private Equity and Venture Capital Association the book begins with a brief introduction to the field including an analysis of current trends and issues in the industry and goes on to provide a detailed framework for an objective assessment of each business opportunity The book looks at sources of finance and

private equity shows how to write a successful business plan details the entire investment process and considers the tax and legal issues involved A particular feature of the book is that it looks at the topic from both sides showing what the venture capitalist is looking for as well as detailing how an entrepreneur or business owner can make proposals attractive to those investors This means that the reader will be able to minimize time wasted on unnecessary activities and therefore develop investment approaches which are succinct relevant and give every chance of success

Technology Entrepreneurship

Natasha Evers,James Cunningham,Thomas Hoholm,2020-12-12 This second edition of the critically acclaimed core textbook provides students from technology and science based backgrounds with the theoretical knowledge and practical skills required to transform innovative ideas into commercially viable businesses for profit or social ends Blending theory policy and practice in a manner that is accessible to readers with little prior knowledge of business commercialisation it offers a framework for understanding the entrepreneurial process for technological ideas The book provides students with comprehensive guidance on the specialized field of technopreneurship It provides the tools and frameworks required for managing commercialising and marketing technological innovation With real life examples and case studies from a range of countries and industries it will equip students with the understanding required to successfully launch their product This text caters for undergraduate and postgraduate students studying technology entrepreneurship modules on engineering science and computing technology programmes New to this edition All chapters updated to reflect the evolution of theory and practice in the field New cases on digital entrepreneurship growth and scaling Extended geographical coverage of case studies Entrepreneurial practices updated to include recent research Strategic context of business models business growth and scaling digital entrepreneurship entrepreneurial marketing organization design and crowdfunding developed and updated

The Entrepreneurship Movement and the University

C. Sá,A. Kretz,2015-03-20 Entrepreneurship is widely embraced today in political discourse popular culture and economic policy prescriptions Several groups actively promote entrepreneurial thinking and practices in higher education This book examines how this Entrepreneurship Movement impacts higher education in Canada and the United States

The Evolution of Entrepreneurs` Fund-Raising

Intentions Marc Grünhagen,2008-07-23 Recent entrepreneurship research discusses numerous potential obstacles on the path towards business formation The acquisition of resources especially external finance

constitutes a formidable challenge founders have to meet Substantial rejection rates of potential investors create external selection pressures on new ventures in that they contribute to failures or influence the growth of surviving young companies However the founders themselves take an active role in the search for financial resources by addressing various potential financiers and taking decisions on the direction and continuation of their search for investors Similarly the results of the large US Panel Study of Entrepreneurial Dynamics point at the importance of adjustments in founders fund raising intentions in the course of early stage financial development of new ventures The work at hand focuses on this process of solving problems during the

search for external funding in emerging new ventures The author explicitly does not analyze which factors of success will allow to convince potential investors with certainty Regarding the search for funding as an open ended process for epistemological reasons heratheraimsatthereconstructionofsearchprocessesandthederivationof explanatory patterns for the actions of venture founders in search of external funding *Oversight Hearing on the Science and Technology Programs of the Department of Commerce* United States. Congress. Senate. Committee on Commerce, Science, and Transportation. Subcommittee on Science, Technology, and Space, 1995

OECD Studies on SMEs and Entrepreneurship SME and Entrepreneurship Policy in Israel 2016 OECD, 2016-11-21 This report examines Israel s performance in stimulating SMEs and entrepreneurship and makes recommendations for government policy Financing Innovation Michael Kahn, Luiz Martins de Melo, Marcelo G. Pessoa de Matos, 2020-11-29 This series of books brings together results of an extensive research programme on aspects of the national systems of innovation in the five BRICS countries Brazil Russia India China and South Africa It provides a comprehensive and comparative examination of the challenges and opportunities faced by these dynamic and emerging economies In discussing the impact of innovation with respect to economic geopolitical socio cultural institutional and technological systems it reveals the possibilities of new development paradigms for equitable and sustainable growth This volume analyses the financing of science technology and innovation in the BRICS economies It highlights the importance of institutional coordination and the influence of implicit policies on the extent to which capital markets may contribute to innovation financing It stresses the role of state development banks and similar organisations in promoting high risk and long run building of innovative capacities with respect to development strategy Original and detailed data together with expert analyses on wide ranging issues make this book an invaluable resource for researchers and scholars in economics development studies and political science in addition to policy makers and development practitioners interested in the BRICS countries

The Routledge Companion to Management Buyouts Mike Wright, Kevin Amess, Nick Bacon, Donald Siegel, 2018-09-03 Management Buyouts MBOs first came to prominence in the US during the early 1980s and have subsequently become a global phenomenon and a highly significant transaction within the corporate restructuring landscape Although much recent attention has focused on private equity PE backed buyouts these are only a subset of the total MBO market The Routledge Companion to Management Buyouts takes a much broader definition reviewing the current state of research and theory and where further developments are likely to occur and incorporating PE and non PE backed buyouts as well as variations such as management buy ins and management employee buyouts It goes beyond the purely financial perspective exploring the many different aspects of management buyouts and incorporating related disciplines including strategy organizational change and HRM providing the first truly comprehensive authoritative resource on the topic Expertly edited and drawing on international scholarship this unique volume will be an invaluable sourcebook on MBOs for researchers and advanced students as well as those interested in the

broader areas of corporate restructuring and ownership change

Israel Country Study Guide Volume 1 Strategic Information and Developments IBP, Inc, 2012-03-03 Israel Country Study Guide Strategic Information and Developments Volume 1 Strategic Information and Developments **Venture Capitalists' Exit Strategies under Information Asymmetry** Matthias Eckermann, 2007-10-17 This book has been submitted as dissertation at the Faculty of Business Management and Economics at Dresden University of Technology Germany on January 19 2005 Throughout the completion of this thesis I received much encouragement and advice from mentors colleagues and friends I would like to take this opportunity to thank all of them First of all I would like to express my gratitude to my supervisor Prof Dr Michael Schefczyk for providing a fruitful research atmosphere at the SAP Chair for Entrepreneurship and Innovation at Dresden University of Technology His comments and support helped me develop and complete this thesis Moreover I thank Prof Schefczyk for supporting my ambitions to conduct research in the United States Second I am especially grateful to Prof Andrew L Zacharakis Ph D for hosting me as visiting scholar at Babson College and for supervising my project during this time This thesis benefited tremendously from his knowledge and from his outstanding support His encouragement and support also helped me survive less productive times A great debt is to Prof Dr Herman Locarek Junge who accepted the burden of being my second examiner at Dresden University of Technology The final paper benefited tremendously from conversations with several experienced researchers and practitioners in the United States I want to thank Elaine I *Financial Systems, Corporate Investment in Innovation, and Venture Capital* Anthony Bartzokas, Sunil Mani, 2004-01-01 Financial Systems Corporate Investment in Innovation and Venture Capital is a text for scholars and students of the theory and practice of financing innovation It will also be a source for governments NGOs financial institutions and multilateral agencies interested in the practicalities of promoting technology based small and medium enterprises **BOOK JACKET** **Government Policy and Program Impacts on Technology Development, Transfer, and Commercialization** Kimball Marshall, William Piper, 2013-02-01 In recent decades government funded technologies have produced radar microwave ovens modern cell phone systems the Internet new materials for aircraft and motor vehicles and new medical instrumentation This first of its kind book examines how access to technology is affected by government policies and government sponsored programs **Government Policy and Program Impacts on Technology Development Transfer and Commercialization International Perspectives** provides an easy to read overview of the field and several studies serving as examples to guide government policymakers and private sector decision makers This forward looking book also forecasts the potential impacts of government regulation upon the field and presents provocative discussions of the ethical implications of the cross cultural and cross national challenges facing technologically developed nations in the global economy This book reviews this broad field by first providing an overview of the goals of government technology policies and programs as well as of generic types of government technology programs Next it presents carefully selected studies that illustrate the potential impacts of

government decisions upon marketing constraints industry acceptance of regulatory requirements economic development gross domestic product and the choices firms make when it comes to location competitiveness product development and other factors The final chapters explore ethical considerations from a global perspective These chapters also explore the implications of these considerations in relation to the success of governmental and private sector technology transfer and commercialization programs The macromarketing perspective taken by the contributors serves to ground the impacts of government technology policies and programs in practical implications for economic development business productivity and quality of life The contributors to this unique collection share their expertise on government sponsorship of technology research the impact of government regulation upon technology marketing and economic development the effects of government policies on business practices intellectual property rights and much more Government Policy and Program Impacts on Technology Development Transfer and Commercialization shows how evolving technology and government policy changes have affected the commercialization of music new media piracy problems consumer choices and costs and changes in the radio and concert promotion industries the adoption of new household technology licensure requirements for telemedicine with an essential overview of telemedicine plus examinations of relevant governmental regulations and potential applications patents copyrights trademarks licensing and proprietary information scrap tire disposal new alternatives for a chronic waste disposal problem food product development state owned enterprises with a case study illustrating how a stagnant state owned company quickly evolved into China's leading firm in the textile machinery field

UNESCO science report UNESCO, 2015-11-09 There are fewer grounds today than in the past to deplore a North South divide in research and innovation This is one of the key findings of the UNESCO Science Report towards 2030 A large number of countries are now incorporating science technology and innovation in their national development agenda in order to make their economies less reliant on raw materials and more rooted in knowledge Most research and development R D is taking place in high income countries but innovation of some kind is now occurring across the full spectrum of income levels according to the first survey of manufacturing companies in 65 countries conducted by the UNESCO Institute for Statistics and summarized in this report For many lower income countries sustainable development has become an integral part of their national development plans for the next 10 20 years Among higher income countries a firm commitment to sustainable development is often coupled with the desire to maintain competitiveness in global markets that are increasingly leaning towards green technologies The quest for clean energy and greater energy efficiency now figures among the research priorities of numerous countries Written by more than 50 experts who are each covering the country or region from which they hail the UNESCO Science Report towards 2030 provides more country level information than ever before The trends and developments in science technology and innovation policy and governance between 2009 and mid 2015 described here provide essential baseline information on the concerns and priorities of countries that could orient the implementation and drive the assessment of the 2030 Agenda for

Sustainable Development in the years to come **The Multimedia Encyclopedia of Women in Today's World** Mary Zeiss Stange, Carol K. Oyster, Jane E. Sloan, 2013-01-09 This e only volume expands and updates the original 4 volume Encyclopedia of Women in Today's World 2011 offering a wide range of new entries and new multimedia content The entries reflect such developments as the Arab Spring that brought women's issues in the Islamic world into sharp relief the domination of female athletes among medal winners at the London 2012 Olympics nine more women joining the ranks of democratically elected heads of state and much more The 475 articles in this e only update accompanied by photos and video clips supplement the themes established in the original edition providing a vibrant collection of entries dealing with contemporary women's issues around the world Advanced Introduction to Entrepreneurial Finance Hans Landström, 2023-02-14 Fully revised and updated this Advanced Introduction provides a comprehensive understanding of entrepreneurial finance of new and growing ventures With a unique research based focus Hans Landström synthesizes contemporary knowledge and presents diverse theoretical approaches to explain financial decision making in entrepreneurial ventures **Financing New Ventures** Geoffrey Gregson, 2014-01-31 Many business ventures today are looking to attract external financing with an emphasis on business angel investment Inside this text the author incorporates the views of business angels venture capitalists entrepreneurs and legal advisors and draws upon the latest academic thinking on financing new ventures providing comparisons between business angel and venture capital investing to further inform the reader The concepts principles and guidelines presented can help you and any entrepreneur business support agency business student and others interested in raising external investment and in developing an investable business The book is organized into seven chapters covering Fundamental concepts of entrepreneurial venturing and entrepreneurial finance Market conditions from which investable businesses emerge The investment process Deal negotiations The post investment relationship between entrepreneur and investor Recent trends affecting how entrepreneurs raise finance that include strategic exits super angels and the emergence of crowdfunding **Technology Financing and Commercialization** J. Wonglimpiyarat, 2014-11-27 This book offers insights on effective policies that can be applied to other economies in terms of using technology financing to foster technological innovations It outlines the role of government in accelerating the nation's innovative capacity by promoting technology investments that will achieve successful and sustainable economic development

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