

Venture Interactive

Erika Brodnock

Venture Capital Financial Modeling: CD-ROM Featuring Detailed Insights & Interactive Spreadsheet Models in Excel on Valuations, Dilution, M&A & More
Praveen Gupta, Reedlogic, 2005-06-01

When it comes to venture capital investment, each company is unique. There is no single model that can cover all situations. The good news is that there are certain underlying, well-known concepts and methods that can be brought together into a cohesive model to help automate and improve the decision-making process in analyzing an investment. In *Venture Capital Financial Modeling*, Praveen Gupta, one of the top modelers in venture capital, attempts to bring these concepts together, explaining and applying them to various financial models used by venture capitalists in evaluation of their investments. The models analyzed in *Venture Capital Financial Modeling* provide immeasurable financial benefit to entrepreneurs and venture capitalists and will save both groups countless hours of analysis. Entrepreneurs will be better able to perform a financial analysis on their companies and get a realistic view of possible decisions by venture capitalists. Venture capitalists will be able to perform a similar analysis, resulting in smoother negotiations with educated entrepreneurs. The subjective approach to venture capital financing is not going away, mainly due to the nature of the business model. However, various financial models enable some coherent quantification of the decision-making parameters and reduce the subjectivity of decisions. Numbers and facts speak the truth, and

less subjectivity will lead to a more educated and justified investment decision-making and a smoother negotiation process. All interactive financial models described in this book – valuation modeling, dilution modeling, investment return analysis modeling, and M&A distribution modeling – are available on the accompanying CD-ROM. These models can be adapted to individual company requirements based on the number of investors and founders by adding or removing appropriate line items. The table of contents for Venture Capital Financial Modeling includes: Chapter 1) Overview – Venture Capital Financial Modeling Chapter 2) Valuation Modeling - Method 1: Desired Ownership - Method 2: Financial Ratios Chapter 3) Dilution Modeling - Method 1: No Adjustment - Method 2: Broad-Based Weighted Average - Method 3: Middle-of-the-Road Weighted Average - Method 4: Narrow Based Weighted Average - Method 5: Full Ratchet - Dilution Method Comparison Chapter 4) Investment Return Analysis Modeling - Initial Public Offering - Merger & Acquisition Chapter 5) Exit Analysis Modeling - Initial Public Offering - Merger & Acquisition Appendix A - Valuation Model in Excel The spreadsheets provides two general methods to value a private company: 1) Desired Ownership: This scenario is typically applicable to pre-revenue companies. Many VC's have an internal strategy of owning certain minimum percentage of a company. Typically, it is 15-20% post funding in early stage companies. Once the investor has made the decision to invest, they have estimated the exit potential and returns for their investment. Accordingly, they have also

determined the amount of investment to be made to achieve the desired returns. The investor shall typically use the amount of investment and desired ownership to determine the valuation of a private company in such scenario. 2) Financial Ratios: This scenario may typically be applied to revenue stage companies. First scenario may still be applicable either entirely or partially. A public company is typically valued in multiple ways using various financial ratios. These include Price to Earnings (PE), Price to Sales (PS), Discounted Cash Flow (DCF), Shareholder equity, or a combination of these ratios. Many of these ratios are not directly applicable to a private company due to lack of sufficient history and early revenue growth stage. Price to Sales (PS) and Price to Earnings (PE) are most applicable to such companies. Price to Earnings is generally applicable only in very late stage companies with significant revenue and profitability history. Private company investors use Price to Sales ratio as guide most of the time in valuing a revenue stage company. Appendix B - Dilution Model in Excel The dilution model allows you to analyze the dilution impact of a new equity offering as well as other events such as options, warrants, etc. The model contains the following worksheets: • Summary – Provides a summary of dilution for various methods • Pre-Money Cap-Table – Allows you to enter your current capitalization and information on the new equity offering • Following worksheets do not require any input but shows complete computation o No Adjustment – No adjustments are made to counter the dilution o Full Ratchet –

Applies price adjustments based on Full-Ratchet method o Narrow – Applies price adjustments based on Narrow based weighted average method o Middle of Road – Applies price adjustments based on Middle of the Road based average method o Broad – Applies price adjustments based on Broad based weighted method. Appendix C - Investment Return Analysis Model in Excel As part of the investment process, venture capitalists will need to evaluate the prospect of return on their investment. Venture capitalists can use this model to perform such evaluation quantitatively. You will need the projected revenues and earnings of the prospect company and Price to Earnings (P/E) and Price to Sales (P/S) multiples for its industry or comparable companies. You will need to make an educated estimate of the probability of the company achieving its projections and also the stability of multiples holding up in the public markets. Such data should be entered in the 'Financial Data' worksheet. At this point, we can evaluate the return potential for three different options—IPO, conversion of preferred to common by all shareholders, and M&A. The first two of these options lead to the same results, since all shares are converted to common in case of an IPO also. Initial Public Offering (IPO) - If all preferred are converted to common upon an M&A based exit, the returns are purely based on total ownership in the company and work similar to an IPO situation. So, for these two options, the most critical item is total ownership in the company on a fully diluted basis. The ownership data should be entered in the 'Return Analysis – IPO' worksheet. Follow the directions of

use on this worksheet to determine your potential returns. Merger & Acquisition - The return analysis for Merger and Acquisition scenario is more complex because of liquidation preferences and their seniority order among various preferred series and comparison with common shareholders. Management carve-out also comes into picture quite often in this scenario. For our model, we have left management carve-out and other related expenses out of our analysis. We assume that the valuation range for M&A is the net of such expenses. It is simply a matter of entering appropriate valuation if such expenses have to be accounted for. It is not critical to include these expenses at the time of analyzing a possible investment. The ownership and liquidation preference data should be entered in the 'Return Analysis – M&A' worksheet. Follow the directions of use on this worksheet to determine your potential returns. Appendix D - M&A & IPO Exit Analysis Distribution Model in Excel An exit analysis has to take into account various data points and integrate them to come up with the answers. The ultimate goal of a company would be to determine the distribution to various shareholders or a particular shareholder. This also allows sensitivity analysis based on various valuation or market cap scenarios for the purpose of decision making in accepting certain deals or determining the best liquidity route for the company and its shareholders. The models focus on integrating various costs of a liquidity event and determining distribution to each shareholder. It can be used either as a decision-making tool or computing distributions after the

liquidity event has taken place. We consider an IPO and an M&A event separately as these two require very different approaches for exit analysis.

IPO Based Exit Analysis - To analyze an exit based upon an IPO, the shareholder simply liquidates their shares when the lockout period expires. The returns are based on the market price per share and total shares owned at the time of liquidation. Depending on the IPO terms, the shares may be liquidated in parts at different times starting with the day of the IPO itself. The computation of return is very simple. You will simply multiply your shares with the price per share in the public market and subtract cost of trade to get the total value of your holding. If you can estimate the timing of liquidating your holding and estimate prices, you can have a good idea of projected returns post-IPO. You can compute your IRR using a standard Excel spreadsheet function or business calculator once you have an idea of your cash flow stream starting with the day of your investment.

M&A Based Exit Analysis - Analyzing an exit based upon an M&A can get complicated. Each M&A is structured very differently. Some of the M&A methods include acquirer's stock based, total cash based, hybrid, or split payment based M&A, etc. Regardless of deal structure, the exit analysis takes into account the overall value of the transaction less the costs of transaction to compute distribution for various shareholders. Our model ignores the type of currency, i.e., cash or stock, and uses the actual dollar value of the transaction. As an additional complexity, the acquirer will require a certain

percentage of total proceeds to be set-aside in escrow to deal with any unforeseen expenses within a specified period after the deal closes. The acquirer may also split the transaction into multiple payments tied to the performance of the acquired company. In this scenario, there will be an initial payment for the transaction. Subsequently, at one or more milestones, additional payments, referred to as earn0741426331\\THE SOURCE – Finding Your Way Home -- is a sequel to ANOTHER PLACE IN SPACE and the amount of words is fourfold to that of the first book which contains around ten thousand.

Online Business Startup Robin Waite,2015-04-15 ONLINE BUSINESS STARTUP isn't just a how-to guide in online marketing or SEO... it contains everything an experienced entrepreneur wished he had known when he started in business. We are flooded with so much information in the digital world that it distracts us from the fundamentals of starting up and running a lean business. This book is ultimately an answer to the question How can we quickly implement proven strategies in our business, and avoid all the noise? ONLINE BUSINESS STARTUP will teach you: 1. Everything you need to start an online business without the wasted time, money and effort; 2. How to find a trustworthy, reliable digital agency and guarantee a return on your investment; 3. The 7 best tools for auditing and improving your website; 4. How to plan and implement a successful social media strategy.

Ready to Use Financial Models Praveen Gupta,Jon Staenberg,2005-10 The Information Technology Venture Capital Financial Model is an interactive

Excel spreadsheet that features a user-friendly, step-by-step guide through a technology-focused valuation model. Developed by acclaimed venture capitalists Praveen Gupta of CDIB Ventures and Jon Staenberg of Rustic Canyon Partners, the financial models provide an unprecedented look into the world of IT Venture Capital and the methodologies behind valuation. The Information Technology Venture Capital Financial Model features both an ?ownership? and ?financial ratios? worksheet, which provide color-coded in-depth directions for easy usage.

1) Desired Ownership: This scenario is typically applicable to pre-revenue companies. Many venture capitalists have an internal strategy of owning a certain minimum percentage of a company. Typically, this minimum is 15-20% post-funding in early-stage companies. Once the investor has made the decision to invest, they have estimated the exit potential and returns for their investment. Accordingly, they have also determined the amount of investment to be made initially to achieve the desired returns. The investor will typically use the amount of investment and desired ownership to determine the valuation of a private company in such a scenario. The worksheet titled Ownership provides a valuation computation tool for this scenario. Follow the directions within the worksheet.

2) Financial Ratios: This scenario is typically applied to revenue-stage companies. The first scenario outlined above may still be applicable either entirely or partially. A public company is typically valued in multiple ways using various financial ratios. These include Price to Earnings (PE), Price to Sales (PS), Discounted

Cash Flow (DCF), Shareholder Equity, or a combination of the four. Many of these ratios are not directly applicable to a private company due to lack of sufficient history and early revenue growth stage. PS and PE are most applicable to companies in the early- revenue growth stage. PE is generally applicable only in very late-stage companies with a significant revenue and profitability history. Private-company investors use the PS ratio as a guide most of the time in valuing a revenue-stage company. The worksheet titled Financial Ratios provides a valuation computation tool for this scenario using PS and PE ratios. Simply insert the cd-rom, open the spreadsheet, and input your data. The model will calculate and generate the valuation for you. The model can be modified to incorporate more complicated components if you choose. In addition, a report entitled Valuation and the IT Industry: An Overview, is embedded in the model. This exclusive report shares the best practices of one of IT's most successful venture capitalists with respect to how he calculates information-technology valuations. Within these spreadsheets lies a wealth of critical information which every entrepreneur, venture capitalist, and executive should have at their fingertips.

Intellectual Property Law and Interactive Media Edward Lee Lamoureux, Steven L. Baron, Claire Stewart, 2009 The digitizing of intellectual property and the ease and speed with which it can be copied, transmitted, and globally shared poses legal challenges for traditional owners of content rights, for those who create new media, and for those who consume new media content. This

informative and accessible introductory text, written for students of media and communication, provides a comprehensive overview of the complex legal landscape surrounding new media and intellectual property rights. The authors present theoretical backgrounds, legislative developments, and legal case histories in intellectual property law. Copyright, patents, trademarks, trade secrets, personal torts (rights of publicity, defamation, privacy) are examined in U.S., international, and virtual contexts. Suitable as a primary text for courses focusing on intellectual property law in multimedia/new media, this book will also be useful for courses in media law. The information presented in the book is supplemented by freeforafee.com, a blog providing updates to students and instructors alike. A glossary of key terms is also provided.

Pause & Effect Mark Stephen Meadows, 2002-09-10 Interactive narrative is the cornerstone for many forms of digital media: web sites, interface design, gaming environments, and even artificial intelligence. In *Pause & Effect*, Mark Stephen Meadows examines the intersection of storytelling, visual art, and interactivity. He takes the key principles from these areas and applies them to the design, architecture, and development of successful interactive narrative. This provocative book will appeal to designers with its edgy aesthetic and artistic sensibility. Striking graphic and typographic imagery complement unique design features that encourage interactivity through varying levels of information, different navigational possibilities, and even

flip-book animations.

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Encyclopedia of New Venture Management Matthew R. Marvel, 2012-05-01 New venture management requires all the skills obtained within the typical MBA program, and then some. While those entering traditional management positions within established companies might expect to find established customers, a degree of predictability, formalized procedures, and earnings that may be taken more-or-less for granted, new ventures often are launched into highly dynamic environments characterized by rapid technological change, inherent unpredictability, and an uncertain cash flow. Such ventures often require rapid growth to succeed. While new ventures offer those who initiate them a high degree of independence, excitement, and potential for great reward, they also bring high risk, stress, and greater potential for failure. Thus, it takes a special set of skills, techniques, and temperament to succeed. These skills, along with the potential risks and rewards and environmental settings and characteristics, are explored in the Encyclopedia of New Venture Management. Features & Benefits: 150 carefully selected signed entries (each with Cross References and Further Readings) are organized in A-to-Z fashion to give students easy access to the full range of topics in new venture management. A thematic Reader's Guide in the front matter groups related entries by broad topical and thematic areas to make it easy for users to find related entries at a glance, with themes that include Entrepreneurial

Decision Making, Corporate Entrepreneurship, Entrepreneurial Marketing, Leadership & Human Resources, Financing & Development, and more. In the electronic version, the Reader's Guide combines with a detailed Index and the Cross References to provide users with robust search-and-browse capacities. A Chronology in the back matter helps students put individual events into broader historical context. A Glossary provides students with concise definitions to key terms in the field. A Resource Guide to classic books, journals, and web sites (along with the Further Readings accompanying each entry) helps guide students to further resources for their research journeys. An appendix includes the report, The State of Small Business.

Systems, Software and Services Process Improvement Fergal McCaffery, Rory V. O'Connor, Richard Messnarz, 2013-06-12 This volume constitutes the refereed proceedings of the 20th EuroSPI conference, held in Dundalk, Ireland, in June 2013. The 31 revised papers presented in this volume were carefully reviewed and selected. They are organized in topical sections on SPI Safety and Regulation Issues; SPI Lifecycle and Models; SPI Quality and Testing Issues; SPI Networks and Teams; SPI and Reference Models; SPI Implementation; Agile organisations and an agile management process group; Managing Diversity and Innovation; SPI and Measurement; Risk Management and Functional Safety Standards.

The Smart Startup John Elder, 2015-06-12 More people are starting tech companies today than ever before. Tech Incubators are popping up all across

the country, and shared office space is available everywhere. When people think about building a startup, they immediately jump on the seemingly tried and true path...find a co-founder, get into an incubator, start pitching venture capitalists on your business plan, then crush it! But there's another way...a better way...a smarter way....the Smart Startup way. In the Smart Startup, veteran serial entrepreneur John Elder describes his tried and true method for building startups without the need of a co-founder, an incubator, or venture capital money. John first started building Smart Startups in the mid 90's when he created one of the Internet's earliest advertising exchanges and sold it to a publicly traded company at the height of the first dot-com boom. After that he built a b2b biotech company and sold it to a group of investment bankers before developing one of the earliest desktop SEO software titles used by over three million people. If you've ever dreamed of starting your own online business, this is the book for you.

The Information Superhighway and Private Households Walter Brenner, Lutz Kolbe, 2012-12-06 Wolfgang Glatthaar International Business Machines (IBM), Gennany The rapid developments in information technology (IT) will continue through the coming years. New application areas will be added. Whereas the use of information technology in the past decade has been concentrated primarily on business and public administration, in future the suppliers of information technology will develop an increasing number of applications for the private household (see fig. 1). Traditional perspective: New perspective:

'IT-solutions for the IT-solutions for the company' private household ~ . . .
 . . . \ \ \
 . . . \ \ \ \ \ \ \ Fig. 1.

New perspective on information technology This development has already generated considerable market dynamics. Latest forecasts for the USA suggest that by 1996 at the latest the private household will present greater sales potential for home computers than business and public administration. VI Preface Up to now the use of information technology in the private household has not been regarded as highly significant by either business or science, even though PCs have become widespread in the private sphere. In the ESPRIT framework there have been individual projects dealing with home networks, and in a number of Asian and European countries, as well as America, experiments with interactive television are taking place. Internet and commercial online services are experiencing rapid growth. This application area for information technology in the private household, which is generating increasing business attention, must also be the subject of appropriate research activities.

IE2007: Proceedings of the 4th Australasian Conference on Interactive Entertainment ,2007

Interactive Novel Michael Neal,2003-01-14 With headlines full of scandals involving CEOs and billion dollar deals, names such as Enron, WorldCom, and Qwest echo through Wall Street where investors are more than a little skittish. So what happens on the other side of the business world-the world

of startup companies and entrepreneurs? Computer scientist and author Michael Neal provides a glimpse into this world as two young entrepreneurs navigate their way through the complex maze of venture capitalists and professional managers.

Entrepreneurial Finance Janet Kiholm Smith, Richard L. Smith, 2019-07-16
Entrepreneurial Finance: Venture Capital, Deal Structure & Valuation, Second Edition illustrates how the theory and methods of finance and economics can be used to guide strategic decision-making. This text prepares readers for a variety of situations that confront stakeholders in the rapidly evolving fields of entrepreneurial finance and venture capital, outlining ways to think from the investor's and entrepreneur's perspectives. Readers will find a unique and direct focus on value creation as the objective of each strategic and financial choice. The authors specifically address the influences of risk and uncertainty on new venture success and investment performance, devoting substantial attention to methods of financial modeling and contract design. Finally, they provide a comprehensive survey of approaches to new venture valuation, with an emphasis on applications. The second edition is thoroughly revised to reflect new data, research, and changes in practice in this fast-moving field. It has an increased focus on venture capital, while maintaining its hallmark coverage of the financial aspects of entrepreneurship. Updates throughout address technological changes that have the potential to dramatically change the landscape for finance,

such as recent innovations in contracting for early-stage ventures, artificial intelligence and machine learning, and Internet connectivity. Lastly, the book offers a companion website with a useful suite of resources for students and instructors alike, including spreadsheets, templates, simulation applications, and interactive cases and tutorials.

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Founder Turnover in Venture Capital Backed Start-Up Companies Martin Heibel, 2009-02-14 Martin Heibel analyzes founder turnover in German venture capital backed start-up companies. He develops two unique data sets specifically assembled through an experiment and an online survey. His in-depth analyses cover antecedents and performance implications of founder turnover. They combine venture capitalists' as well as entrepreneurs' perspectives on founder turnover, and yield detailed insights into the interaction between financiers and founders.

Connectivity and Knowledge Management in Virtual Organizations: Networking and Developing Interactive Communications Camison, Cesar, Palacios, Daniel, Garrigos, Fernando, Devece, Carlos, 2008-10-31 This book analyzes different types of virtual communities, proposing Knowledge Management as a solid theoretical ground for approaching their management--Provided by publisher.

Cross-media Promotion Jonathan Hardy, 2010 Cross-media promotion is one of the most salient characteristics in our modern media systems, arising out of

a context that involves virtually every level of media studies: media ownership, advertising and funding, technological trends, and regulatory issues--- the latter a specialty of the author of this book. These factors often work together, and Hardy is masterful in interweaving in an insightful but accessible way the complexity of media promotion.---From the Foreword by Matthew. P. McAllister, Penn State University --Book Jacket.

New Waves in Innovation Management Research (ISPIM Insights) Marcus Tynnhamar, 2018 Launched in 2011 to recognize the prolific contribution that PhD dissertations make to the field of Innovation Management, the ISPIM Dissertation Award selects three winners from the possible 100+ entries every year. Aided in the selection process by the generous support of Innovation Leaders, the ISPIM presents the awards at their annual Innovation Conference. With only three finalists being selected each year, many excellent submissions do not receive the recognition they deserve. To rectify this, the 2018 ISPIM Dissertation Award cast its spotlight beyond the top three dissertations and onto a much greater number of entries. Compiling the top 28 submissions received this year, 'New Waves in Innovation Management Research' is organized into six thematic sections that cover areas such as investments, collaboration, and creativity. Presenting a broad range of case studies and data from across global, this edited volume illustrates the breadth of research potential in the coming wave of innovation management. This book will be of interest to students, researchers and professional managers,

alike, who are interested in or actively involved in the latest research on innovation management.

Better Venture Erika Brodnock, 2023-09-11

Gear Up Lena Ramfelt, Jonas Kjellberg, Tom Kosnik, 2014-03-20 Transform your business idea into a high potential venture Big, bright and brilliant, Gear Up is an engaging and practical workbook for anyone looking to pursue a fresh business opportunity or grow an existing one. Developed at Harvard Business School and Stanford University, it's a bootcamp with clear, easy-to-follow steps to test your business idea, assess its potential and make it work! Based on a revolutionary 9-component framework, Gear Up offers entrepreneurs, intrapreneurs, innovative executives and business students a toolkit to bring their ideas to life and transform them into high potential ventures. Gear Up offers a useable business tool for assessing the needs of a business idea and helps you create a plan of action to promote business success. By working through the chapters of the book, you get to create a winning strategy based on recommendations tried and tested by executives around the world. Gear Up offers: - A step by step guide to help you build a foundation for your business opportunity - Solid business framework formulated from entrepreneurs, academics and real life experience - A highly practical workbook with visual, full-colour design and compelling layout Gear Up also comes with educators' support materials available at gearupventures.com PowerPoint presentations with teaching notes Online course materials Course

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The Enigmatic Realm of **Venture Interactive**: Unleashing the Language is Inner Magic

In a fast-paced digital era where connections and knowledge intertwine, the enigmatic realm of language reveals its inherent magic. Its capacity to stir emotions, ignite contemplation, and catalyze profound transformations is nothing in short supply of extraordinary. Within the captivating pages of **Venture Interactive** a literary masterpiece penned with a renowned author, readers set about a transformative journey, unlocking the secrets and untapped potential embedded within each word. In this evaluation, we shall

explore the book's core themes, assess its distinct writing style, and delve into its lasting effect on the hearts and minds of those who partake in its reading experience.

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materials from the Massachusetts Institute of Technology, and the Digital Public Library of America, which provides a vast collection of digitized books and historical documents. In conclusion, Venture Interactive books and manuals for download have transformed the way we access information. They provide a cost-effective and convenient means of acquiring knowledge, offering the ability to access a vast library of resources at our fingertips. With platforms like Project Gutenberg, Open Library, and various digital libraries offered by educational institutions, we have access to an ever-expanding collection of books and manuals. Whether for educational, professional, or personal purposes, these digital resources serve as valuable tools for continuous

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