

Technology Valuation – Methods and Techniques

21 – 22 October 2024
Matrix -T-Hub, Hyderabad

Course Agenda

21 October 2024 (Day 1): 10:00 am – 6:30 pm		
Program	Total Instruction Hours	Timing
1. Introduction to STEM, RTP pathway & CE credits	15 minutes	10:00am to 10:15am
2. Valuation methods – conceptual introduction <ul style="list-style-type: none"> ○ Technology Valuation critical concepts: Cost, income, discounted/cash flow methods of valuation ○ Gold Schneider Rule of thumb ○ Industry standards/comparable 	2 hours	10:15am to 12:15pm
3. Technology Evaluation and Case study <ul style="list-style-type: none"> ○ Evaluation vectors ○ Case study 1 – preliminary discussion of technology strength & market opportunity 	45 minutes	12:15pm to 1:00pm
Lunch Break		1:00pm to 2:00pm
4. Case study 1 – continued <ul style="list-style-type: none"> ○ Cash flow projections ○ Valuation with different approaches 	2 hours	2:00pm to 4:00pm
5. Pragmatic nuances <ul style="list-style-type: none"> ○ Patentability / patent strength & IP portfolio with differential protection ○ Modeling risk and uncertainty 	2.5 hours	4:00pm to 6:30pm

22 October (Day 2): 9:30 am – 1:30 pm		
Program	Total Instruction Hours	Timing
1. Day 1 recap & questions	15 minutes	9:30am to 9:45am
2. Case study 2 <ul style="list-style-type: none"> ○ Preliminary discussion – case context and approach ○ Team activity ○ Discussion of valuation with different approaches 	2 hours	9:45am to 11:45am
3. Pragmatic nuances <ul style="list-style-type: none"> ○ Term sheet structure & evaluation of alternate options ○ Q&A 	1 hour	11:45pm to 12:45pm
4. Assessment (digital assessment)		1:00pm to 1:30pm
Lunch Break		1:30pm to 2:30pm