



Early-Stage Technologies: Valuation and Pricing (Intellectual Property-General, Law, Accounting & Finance, Management, Licensing, Special Topics)

Richard Razgaitis

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Companies dependent on intellectual property are forced to decide which products they will develop years before the products would ever go to the market. This often occurs where there is no pre-existing history and no way for them to determine if the technology fits in with their other core product strengths. a guide to technology risk management, valuation, and pricing, and helped to identify key early-stage technologies and determine the value to their company. Offering backgrounds in the core concepts, sources of value, methods of valuation, equity realisations, and negotiation strategies, this text provides the six key methods of valuing technology: use of industry standards, ratings/ranking methods, rules of thumb, discounted cash flow, the Monte Carlo method, and auctions. Written by an expert with diverse experience in developing, valuing and licensing intellectual property, it draws on the expertise of those on the front lines of technology licensing, and gives case studies and techniques based on the author's real-world experience.

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