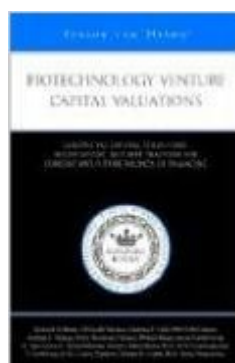


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# Biotechnology Venture Capital Valuations: Leading VCs On Deal Structures, Negotiations, And Best Practices For Current And Future Rounds Of Financing (Inside The Minds)



## Synopsis

Biotechnology Venture Capital Valuations is an authoritative, insider's perspective on biotech venture capital for both the venture capitalist and the entrepreneur. Featuring partners, presidents, and CEOs of top venture capital and investment firms, Biotechnology Venture Capital Valuations provides best practices for venture capitalists and entrepreneurs at all stages of investment with a focus on determining valuations and structuring deals. These industry experts discuss their strategies for considering a biotech investment, locating investment opportunity, assessing risk, and negotiating with the entrepreneur, as well as offering different valuation methods for a variety of common scenarios. This book provides valuable insight for those investing capital as well as those needing it, including explanation of the different goals of the venture capitalist and entrepreneur, common mistakes made on both sides, and how best to establish a productive relationship between the two. Entrepreneurs seeking to secure financing will benefit from the authors'™ advice on how to determine the target amount of capital, how to approach an initial meeting, and how to increase the chances of higher valuation. The different niches presented and the breadth of perspectives represented enable readers to get inside some of the leading minds of today, as these insiders offer up their thoughts around the keys to successful investment within this rapidly growing industry.

Chapters include: 1. Frederick R. Blume, Partner, CB Health Ventures, "A Venture Capitalist's™ Advice to Biotech Entrepreneurs: Guidance on How to Secure Financing for Your Enterprise"; 2. Charlotte P. Clark, Managing Partner, POSCO BioVentures, "Venture Capital in the Biotech Industry"; 3. Jonathan J. Fleming, General Partner, Oxford Bioscience Partners, "Biotech Venture Capital: A Look Back and a Look Ahead"; 4. William Kieger, President, Aurora Capital Group, "Assembling the Pieces of a Successful Deal"; 5. A. Dana Callow Jr., General Partner, Boston Millennia Partners, "Early-Stage Health Care Investing: The Core Company Approach"; 6. Alfred ("Buz") Brown, Ph.D., President, BCM Technologies Inc., "Locating and Investing in Biotech Opportunities"; 7. T. Forcht Dagi, M.D., Managing Partner, Cordova Ventures, "Relationships, Skills, and a Little Bit of Luck"; 8. Christine D. Copple, Ph.D., President & CEO, Starise Ventures Inc., "Biotech Venture Capital: A Contact Sport."

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