

Two days Hands on workshop on Technology Valuation

- Organized by IPFACE, Venture Center, NCL Innovations

LEARN	<ul style="list-style-type: none"> • How to assess the potential of a new technology • How to value technology/IP • Multiple approaches, methods for technology valuation • How to utilize this valuation in structuring a licensing deal 								
ORGANIZED BY	<ul style="list-style-type: none"> • IP Facilitation Center (IPFACE), Venture Center • NCL Innovations, CSIR-NCL 								
SUPPORTED BY	<ul style="list-style-type: none"> • Venture Center • BIRAC supported BioIncubator and the Biotech Ignition Grant Partnering programme at Venture Center • CSIR- National Chemical Laboratory, Pune 								
FOR WHOM	<ul style="list-style-type: none"> • Business Development/Tech Transfer professionals at research organizations • Technology entrepreneurs, innovators, R&D Managers • IP attorneys, IP professionals at IP firms, IP/ Patent support offices at companies and research organizations. • Students of technology transfer, commercialization 								
WHEN	Friday- Saturday, 23 – 24 September 2016 Time: 0900- 1715								
IPFACE LEAD	Ashutosh Prachand Phone: +91-20-25865876 Email: ashutosh@ipface.org								
WHERE	E-classroom, Venture Center, 100 NCL Innovation Park, Dr. Homi Bhabha (Pashan) Road, Pune-411008								
CONTACT	Ms. Lipika Biswas Phone: +91-20-25865877 Email: eventsdesk@venturecenter.co.in								
COST	<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="text-align: left;">Category</th> <th style="text-align: left;">Fees</th> </tr> </thead> <tbody> <tr> <td>Large companies</td> <td>10,000/-</td> </tr> <tr> <td>Micro, small & medium enterprises / Individual</td> <td>6,000/-</td> </tr> <tr> <td>Students with valid ID card/ Academic institutes & faculty / Non-profits/ VC resident companies/ IPFACE members</td> <td>3,000/-</td> </tr> </tbody> </table> <p>Limited seats: 30 ; First come first serve</p> <p>All details will be available on: http://www.ipface.org/workshops.php Register online at: https://goo.gl/forms/uWxm0461QNfVhojH2 (Registration closes on 20 Sept 2016 Last date to make payment - 20 Sept 2016)</p> <p>Note:-</p> <ul style="list-style-type: none"> • Fees paid is not refundable and non transferable under any circumstances. • Organizers reserve the right to accept or refuse or delay registrations so to optimize the composition of the group and hence maximize learning for all participants. 	Category	Fees	Large companies	10,000/-	Micro, small & medium enterprises / Individual	6,000/-	Students with valid ID card/ Academic institutes & faculty / Non-profits/ VC resident companies/ IPFACE members	3,000/-
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Introduction & objective

What is the worth of a technology? The answer to that question is not always straight forward. It depends. On how much value it would add to the buyer/licensee. On how large the end-market would be. On what rights the licensee wants. And on a host of other factors. So, to arrive at the sticker price for a technology/IP takes lot of probing, analysis, understanding the potential and limitations of a technology, financial modeling and...experience. And it certainly varies from case to case (i.e., there is no readymade model/solution that you could apply to all situations).

This course would provide a practitioner's point of view (no theory!) on how to go about valuing a given technology. Starting with technology assessment (a crucial first step in valuing technology), the participants would be introduced to financial models used in valuation (including a session on Excel basics) and resources and research tools (free) that could be used to gather market data. There would be case studies and panel discussions to bring in real world examples and multiple perspectives. The faculty for this course includes practicing tech transfer professionals, lawyers, technology managers, CAs—all with rich, hands on experience in technology and business valuation, across various domains.

Course includes

- Certification of Participation from Venture Center
- Access to restricted website with workshop slides, Excel templates for building valuation models, compilation of resources (book chapters, articles)
- Course includes tea and lunch at Venture Center cafeteria
- Free one-year reference membership for Venture Center Library

***Please note, the participants will have to arrange for their own travel/local transport and accommodation and dinners.**





- For accommodation (standard and budgeted hotels) please visit: <http://www.venturecenter.co.in/puneguide/standard.php>
- For accommodation (deluxe and luxury hotels) please visit: <http://www.venturecenter.co.in/puneguide/deluxe.php>
- For local transport details visit: <http://www.venturecenter.co.in/puneguide/taxi.php>

Workshop Schedule – Day 1

Time	Duration	Session title	Lead/ Participants
23 Sep 2015			
0900-0915	15 Min	Registration	Lipika Biswas
0915-0945	30 Min	Introduction to Venture Center and workshop	V. Premnath / Soma Chatopadhyay
0945-1015	30 Min	Understanding the transformation: From Lab to the Market (Technology Commercialization)	Magesh Nandgopal
1015-1115	45 Min	Technology assessment	Magesh Nandgopal
1115-1130	15 Min	Tea break	
1130-1215	45 Min	Structuring a technology deal 1: Prior to Valuation (Drawing boundaries, defining what is required, rights and duties, one-pager on scope, term sheet)	V. Premnath
1215-1300	45 Min	Technology Valuation 1: Finance Basics (Concepts: Discount Rate, IRR, NPV, Hurdle Rate, P/E ratio, P/Sales ratio, Making assumptions)	Magesh Nandgopal
1300-1400	60 Min	Lunch	
1400-1430	30 Min	Unearthing data using: Introduction to (free) Research Tools (and tricks)	Magesh Nandgopal
1430-1515	45 Min	Excel Basics – How to use formulas, build equations, spreadsheets, finance models	Sujata Bogawat
1515-1530	15 Min	Networking tea break and Group Photograph	
1530-1630	60 Min	Technology Valuation 2: Various approaches, models	Magesh Nandgopal
1630-1730	45 Min	Perspectives on Technology Valuation and Deal structuring	S. Sivaram, Chinmay Deodhar, Hasit Seth, Vivek Sadhale, Sujata Bogawat, G Prabhakaran Moderated by Magesh Nandagopal



Workshop Schedule – Day 2

Time	Duration	Session title	Lead
24 Sep 2015			
0930-1030	60 Min	Technology Valuation 3: Building a valuation model from scratch	Magesh Nandgopal
1030-1130	60 Min	Structuring a technology Deal 2: Post Valuation (upfront, royalty, risk-reward, milestone, equity models)	V. Premnath
1130-1145	15 Min	Tea break	
1145-1245	60 Min	Technology Valuation 4: Alternate methods, benchmarks, royalty rates, global examples	Magesh Nandgopal
1245-1345	60 Min	Lunch	
1345-1530	105 Min	Practice Session (Hands-on Valuation Exercise): <ul style="list-style-type: none"> Inventor interview – technology explained Entrepreneur interview – market need Preparing scope document, building valuation models, structuring deal (Group Activity) Preparing to pitch (2 slides) 	Magesh Nandagopal V. Premnath
1530–1545	15 Min	Tea break	
1545-1630	45 Min	Pitching your deal, feedback	Magesh Nandagopal V. Premnath
1630-1700	30 Min	Certificate Distribution and Closure	




Speakers(In alphabetical order of surnames)	
 <p>Sujata Bogawat</p>	<p>Founder and Director Advantage Business Consulting</p> <p>Sujata Bogawat is a Chartered Accountant and has a Business Management degree from NMIMS, Mumbai. She has diverse experience of over 15 years across manufacturing and services industries; including start-ups and not-for-profit companies. She has expertise in the field of financial management and accounting, auditing, legal and statutory compliance, budgeting and management reporting, and venture Capital and other fund raising.</p> <p>Sujata is a startup enthusiast and is very active in the Pune startup ecosystem. Sujata founded the Pune Chapter of Startup Leadership Program in 2012 and lead the SLP Program team for 3 years. She also serves as the Financial Expert in the NCL-Venture Center's NSTETDB Seed Fund Committee.</p>
 <p>Chinmay Deodhar</p>	<p>Founder and Director, Croleon Innovation Labs Pvt. Ltd.</p> <p>At Croleon Innovation Labs Pvt. Ltd, he is involved in design and development of medical devices for Robotic Surgery and Minimally Invasive Surgery. SIB Fellow (Stanford-India Biodesign) at All India Institute of Medical Sciences and Stanford University Pursued BTech (Engineering Design) and MTech (Automotive Engineering) from IIT-Madras</p>
 <p>Magesh Nandagopal</p>	<p>Scientist, NCL Innovations</p> <p>Magesh has over 16 years of experience in research, innovation management and technology commercialization. He has a PhD (in Polymer Science) and an MBA (in Finance) - both from the University of Connecticut, USA. As a scientist and technology manager in NCL Innovations – a division of CSIR's National Chemical Laboratory, Pune, he manages the large pool of technologies resulting from this lab, works with partners in taking technologies to the market, and has been instrumental in creating over half a dozen technology spinoffs. He is a co-founder of a technology startup providing high-throughput analytical solutions for the food industry. He has mentored dozens of innovators, entrepreneurs in creating, running tech startups and securing early stage funding.</p>
 <p>G Prabhakran</p>	<p>Head (Business Development Division)National Chemical Laboratory, Pune (To be confirmed)</p> <p>He has done MMS (Marketing), from Symbiosis Institute of Management, Pune University, Pune and MBA (Marketing & Finance), from Bharathidasan Institute of Management, Bharathidasan University, Tiruchirapalli.</p> <p>He analyzes, assess techno-commercial business information and market intelligence in order to identify potential business Partners. He also interacts with prospective customers with the purpose of developing business partnerships/ customer and identifies new business opportunities for NCL's knowledgebase.</p>

 <p>V Premnath</p>	<p>Head, NCL Innovations – the group within National Chemical Laboratory (NCL), Director- Venture Center</p> <p>Dr V Premnath is currently the Head, NCL Innovations – the group within National Chemical Laboratory (NCL) charged with the responsibility of championing the cause of technology innovation within NCL. Dr Premnath also provides leadership for the Intellectual Property Group at NCL – one of India’s leading IP management groups based out of research institutions. Dr Premnath is also the Founding Director of the Venture Center – a technology business incubator on NCL campus. Dr Premnath is also the Founding Director of CSIR-Tech Pvt Ltd – a technology commercialization company. Dr Premnath is also a Scientist, Polymer Science & Engineering Division at NCL with an interest in technology development for biomedical products.</p> <p>B.Tech. from the Indian Institute of Technology - Bombay and a Ph.D. from the Massachusetts Institute of Technology, USA. He has also been a Chevening Technology Enterprise Fellow with the Centre for Scientific Enterprises, London Business School and Cambridge University, UK.</p>
 <p>Vivek Sadhale</p>	<p>Co-Founder at LegaLogic</p> <p>More than Seventeen years of hands-on experience in Corporate Secretarial, Corporate Governance, Corporate Legal matters and Management Accounting, with exposure to Finance and Treasury functions with reputed Indian and Multinational organizations.</p> <p>Handled various complex corporate matters. I have been point person for a very successful IPO of Persistent Systems Ltd. in India, top tier venture capital investment and private equity funding, multiple M&A/takeovers, joint venture agreements. I have contributed significantly in establishing domestic/overseas offices and companies, designing Employee Stock Option schemes, negotiating foreign currency loans, HR documentation, dealing with IPR-related issues and negotiating international commercial and technology contracts. I have experience in dealing with matters relating to Software Licensing, Software Compliance.</p>
 <p>Hasit Seth</p>	<p>B.Sc, LL.B, LL.M (Commercial Law, Mumbai Uni., Gold Medal), LL.M in IP (FPLC,USA), Member of the New York Bar</p> <p>12+ years of experience in the legal field covering the whole value-chain of patents from invention (at EATON), drafting and litigation (US law firms Harness Dickey, F.Chau), licensing (at IPVALUE). Previously, he was a practicing counsel at the BOMBAY HIGH COURT. He has worked through law firms in US for clients like SIEMENS, IBM, PANASONIC, TRW, SEIKO-EPSON, LG, SAMSUNG and others. Until recently, he was the Asia Pacific IP counsel for EATON, a large diversified manufacturing MNC.</p>
 <p>S Sivaram</p>	<p>Ex-Director of NCL and Founder Chairman of Venture Center</p> <p>Master’s Degree in Chemistry from IIT Kanpur PhD (Organic Chemistry) from Purdue University Experience in research on polymer synthesis, high performance polymers and surface chemistry of polymers.</p>

About the Organizers

	<p>IPFACE aims to promote awareness and adoption of intellectual property rights amongst entrepreneurs and MSMEs in India while also making accessible high-quality IP services and resources. IPFACE is a project of the Venture Center supported by the Ministry of Micro, Small and Medium Enterprises, Government of India and National Chemical Laboratory, Council of Scientific and Industrial Research, India.</p> <p>For more information about IPFACE services, visit www.ipface.org</p>
	<p>The National Chemical Laboratory, India is a research, development and consulting organization with focus on chemistry and chemical engineering. It has a successful record of research partnership with industry. NCL Innovations is resource center of NCL that supports, promotes and champions the cause of technology innovations within NCL. The IP Group is one of India's leading IP management groups with around 120 new filings a year and a portfolio of 1500 patents. For more information about NCL Innovations & IP Group NCL, visit http://www.nclinnovations.org/</p>

Supported by

	<p>Entrepreneurship Development Center (Venture Center) – a CSIR initiative – is a Section 25 company hosted by the National Chemical Laboratory, Pune. Venture Center strives to nucleate and nurture technology and knowledge-based enterprises by leveraging the scientific and engineering competencies of the institutions in the Pune region in India. The Venture Center is a technology business incubator supported by the Department of Science & Technology's National Science & Technology Entrepreneurship Development Board (DST-NSTEDB). Venture Center's focuses on technology enterprises offering products and services exploiting scientific expertise in the areas of materials, chemicals and biological sciences & engineering. Venture Center is today India's largest inventive enterprise incubator. For more information, visit www.venturecenter.co.in</p>
	<p>National Chemical Laboratory (CSIR-NCL), Pune, established in 1950, is a constituent laboratory of Council of Scientific and Industrial Research (CSIR). CSIR-NCL is a science and knowledge based research, development and consulting organization. It is internationally known for its excellence in scientific research in chemistry and chemical engineering as well as for its outstanding track record of industrial research involving partnerships with industry from concept to commercialization. For more details: http://www.ncl-india.org/</p>
	<p>Biotechnology Industry Research & Assistance Council is a new industry-academia interface and implements its mandate through a wide range of impact initiatives, be it providing access to risk capital through targeted funding, technology transfer, IP management and handholding schemes that help bring innovation excellence to the biotech firms and make them globally competitive. For more information about BIRAC: www.birac.nic.in . The Venture Center's BioIncubator is BIRAC's BIG Partner and in that role organizes various events to support its mentoring activities for BIG Grantees.</p>