

The Funding Ecosystem

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Agenda

1. Types of funding
2. The main players
3. Evaluation and valuation
4. The mechanics of a funding round
5. Expectations and risk profiles
6. Growth and funding time-lines
7. Working with a board

1. Types of Funding

Forms of Funding

- Debt (loan)
- Equity (venture capital)

2. The Main Players

The Main Players

- Business angels
- Venture capital firms
- Lawyers
- Professors and universities
- Professional organizations

3. Evaluation and Valuation

Evaluation

- Team
- Idea / market
- Competition

Valuation

- Multiples

4. Mechanics of a Funding Round

Example Term Sheet

5. Expectations and Risk Profiles

Risk Profiles and Conflicts Interest

- Founders
- Business angels
- Early investors
- Late investors

6. Growth and Funding Time-lines

Funding Over Time

- Phases, Duration
- Pre-Seed, Seed, Series A, B, C...

7. Working with a Board

Summary

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6. Growth and funding time-lines
7. Working with a board

Thank you! Questions?

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