

# Acquisition and IPO Strategies for VC-backed Companies

INSIDE THE MINDS®

## ACQUISITION AND IPO STRATEGIES FOR VC-BACKED COMPANIES

LEADING VENTURE CAPITALISTS ON TIMING AN  
EXIT, WORKING WITH THE MANAGEMENT TEAM,  
AND UNDERSTANDING KEY MARKET FACTORS



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Acquisition and IPO Strategies for VC-Backed Companies is an authoritative, insiders perspective on the best practices for venture capitalists who are pursuing an exit. Featuring founders and managing partners of successful VC firms across the nation, these authors discuss the internal and external factors in timing an exit, as well as strategies for evaluating potential profitability. From understanding key market factors and the impact of different ownership structures to minimizing potential risks and working with members of the management team, these experts offer advice on how to position a company to execute the best possible exit. Additionally, these leaders analyze valuations, articulate the pros and cons of M&A and IPO strategies, and discuss how to deal with a bankruptcy scenario. The different niches represented and the breadth of perspectives presented enable readers to get inside some of the great minds powering the venture world, as experts offer up their thoughts around the keys to success within this facet of venture capital investing.

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