Calit2
TechPortal Incubator Launch

Michael Guiliana
Calit2 - IP in our Backyard

- Largest IP Firm on the West Coast, 3rd Largest in U.S.
- Strong legal and technical support
  - 272 attorneys (most are registered patent attorneys) (balanced between prosecution and litigation)
  - 35 paralegals (24 litigation and 11 trademark)
  - 24 Engineers and Scientists
  - 40 Summer Associates
Life Cycle of a Startup

Development

Conception
- New Product/Service

Initial Research
- Marketability/Patentability

IP
- Filing Patents/Trademark

Investment
- IP Due Diligence/Marketability

Strategic
- Targeted Disruptive Development

Conventional
- Standalone Profitable Newco

Exit
TechPortal Incubator

- High Quality IP Services Critical at Funding/Exit Valuations
- Incubators Offer Rigorous Screening
  - IP Provider Might Offer
    - Deferred Billing
    - Contingent/Deferred Billing (until next round of funding)
    - Pure Contingency (% of Proceeds)