



Approach varies with a given client's needs

Modified Market Approach 12-15 Hours

Step I

Historical Valuation

Valuations based on comparable transactions controlled for size, technology, and size & technology.

Step II

Theoretical Valuation

Valuations based on patent valuation econometric model, assuming various scenarios of strategic patents.

Step III

End Valuation

Determine the most reasonable valuation

Royalty Income Approach 24-30 Hours

Step I

Identification

Identify the relevant market and products

Step II

Analysis

Analyze the market share and structure

Step III

Estimation

Estimate Total Addressable Market (TAM)

Step IV

Calculation

Calculate royalty rate or lump sum payment

Step V

End Valuation

Determine the most reasonable valuation