



## WinStar is the Value Added Solution for Tech Transfer Projects

WinStar is a unique, cost effective global resource to facilitate technology transfer projects by introducing university transfer professionals directly to pre-qualified potential licenses, investors and acquirers. These include strategic corporate partners, venture capital providers, hedge funds and sector focused private equity investors.

WinStar applies its proprietary research methods to locate potential parties of interest, saving costs and valuable staff time. Unlike other services, WinStar is based on a fixed membership fee only. There is no brokerage commission or options charged for our service. We also offer a comprehensive step guide for university professionals for a greater understanding of the merger, acquisition and licensing process, including example agreements.

## WinStar Advantages

- **Complete Resource**  
Unique and comprehensive resource for all phases of Licensing and M&A transactions
- **Access 3,000,000 Companies**  
Global database system provides research access to 3,000,000 companies worldwide
- **Expert Guidance**  
Live experts available for process guidance from transaction initiation to completion
- **Webinars**  
Professional webinars with international licensing, venture capital experts
- **Insight Publications**  
Monthly M&A Global Insight publication with updates on deals, markets and valuation movements and professional webinars
- **Documentation Access**  
Example documents and templates including Contact Letters, Sales Presentation and Purchase and Sale Agreements for all phases of M&A transactions

## Licensee Searches and Research Reports

WinStar offers Licensee Searches and Research Reports based to a client's specific needs for potential licensees, buyers or acquisition targets. Licensees/buyers are reviewed based on a number of financial, ownership and M&A activity factors and are ranked for most likely licensee, buyer or seller candidates. Our research includes direct contacts, email addresses of prospective licenses and technology acquirers.

## About WinStar Membership

WinStar membership is open to all universities, research institutions and early stage venture funds seeking to commercialize their technologies for value. WinStar also provides relevant valuation research when pricing rounds for venture capital investments. We also provide relevant examples of potential exit valuation based upon trade sales and initial public offering values.

## WinStar Membership Benefits for University Tech Transfer Offices/ Academic

- Complete site access for training tech transfer staff and start-up company management
- Licensee Acquisition Search providing direct contacts
- Templates for Start-ups, Presentation Formats and Transaction Execution Steps/Timetable
- Multiple Valuation Techniques Applied
- Example Legal Documents
- Monthly Interactive Webinars with M&A Professionals
- Monthly subscription to Winchester M&A Insight
- Expert Consultation available
- Affordable fixed fee structure to meet University budgets

For further information and subscription:

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## History

### WinStar and Winchester Capital

Winchester Capital was co-founded in 1986 by Ceasar N Anquillare JP and the Harriman Family Office, then part of one of America's largest private banks, Brown Brothers Harriman. Winchester has represented universities, corporate strategics, private equity funds, family offices and technology transfer companies in mergers, acquisitions and licensing transactions with execution in over 40 countries, including technology commercialization from Yale University, the Massachusetts Institute of Technology and University College London. Winchester has also acted as a principal investor in early-stage technology companies through institution partnerships.

Following 35 years of research and mergers & acquisition (M&A) industry practice, WinStar was created as the dedicated vehicle of Winchester Capital to support universities research institutions and entrepreneurs and other global clients with the tech transfer process and commercial value realization.

### Global need for Tech Transfer Licensing / M&A Resources

We created WinStar to address the growing global need for Licensing and M&A resources. Universities are focused on extracting more value from technology transfer. WinStar enables university tech transfer teams to add leverage to their capabilities and accelerate the pace of deal-making for multiple project applications.

## Contact Us



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The Global Resource for University Tech  
Transfer Services and International Licensing

