

Suggested HBS Cases for Smith, Smith and Bliss, *Entrepreneurial Finance*, 2011

Case ID	Case Name	Topic	Year (rev.)	Book Chapter
5-295-134	Aberlyn Capital Management	Concerns management of a venture leasing firm	1993	2, 3
9-202-055	Acme Investment Trust: January 2001	A passive investor's decision to invest in a venture capital fund; incentive issues explored	2001	3
9-295-028	Apex Investment Partners: April 1995	Investment decision and deal evaluation by a venture capital firm. Can be used for valuation or contracting	1995	8, 10, 13
9-295-111	Anasazi Exclusive Salon Products, Inc.	Strategic options and financing issues for a venture that has underperformed its projections. Can be used for comparison of real option strategies or outside investor valuation.	2003	4, 5, 9, 10
9-295-105	ARCH Venture Partners: November 1993	Management of a venture capital firm around creation of a new fund	1993	3
9-396-015	At Play Productions (A - C)	Strategic partnering decision of a venture. Can be used to emphasize strategic choices, financial modeling, or deal evaluation and negotiation. Parts A through C focus on negotiation.	1994	5, 7, 11, 12 4, 6, 7, 12, 13
9-809-086	Avid Radiopharmaceuticals	Decision to respond to the macro-economic slump of late 2008 and the prospect of taking on venture debt.	2009	2,13, 14
9-396-016	Beechwood Spouts (A -C)	Business angel investment decision. Can be used for valuation or financing sources from the perspective of the investor. Part B concerns active involvement by the investor.	1993	10, 15 9, 10, 12, 13
9-898-162	Beta Golf	An incubator evaluates options to commercialize a golf club technology.		2, 4, 14
9-298-093	BCI Growth III: May 1993	Mezzanine venture capital investor's investment decision	1993	3, 14
9-286-059	Centel Telemanagement, Inc. (A-B)	Investment process of a venture capital firm, involvement with the venture, and deal structure. Part B concerns deal structure.	1995	3, 12, 13
9-392-077	The DAG Group	Individual's efforts to start a new venture by evaluating the options of purchasing an existing business, de novo entry, or	2006	4, 11

		abandonment of the concept.		
9-297-046	The Fojtasek Companies and Heritage Partners: March 1995	Alternatives for harvesting investment in an established private business, including buy-out and leveraged recapitalization.	1995	15
9-802-141 9-802-142	Endeca Technologies (A-B)	Evaluation of competing term sheets	2003	3, 13
9-298-070	Genset-I989	Discusses start-up strategy at a French, start-up biotech firm. Real options are central.	2001	2, 4
9-297-096	Genset IPO (A-B)	CEO of Genset must decide whether to take a biotech company public, and whether to do a dual offering in both France and the U.S. The case also explores the business models in genomics research.	2001	15
9-295-017	Hamilton Test Systems, Inc.	Partners' efforts to acquire a business through a highly levered transaction. Emphasizes how to finance and structure the acquisition.	2010	11, 14
9-286-058	Horizon Group	Development of an early financing of a software venture. Case is relevant to staging, strategic and business planning and financing sources.	1997	2, 4,14
9-201-076	Honest Tea	Developing an expansion and financing strategy	2001	14
9-899-165	Hotmail	Addresses valuation from a VC's perspective		3, 10, 12,
9-293-087	ImmuLogic Pharmaceutical Corporation (Abridged & A –C)	Examines a company's decision to go public—valuation, market timing, product-market strategy issues. The B and C parts deal with developments in the market around timing of the decision.	1991	15
9-108-010	Lightspeed Venture Partners— International Expansion	Examines issues related to investing in India and the expansion plans for a VC firm	2007	3, 16
9-810-041	Nantucket Nectars	Examines the exit decision	2009	15
9-205-031	Pacific Salmon Co., Inc.(and Excel spreadsheet)	Addresses valuation and financing issues	2006	10.14
9-291-015	Parenting Magazine	Negotiating outside corporate investment in a magazine venture from the perspective of the entrepreneur	1990	11. 14
9-805-032	Right Now Technologies	Analysis of the decision between IPO and acquisition; also,	2010	14, 15

		discussion of bootstrapping		
9-808-101	Rubbish Boys	Analysis of franchise financing as a growth strategy	2008	2, 14
9-206-027	Spyder Active Sports (with spreadsheet)	Valuation of a private company and the process of harvesting wealth, along with its impact on the owner and his family	2004	11, 15
9-801-358	Term Sheet Negotiation for Trendsetter	An entrepreneur compares two term sheets to evaluate which will add the most value	2004	13
9-805-033	Valhalla Partners Due Diligence	An analysis of due diligence process	2004	3, 13
9-397-081 (-82- 83)	Vermeer Technologies (C-E)	Evaluates acquisition integration, as the company is acquired by Microsoft	1997	15
9-899-062 (-03-04-05)	Walnut Venture (A-D)	The series evaluates contracts that underlie the investment, including the investment memorandum, term sheet, and the negotiations that occur	1999	3, 13
9-295-127	Xerox Technology Ventures: January 1997	Corporate venture capital investing.	1997	3, 14
5-804-060	Zipcar: Refining the Business Model	Overview of perceiving an opportunity, developing a business plan and securing start-up financing	2005	1, 2, 4, 14