

WICHITA TECHNOLOGY

C O R P O R A T I O N

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Rob Koger
Director of Business Development

Overview:

As Director of Business Development, Mr. Koger is primarily responsible for new deal flow generation, technology assessment, and validation of financial and commercial potential of investment opportunities. He also has the due diligence responsibility on potential investments and is involved in negotiating terms and details related to venture transactions. Mr. Koger is also involved in the support of portfolio companies by providing business consulting services including; competitive analysis, fund raising, financial modeling, valuation, business model refinement, as well as general business consulting and strategic planning.

Prior to joining WTC, Mr. Koger worked in various business development roles for Koch Industries and Koch Industries' subsidiary, INVISTA, where he was responsible for assisting with financial modeling and due diligence efforts in analyzing potential acquisition opportunities. Mr. Koger has experience in the energy industry where he was a market analyst for the commercial supply and trading organization for ConocoPhillips in Houston Texas, a role which was responsible for assisting in determining the optimal crude-oil slate for proprietary refining assets. Prior to pursuing his MBA, Mr. Koger worked for UBS' Private Client Group where he was responsible for assisting high net-worth individuals with estate planning techniques.

Education & Certifications:

Masters in Business Administration (MBA) – Finance, Rice University
Bachelor of Arts - Economics, Middlebury College

Professional Affiliations:

Angel Capital Association (ACA) – Member
Association of University Technology Managers (AUTM) – Member
KTEC PIPELINE
National Association of Seed and Venture Funds (NASVF) – Member
National Business Incubation Association (NBIA) – Member
Vioneering Wichita
Wichita Chamber of Commerce