

The background of the slide is a light gray gradient with several realistic water droplets of various sizes scattered across it. The droplets have highlights and shadows, giving them a three-dimensional appearance.

14TH ANNUAL BIOTECHNOLOGY ENTREPRENEURSHIP BOOT CAMP

SUNDAY JUNE 3RD & MONDAY JUNE 4TH

Aligning Objectives & Concerns

Customer = Investor = Acquirer

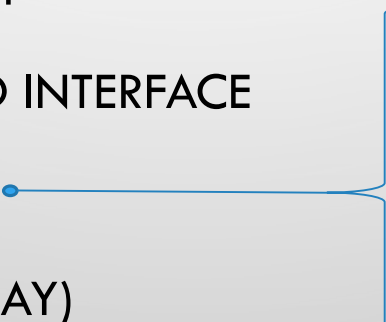
Targeting your investor

- Fund Charter
- Timing/Age of Fund
- Find Sponsor/Advocate
- Value of Deal to Fund

*A poorly planned and ill-provisioned
journey ↑ probability of failure*

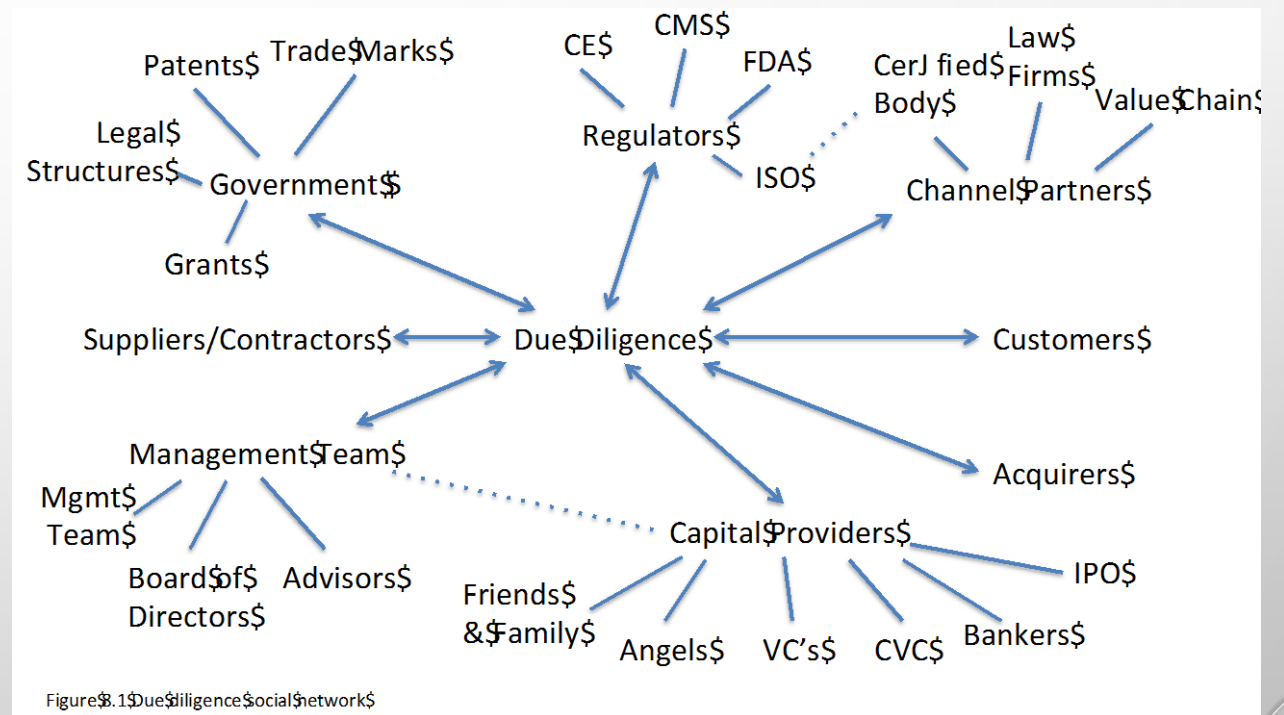
DETERMINE IF THE TECHNOLOGY IS A PROJECT, PRODUCT OR COMPANY

ADDRESS THE BUSINESS PLAN INGREDIENTS W/ SUB-TOOLS:

- INTELLECTUAL PROPERTY STRATEGY
 - REIMBURSEMENT AND PRICING STRATEGY
 - REGULATION AND CLINICAL STRATEGY
 - PLANNING THE MARKETING AND R&D INTERFACE
 - CAPITALIZATION OF THE VENTURE
 - CHANGING PRICING MODELS (TUESDAY)
- LEGAL STRUCTURES
 - VALUATIONS & CAP TABLES
 - THE VC VETTING PROCESS
 - KNOW YOUR NUMBERS
- 

INGREDIENT SKILLS ARE FOLLOWED BY MORE COMPLEX RELATIONSHIPS TO BUILD REPUTATION

- BUILDING THE ENTREPRENEURIAL TEAM
- CREATING A PITCH BOOK THAT INDUCES EXCITEMENT
- WORKING WITH THE MEDIA
- LEARNING TO LICENSE & PARTNER
- FORMING STRATEGIC ALLIANCE
- CORPORATE GOVERNANCE
- DUE DILIGENCE SUPPORT YOUR STORY



OUR CEO'S EXPRESS THE DECISIONS REQUIRED AT DIFFERING PHASES OF THE JOURNEY

FOUNDING TO SEED

- M. TEPPER – CORBUS PHARMACEUTICAL
- E. GOLUCH – QSM DIAGNOSTICS
- I. STONER – OCTOGON THERAPEUTICS

SEED TO EARLY-STAGE & BEYOND

- J. BEHRENS – SIAMAB THERAPEUTICS
- A. KALINAUSKAS - – TORIGEN PHARMACEUTICALS
- SAMUEL STRAFACE & MARK PETERS

MEDROBOTICS

OUR PANELS ADVISED CEO'S TO MATCH VALUE EXPRESSION TO CONSTITUENT NEEDS

BRINGING IN THE ANGELS

- EDWARD ROSS
- AMY SIEGEL

FEEDBACK VIEWS

- A. SIEGEL – S2N HEALTH
- S. FERGUSON – NIH
- J. FOLEY – AQUA PARTNERS
- D. GROSS – PA DRUG INSTITUTE
- B. CHEN – IGNATIUS TRANSACTIONS
- K. DOYLE – SAUL EWING
- M. GUNN – NPR
- T. JAMBULINGHAM – ST JOSPEH'S UNIVERSITY
- E. ROSS – MASSMEDICAL ANGELS
- J. JORDAN – CMU
- D. SMITH – PEPPER HAMILTON
- C. GALLAGHER – NEA
- R. MILLER – PEPPER HAMILTON
- H. SAFFERSTEIN – COGNITION
- D. LIN – BIOLOGICS CONSULTING

VENTURE CAPITAL IS AN INSTITUTIONALIZED SEARCH FOR OUTLIERS — KIM KAMDAR

Planning & Navigational Tools To ↓ risk ↓ \$

DETERMINE IF THE TECHNOLOGY IS A PROJECT, PRODUCT OR COMPANY

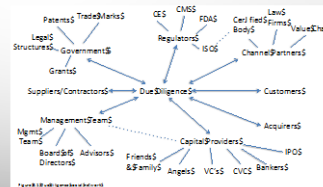
OFFER SPECIAL TOPICS TO HELP YOU ANTICIPATE THE FUTURE

- INDUSTRY SPECIFIC VIEW
 - EMERGING BIOTECHNOLOGY BUSINESS MODELS (TUESDAY)
- EMERGING TOPICS
 - APPLICATION OF LEAN AND AGILE PRINCIPLES (TUESDAY)
- MARKET CYCLE OR VALUE CHAIN SHIFTS
 - PRICING OF BIOTECHNOLOGY PRODUCTS (TUESDAY)

Complex Relationships to Build Reputation

INGREDIENT SKILLS ARE FOLLOWED BY MORE COMPLEX RELATIONSHIPS TO BUILD REPUTATION

- BUILDING THE ENTREPRENEURIAL TEAM
- CREATING A PITCH BOOK THAT INDUCES EXCITEMENT
- WORKING WITH THE MEDIA
- LEARNING TO LICENSE & PARTNER
- FORMING STRATEGIC ALLIANCE
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Real-world CEO's Share Gray Space Decisions

OUR CEO'S EXPRESS THE DECISIONS REQUIRED AT DIFFERING PHASES OF THE JOURNEY

OUR PANELS ADVISED CEO'S TO MATCH VALUE EXPRESSION TO CONSTITUENT NEEDS

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