

Entrepreneur Resources December 2020

- Each month we'll highlight resources, founder conversations and hot topics to help you move your ideas forward.
- If you have resources that you'd like to share, please reach out to your licensing associate or EIR to have them included in the next update.
- I have added recordings of virtual events from the previous month in case you missed them.



Articles and Tools

- What skills do you need to build up as a <u>startup CEO</u>?
- Hiring best practices in the life sciences
- How to build your <u>founding</u> team
- 7 <u>expenses</u> you might not be prepared for
- How to compete with the 800lb gorillas
- When you're negotiating with the 800lb gorilla—how to win
- 8 Tips for a winning <u>SBIR</u>
- Due Diligence <u>Checklist</u>
- 5 mistakes you don't want to make with your <u>startup</u>



SBIR Series

8 Tips for Writing a Winning Proposal

Part 3 of 4—the Research Plan





Indie Bio Pitch Day--Recorded

Link to SF—NYC also available



IndieBio San Francisco Demo Day 2020

Our class of 19 companies are debuting at Demo Day for SF Class 10 and NY Class 01.

EVENT DETAILS

The past 6 months have illustrated the dire need for innovative biotech to address pressing needs in human and planetary health crises.

IndieBio is proud to present its 'pandemic class,' founders who rose to the challenge of building paradigm-shifting companies during the largest infectious disease pandemic in a century. Each company was selected to be part of the elite IndieBio community because they were driven by a mission to improve human and planetary health.

Switch to IndieBio New York Demo Day 2020



Climate Competition

Link to apply



Apply

Applications for the 2021 will open around November 1st, 2020.

Save the date!

Nov 1st, 2020 - Applications open

Feb 5th, 2021 - Applications close

Beginning Mar 2021 - Semifinalists + mentors announced

Apr 8th, 2021 - Semifinals

Apr 15th, 2021 - Finals

*This year, the semifinals and finals will be held virtually



<u>Link</u> to upcoming events—note you can sign up for office hours once registered





Petri Dish recordings

<u>Link</u> to the full line-up including George Church, Daphne Koller, and Stan Lapidus



Thank you for joining us for our first virtual summit and networking event on September 16th, 2020! Below are the recorded sessions from the event.

Recorded Sessions

Link to recording



Sorry We Missed You

How To Prevent a Terrible, Horrible, No Good, Very Bad Day for Your Life Sciences Start-up:

Lessons Learned From Company Formation, Drug Development, Partnering, and Due Diligence Nightmares

COLLABORATION / irtual event-Recording

Slides and Link to recording

Johnson Johnson INNOVATION

"Destination: Collaboration - Preparing for the journey of due diligence" Recording **Link**

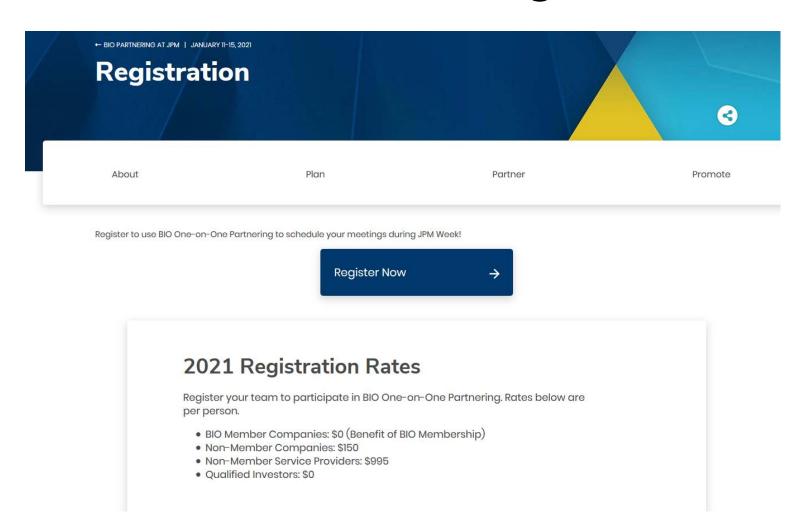
Colorize the Blueprint for your Biologics Clinical Trial Application

December 1, 2020 [webinar]

Start at the End: What to Show the Regulators?

15:30-17:00 CET 09:30-11:00 am EST





Doesn't get cheaper than this! Link



Johnson Johnson INNOVATION

REGIONAL BRIEF | BAY AREA

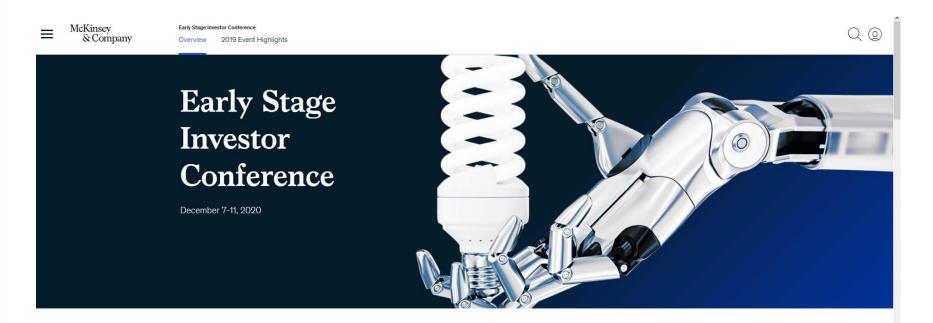
Link



Whether you're pitching for dilutive or non-dilutive funding, to venture capital investors or to government funders, success can hinge upon your pitch. We gathered a group of experts including startups who have successfully raised money, a venture investor and government funder who hear pitches from startups, and renowned communication expert, John Bates, who helps bring it all together. Following the panel discussion, for a pre-selected group of individuals, John will analyze 90 second pitches and provide live feedback so we all can learn.

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McKinsey Links: Register or Pitch



Grow. Connect. Expand.

recorded Events—coming up and

<u>USC Stevens</u> has some great events recorded and more coming up through Summer of 2021

Oct 21 3pm

Founders Keepers: Role of Faculty Founders in the Startup World

Startup founders face many challenges, from securing investment to creating critical partnerships with industry and in the marketplace. Faculty founders juggle these...

Oct 28 1pm

Meet the Investors: Versant Ventures

Presenter: Clare Ozawa, Managing Director | Versant Ventures Versant Ventures is a leading healthcare investment firm committed to helping exceptional entrepreneurs build the...

Nov 4 1pm

Hot Topic: Drug Repurposing

Presenters: Antoinette F. Konski, Partner and Daniel R. Shelton, Senior Counsel Foley & Lardner, LLP Drug development takes an enormous amount of time, money and effort....

Nov 10 1pm

Anatomy of a License

Presenters: Karin H. Immergluck, Executive Director | Stanford University – Office of Technology Licensing Seth Levy, Partner/Co-chair, Life Sciences Practice | Nixon...

Hot Topic: Artificial Intelligence and the Physical Sciences: Beyond Data Science, Autonomous Vehicles and Consumer Preferences (Oct. 14, 2020)

Presentation by Daniel Schwartz, Partner at Nixon Peabody. View the recording on YouTub

Forming Your Company: Capitalization ("Cap") Tables and Strategies (Oct. 7, 2020)

Presentation by Anurag Agarwal, Principal (Life Sciences) at Osage University Partners and Mustapha Parekh, Special Counsel at Pillsbury Winthrop Shaw Pittman LLP. View the recording on YouTube.

Hot Topic: Alice and Software Patents (Sept. 30, 2020)

Presentation by Jeff Sheriff, Associate at Pillsbury Winthrop Shaw Pittman LLP. View the recording on YouTube.

Adding Value to Patents and Their Role in Commercial Success (Sept. 23, 2020)

Presentation by John Wetherell, Ph.D., Partner at Pillsbury Winthrop Shaw Pittman LLP. View the recording on YouTube.

Patent Fundamentals, Drafting and Prosecution (Sept. 16, 2020)

Presentation by Ketan Vakil and Jeffrey Morton, Ph.D., Partners at Snell & Wilmer. View the recording on YouTube.

Meet the Investors: Osage University Partners (Sept. 9, 2020)

Presentation by Kirsten Leute, Partner at OUP. View the recording on YouTube.

Life Sciences Collaborations During the Pandemic (July 29, 2020)

The webinar series kicked off with a presentation by Seth Levy, Partner at Nixon Peabody LLP. View the recording on YouTube.

Caltech