

Entrepreneur Resources February 2021

- 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

- 7 Questions with the Founder of Evernote (Sequoia)
 - What is the hardest step in building a successful company?
- Want to watch videos about term sheets and negotiations instead of reading about them? Check this <u>series</u> out from a16z
- Pitch deck best practices from the investor side
- How to calculate wet lab space by the person—and the benchmark
- Quick tip: There are *two* key tests a startup needs to pass to be fundable. Pass both and your business model is on track!
 - Narrative test: The story makes sense
 - Numbers test: The numbers make sense
- Filling your knowledge gaps—it's easier than you think!
- <u>Cold email tips</u>—how to increase the chance of a reply





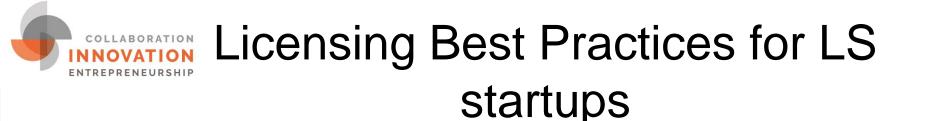
Hiring

There are also HR specialists and recruiters who can help by area, just ask Helen or Julie for referrals

- <u>https://www.ptsadvance.com/about-us/life-sciences-team/</u>
- BCLA—sends a blast in their monthly newsletter
 - Send request to Kathy Grotsch
- Caltech has a job board for undergrad-postdoc
- <u>AWIS</u>—sends a personal email to their local group with your posting
 - Send request to Karineh Petrossian or Lining Zhu
- SWE has a Career Center you can advertise through
- <u>MedTechColor</u>—sends a personal email to their group with your posting
 - Send request to Ashley Hollingsworth
- <u>Scale Health</u>—is a subscription platform that has a lot of resources for part time business leaders in your company
- Insperity HR—full service HR service with a'la carte plans and pricing



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- Columbia University has a set of recommendations and considerations for improving Life Science licensing <u>discussions</u> with tech transfer offices in collaboration with VC
- The output also provides a good overview of key financial and control terms in a license <u>agreement</u>





Recorded Events

Link to <u>event</u>; You can also view the recording for the LIVE Q&A <u>here</u> as well. (Access Password: 6n*v2jHC)

Johnson-Johnson innovation

THANKS FOR REGISTERING Medical Device Startup: The Path from Academia to Company





Upcoming event

<u>Link</u>

February 9, 2021

The 'Invisible' Future of Health Monitoring

11:00AM-12:30PM EST 8:00AM PST 5:00PM CEST

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Link to registration

Every day you get sent a guide and an Excel worksheet on ONE useful formula.

We start with the absolute basics and then build you up to do more complicated things.

If you stick with it, and study every single day, within a month you will be better than 95% of people you know.

You won't be able to build the crazy ass templates I offer you though, to be clear. That will take you years of practice. But you WILL be able to undertake all sorts of analysis, understand complicated models... and never look clueless again!

Does that sound awesome? I think it's worth the commitment, but you have to commit.

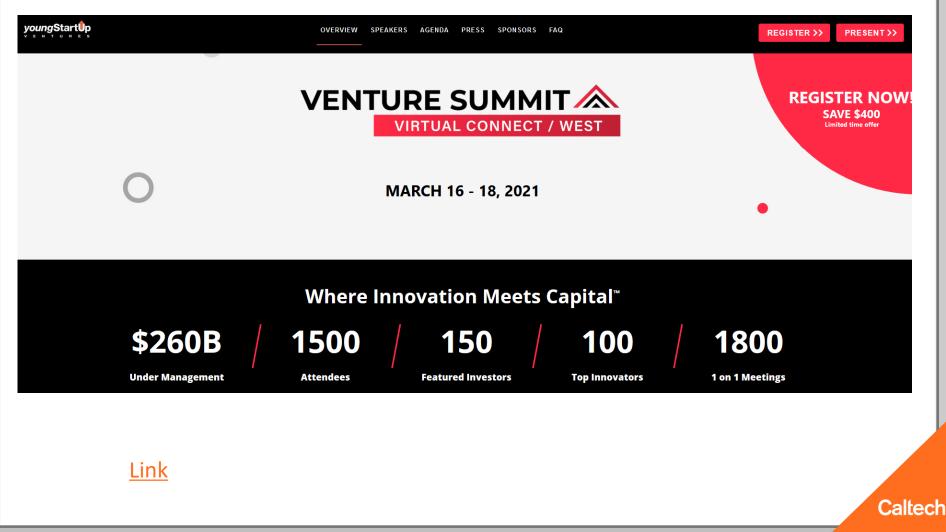
it will make dealing with Cap tables, ESOPs, financial models a lot easier.

To join, simply hit this link: I don't want to live in the dark anymore. Let's become an Excel boss!





[°] Great list of VCs to mine even if you're not presenting at this one



Biocom LS Conference 2021



COLLABORATION

HOME SPEAKERS

COMPANY PRESENTATIONS WHY ATTEND

REGISTRATION SPONSORS

BIOCOM'S GLOBAL LIFE SCIENCE PARTNERING CONFERENCE

Registration is Now Open for 2021

FEBRUARY 23RD TO 25TH, 2021 - THE 2021 CONFERENCE WILL BE FULLY VIRTUAL

It's all virtual this year

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YC is coming up!

Apply to YC on Your Schedule

By Stephanie Simon

Admissions



YC News January 14, 2021

We want to better support founders by giving them access to YC whenever it's best for them, regardless of our batch timeline. While it has always been an option to apply year-round to YC, we're now formalizing it with an early deadline.

Now, founders can apply for an early interview to the Summer 2021 batch. If we receive your application by **Wednesday, January 27 at 8pm PT**, we will consider you for an early February interview (instead of regular interviews, which begin in late April).

Although the Summer 2021 batch won't officially start until June, if you're accepted early, you'll gain access to many YC resources immediately.

Aside from this additional deadline, we've also put more systems in place to review more applications and interview more founders throughout the year. We know every day counts for startups, especially in the early days, and we hope this gives founders more flexibility.

Apply here.

<u>Link</u>

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Applications NOW OPEN for Springboard Enterprises' 2021 Health Innovation Hub: Life Science

App <u>link</u>

COLLABORATION

Springboard is now recruiting women-led life science and healthcare companies seeking growth funding and connections to experts and strategic partners for product development and expansion. Areas of focus for the program include (but are not limited to) drugs, therapeutics, diagnostics, medtech, and medical devices. Our <u>2021 Health Hub</u> programming has a special focus on women's health innovation.

Applications will be open through February 15th (priority deadline February 11).



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Upcoming Event

Johnson Johnson INNOVATION





February 9, 2021

The 'Invisible' Future of Health Monitoring

11:00AM-12:30PM EST 8:00AM PST 5:00PM CEST





Upcoming Event

February 3rd event, <u>register</u> to get the recording.

Market Access and Life Cycle Aspects of Medical Technology Products

Interactive event about the lifecycle stages of medical devices and IVD.

This interactive event will provide an overview of the respective stages of the Lifecycle of a Medical Device and IVD, from the early patent stages through development, regulatory, clinical and commercial aspects, to exit strategies.

Event Speaker



Jaap Laufer Medical Director, Emergo Group

