Entrepreneur Resources
November 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 it takes to move from academe to start-up from Sanjay Mistry at J Labs
• Listen in on some great pitches in a recent Jlabs competition and check out the competition
• You won’t be great at everything. How to identify where you need to build your team
• Management rights letters and why you get asked for them
• Need a family office? Check out this resource
• Medium articles:
  – Expenses that most don’t prepare for
  – How you compete against big boys and win and how to negotiate and win with bigger companies
  – How to deal with a broken co-founder
  – Top skills in a start-up CEO
Hot Topic: Data Rooms

- Check out this [review](#) on the top contenders.
- Securedocs is one we see used a lot around Caltech but iDeals is up and coming (and cheaper). Check out this [comparison](#) here.
- Considerations in a dataroom:
  - Can I track who downloads the documents?
  - Can I control editing and permissions in the room to prevent accidental deletions and changes? Timers for access?
  - Is there a watermark per access (VC, etc) to ensure any distribution is recorded?
  - Is it easy to use and organize all kinds of documents, not just simple pdfs?
Accelerator Program: Digital Health

**Nex³** runs high quality accelerator activities across the country. San Diego is focused on Digital Health.

**A leader in Digital Health.**

Nex Cubed has established itself as a leader in Digital Health, becoming one of the most active Digital Health Investors in the U.S., and recognized as a top 10 Digital Health Accelerator in the world.

<table>
<thead>
<tr>
<th><strong>28</strong></th>
<th><strong>$40</strong></th>
<th><strong>$175</strong></th>
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<tbody>
<tr>
<td>Digital Health Portfolio Companies</td>
<td>Raised by Digital Health Portfolio (Millions)</td>
<td>Enterprise Value (Millions)</td>
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<tr>
<td><strong>50+</strong></td>
<td><strong>22+</strong></td>
<td><strong>43+</strong></td>
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<tr>
<td>Digital Health Investor Advisors</td>
<td>Digital Health SME Advisors</td>
<td>Digital Health Mentors</td>
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Accelerator Program and more: Petri.bio

Petri brings together funding, coaching and support functions over one year as part of their flagship program. But they do interim programming for bio + engineering start-ups in between. Check out their [website](#) for more information.
Nature Spin-Off Prize apply now!

**AWARD | 10 AUGUST 2020**

**The Spinoff Prize**

The Spinoff Prize has been established by Nature Research in partnership with Merck to showcase and celebrate global excellence in the commercialisation of research, through the creation of spinoff companies.

**Apply by 15th November 2020 23:59pm GMT**

Recommend a friend... show more
Virtual event-Recording

Link to recording

October 8, 2020

[ONLINE VIA WEBINAR]
The Great Debate: Debt vs. Equity
Balancing both to maximize your company’s potential

1:00PM - 2:15PM PT
4:00PM - 5:15PM ET
10:00PM - 11:15PM CEST
Virtual Event—coming up McKinsey conference

McKinsey Links: Register or Pitch
Virtual Events—coming up and recorded

USC Stevens 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: Claire 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. Immergut, Executive Director | Stanford University – Office of Technology Licensing Seth Levy, Partner/Co-chair, Life Sciences Practice | Nixon...

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

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 Kefan 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.