

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 [startup CEO](#)?
- [Hiring](#) best practices in the life sciences
- How to build your [founding](#) team
- 7 [expenses](#) 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 [SBIR](#)
- Due Diligence [Checklist](#)
- 5 mistakes you don't want to make with your [startup](#)

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

Petri—Founder Series

[Link](#) to upcoming events—note you can sign up for office hours once registered

November 10 // 12 - 1 PM



FOUNDER SPEAKER SERIES

Early-stage crossroads decisions in bio + engineering

Tuesday November 10, 2020

Talk @ 12 - 1PM EST

Office Hours @ 1- 2 EST by sign up



BILL BRADY

 **KULA BIO**

[Register now](#)

Office hour sign-up information will follow registration.

Petri Dish recordings

[Link](#) 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

Virtual event-Recording

Link to [recording](#)



FISH.
FISH & RICHARDSON

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

Virtual event-Recording

[Slides](#) and Link to [recording](#)

Johnson & Johnson INNOVATION

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

Virtual Event Recording

Recording [Link](#)

**Colorize the Blueprint for your
Biologics Clinical Trial
Application**

Virtual Event Recording

December 1, 2020
[webinar]

Start at the End: What to Show the Regulators?

15:30–17:00 CET
09:30–11:00 am EST

← BIO PARTNERING AT JPM | JANUARY 11-15, 2021

Registration

About

Plan

Partner

Promote

Register to use BIO One-on-One Partnering to schedule your meetings during JPM Week!

Register Now



2021 Registration Rates

Register your team to participate in BIO One-on-One Partnering. Rates below are per person.

- BIO Member Companies: \$0 (Benefit of BIO Membership)
- Non-Member Companies: \$150
- Non-Member Service Providers: \$995
- Qualified Investors: \$0

Doesn't get cheaper than this! [Link](#)

Virtual event coming up

Johnson & Johnson INNOVATION

REGIONAL BRIEF | BAY AREA

[Link](#)

RAISING FUNDS – IN THE VIRTUAL WORLD
DEC 15 | 10:00 AM PT | ONLINE



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.

Virtual Event—coming up McKinsey conference

McKinsey Links: [Register](#) or [Pitch](#)



Grow. Connect. Expand.

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: 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 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 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.