COLLABORATION INNOVATION ENTREPRENEURSHIP

Entrepreneur Resources June 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!**

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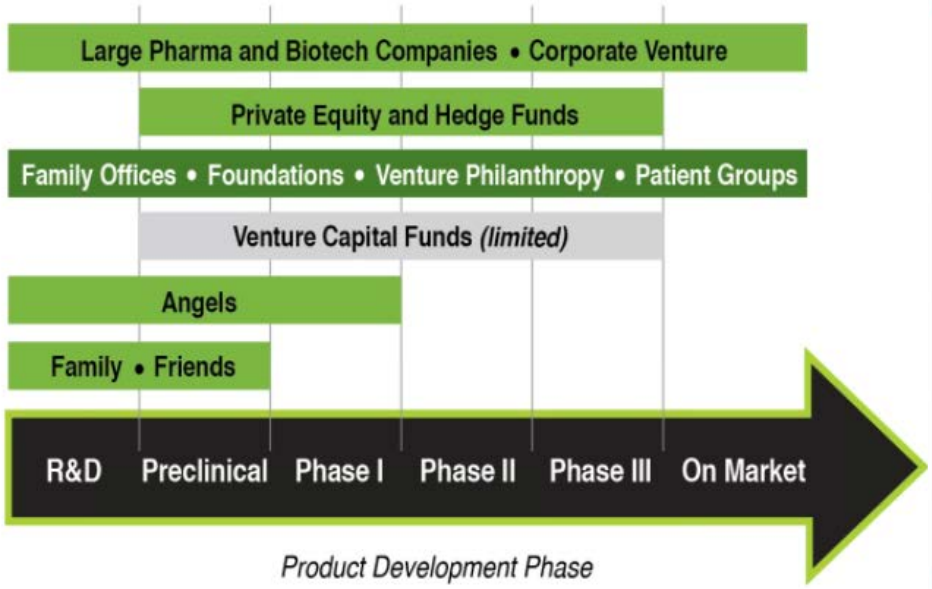
Articles and Tools

- Pear VC has an amazing set of recorded lectures on topics across business models and targeted to first time entrepreneurs including non-dilutive funding and lessons for student founders
- Entrepreneur's Handbook for Life Scientists is well written and covers all major topics of start-up life.
- Virtual Accelerator Batches—what will they look like?
- YC is sponsoring Female Founder Fridays. Tune in for tips from those who are making it happen
- HR basics—what you need and when—great summary article from Y Combinator
  - Free HR Startup Handbook Template
  - Easy Onboarding plan. They push Trello and Smartsheet will do the same
- Preclinical ADME explained
- Funding 101: the main archetypes in funding and how to choose

Hot Topic: The cost of fundraising for follow-on rounds for life science companies

Time/opportunity cost is 12-18 months for your CEO + CSO/CTO if you're making the "road trip"



Campaign Component	Typical Cost
Creating and maintaining your branding, messaging, marketing collateral and web presence for a year	$25,000 - $30,000
One conference per quarter, travel and expenses	$12,000 - $20,000
1-2 week road trip per quarter, two people	$10,000 - $15,000
Global target list of investors and campaign infrastructure	$10,000 - $12,000
Legal and processional fees	$10,000 - $20,000
TOTAL	**$67,000 - $97,000**

Source: Life Science Nation

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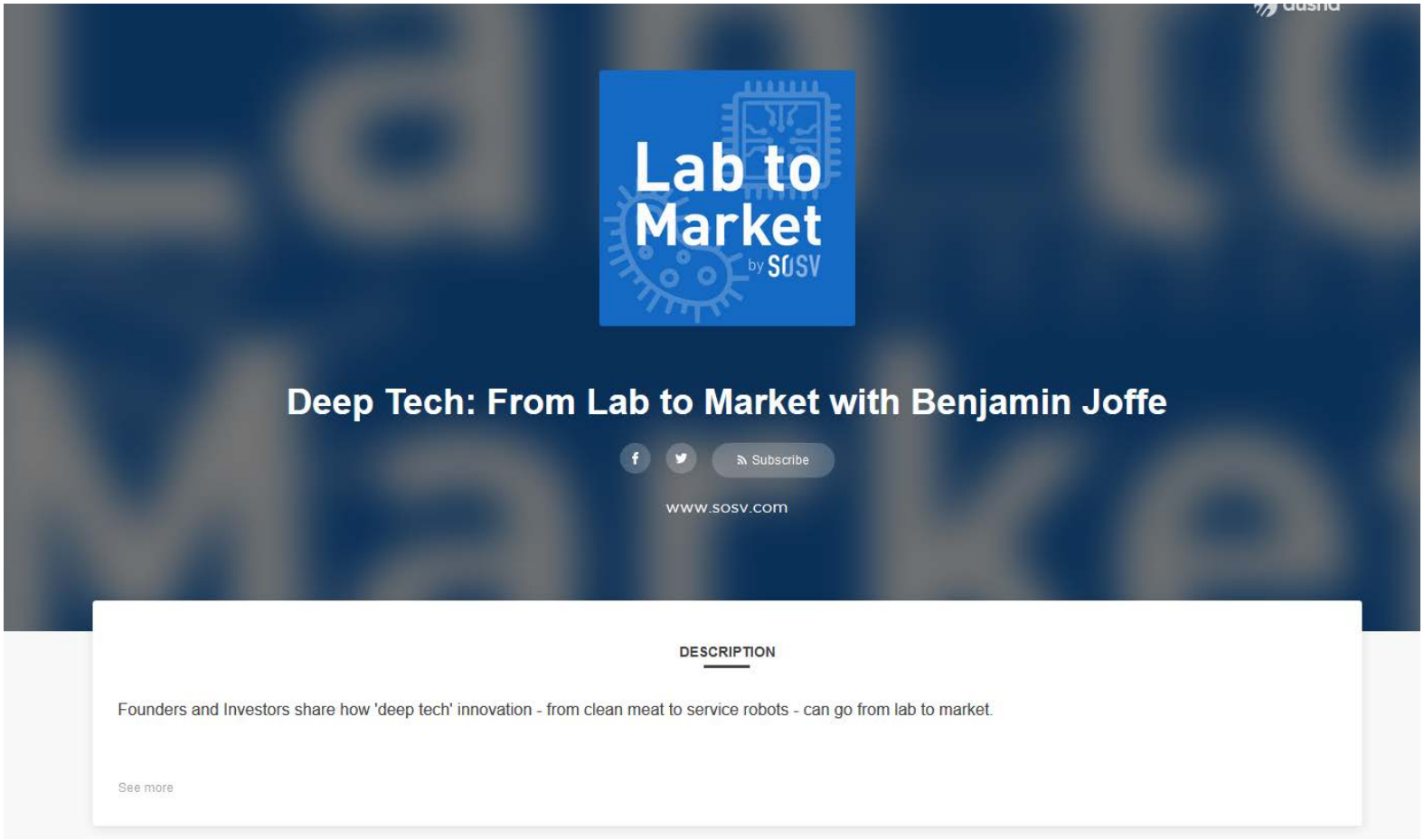
Deep Tech Podcast

Check out this new podcast from SOSV—get oriented to the main VCs in the space, their philosophies and what they are looking for



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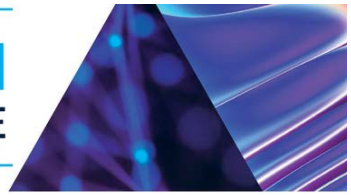
Pitch Competition

FIRST LOOK SOCAL | INNOVATION SHOWCASE



First Look SoCal 2020

We are now accepting applications for teams to present at the First Look SoCal Innovation Showcase presented by the Alliance for SoCal Innovation, Alexandria Real Estate Equities, and LAVA.

event details

September 15, 2020
10 AM - 8 PM
The Westin Pasadena

directions

Presented by

Alliance for SoCal Innovation · ALEXANDRIA. · LAVA Los Angeles Venture Association

WHY APPLY?

The First Look SoCal Innovation Showcase is an annual conference celebrating the best early stage teams commercializing tech and life science breakthroughs from SoCal's top research institutions.

The event will provide unparalleled opportunities for startup teams to connect with top-tier investors, successful series entrepreneurs, and industry leaders.

UPDATE RELATED TO COVID-19 POSTPONEMENT
To assist startup teams impacted by the postponement of this event to September, Alexandria Venture Investments and the Los Angeles Venture Association are offering virtual strategic feedback as well as select investor introductions to interested startups that apply.

Teams must apply to participate in the showcase in order to receive the assistance.

KEY DATES & DEADLINES

Applications must be submitted by Friday July 31 (deadline 11:59 PM, Pacific)

Final lineup announced Friday August 14

Showcase on Tuesday September 15

Link to application

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Virtual events

Slides

And Recording

This one has passed but the slides and recording are here to watch!

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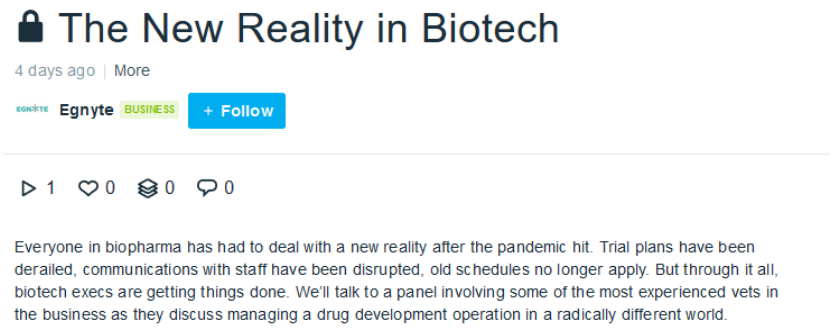
Virtual Events

- New reality in Biotech panel
- This was a panel featuring leaders in life science companies and how business is changing today and in the future



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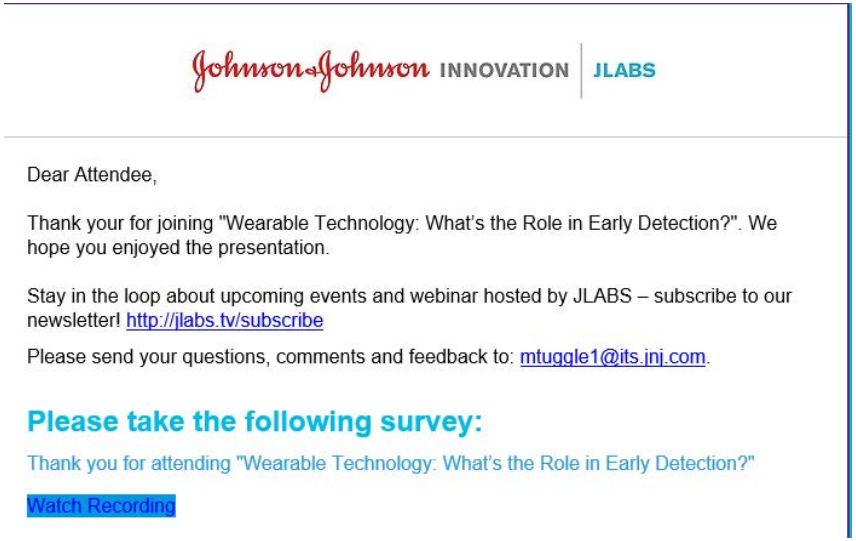
Virtual Events

Wearable technology link



Johnson & Johnson INNOVATION | JLABS

Dear Attendee,

Thank your for joining "Wearable Technology: What's the Role in Early Detection?". We hope you enjoyed the presentation.

Stay in the loop about upcoming events and webinar hosted by JLABS – subscribe to our newsletter! http://jlabs.tv/subscribe

Please send your questions, comments and feedback to: mtuggle1@its.jnj.com.

Please take the following survey:

Thank you for attending "Wearable Technology: What's the Role in Early Detection?"

Watch Recording

Virtual-Insurance and Benefits 101

Below is the link to the recording of the webinar.

Stay in the loop about JLABS - subscribe to our newsletter!
https://jlabs.jnjinnovation.com/subscribe

If you have any further questions for the speakers, please contact them:
Tara Kochis-Stach tara@slonepartners.com
Kevin Mirsky Kevin.Mirsky@MarshMMA.com
Chris Schmid Chris.Schmid@MarshMMA.com

Check out our upcoming events https://jlabshub.splashthat.com/
May 13 | Wearable Technology: What's the Role in Early Detection?
May 14 | #WFH | The New Frontier: Tips and Tricks for Remaining Productive
May 19 | A Labor of Love: Identifying Solutions to Save Mother's Lives in the US

If you have any questions on how to apply to become part of JLABS, please visit www.jlabs.jnjinnovation.com.

Best,
JLABS Team

Please send your questions, comments and feedback to: rrabanil@its.jnj.com.

Please take the following survey:

Insurance and Benefits 101 Feedback Survey

Watch Recording

Package, box insurance, oh my!
Deductibles, co-pay, dependent share and more
Check out the Link to learn all about it

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Life Science Benchmarks

Plan	CA Biotech Benchmark
Medical HMO - Copay	HMO $15
Medical PPO – Deductible	PPO $250
Dental PPO – Annual Maximum	$2,000
Vision - Frequency	12/12/12
Life Insurance	2x to $400K
Long Term Disability	60% to $12,000
Short Term Disability	60% to $2,500
Employer Contribution	90% EE/ 81% Dependent

Benchmark reflects MMA CA Bio Tech / Life Science (500 companies, average size 75 employees)

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Start-ups Serving Start-ups

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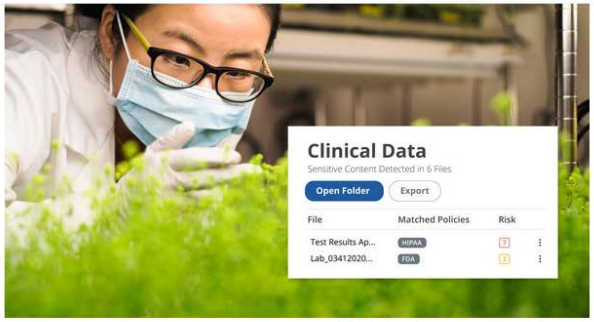

Comply With GxP and Part 11 Regulations

Teams that develop medicines, food and devices involved with human health, are expected to follow GxP, including compliance with FDA 21 CFR Part 11 or Annex 11. Egnyte makes it easy to manage documents and data and follow these requirements through modern software, a validation package, and ongoing support to maintain compliance. Our life sciences cloud solutions integrate auditing, reporting, access controls, and robust governance to ensure that you are audit ready. Egnyte enables you to meet these regulations rapidly, inexpensively, and easily.

Secure Sensitive Data Across Repositories

Sensitive data is being generated and stored in numerous repositories in your organization - file servers and SharePoint, for example - and accessed by many external parties. This creates tremendous risk for you as data-privacy laws emerge (e.g. GDPR, CCPA, etc.). The Egnyte platform's data protection and security capabilities for life science organizations help you manage those risks by monitoring access in real time, tracking sensitive data using machine learning, and mitigating security threats across numerous platforms and repositories.

Make compliance and data sharing simple: Egnyte

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Resources

CET
fueling innovation

Who We Are | Programs | Facilities | News | Podcasts | Events | Contact | Startup Tool Kit

STARTUP TOOL KIT

CET seeks to help entrepreneurs find and access the resources, training and other tools they need, when they need them. We are updating our toolkit materials with original content and often cited sources from the startup community on a regular basis. Please feel free to share your favorites so we can consider adding them to the collection.

Link