

# Entrepreneur Resources

## October 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

- Why Wet Lab Space is so Expensive
  - Life Science start-ups pay 10X more than engineering start-ups. Check out how to explain this to your investors
- Top 50 medical device design companies
  - Anthroware comes highly recommended as a smaller alternative
- Need to make a really hard protein do just what you want? Mosaic Biosciences can get it done..for a price.

# Need a part-time CFO?

<https://www.danforthadvisors.com/>

**Danforth Advisors**  
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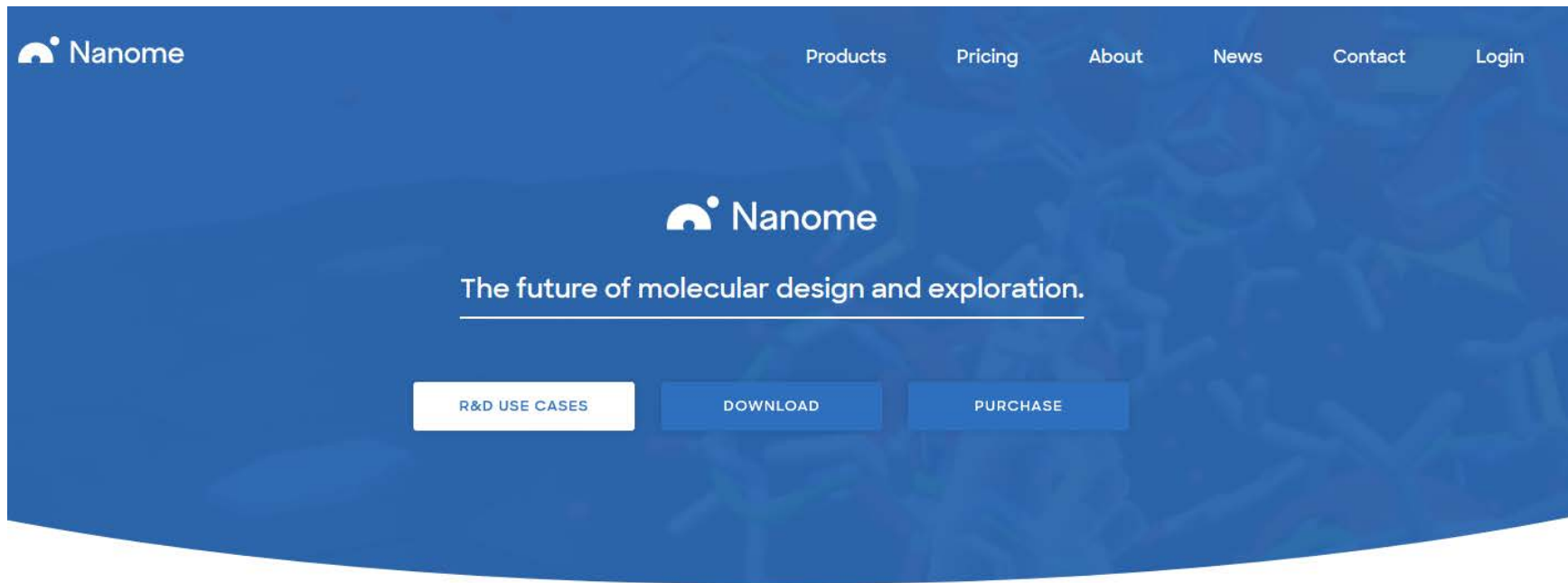
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## Finance Support and Strategy for Life Science Companies

Finance is in our DNA; life science and healthcare are where we specialize. From strategic CFO advisory to operational accounting, we provide the financial leadership and backbone to companies from inception through exit. Our team is custom-built to serve yours.

# Nanome

- Nanome makes structure based 3D modeling affordable across sites and users



# VCS rated and reviewed

Remember you rate them too! Request [access](#) as a founder to share the best (and worst)

## VC Guide

Anonymous fund & investor partner reviews by founders for founders.  
NPS scores for VC's.

### September 2020 Edition

We only provide review access to founders to protect the integrity of the reviews.

Alongside anonymous review access, we also provide community catered lists of investors & funds to our VC Guide Founder Community. We will reach out after we perform a reference check to make sure review access is being provided to founders.

All reviews are anonymous.

[Request Access to VC Guide Founder Community](#)

[Leave a Review](#)

# Funding Opportunities

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## Meet the VC DATE CHANGE

LAVA's 12th Annual "Meet the VC" has now been changed to **October 13th, 2020 from 1pm to 2:30pm.**

[Visit www.LAVA.org to Register](http://www.LAVA.org)

**Also coming up this month... scroll down for community events! \*Info about Meet the VC with updated date and time\***

October 13, 2020 1pm-2:30pm

### **LAVA's 12th Annual "Meet the VC"**

Entrepreneurs apply to participate in a round robin of reverse speed dates with VC and Angels who have come to introduce their investment thesis to 100 entrepreneurs approved to participate.

For more info visit [www.lava.org](http://www.lava.org)



# AI-LA Oct 13-15 event

AI LA Life Summit 2020 Promo

Watch later Share

**AILA** Artificial Intelligence Los Angeles

Presents

## Life Summit 2020

October 13-15th, 2020

**VIRTUAL**

Day 1 Reflect Day 2 Recenter Day 3 Reimagine

[www.joinai.la](http://www.joinai.la)

The image is a promotional video thumbnail for the AI LA Life Summit 2020. It features a light blue background with abstract, textured shapes in shades of blue and red. The text is centered and includes the event title, dates, and a navigation menu for the three days of the summit. A play button icon is overlaid on the text 'Day 3 Reimagine'. The URL 'www.joinai.la' is located in the bottom right corner of the video frame.

[Reg Link](#)

# Wilson Sonsini Life Science Investment Forum

[Link](#) to registration

Make sure to put the referral in as **Matt Bresnahan**. He tracks all our Caltech submissions and will make sure you are prioritized!

## APPLY NOW!

### Calling Entrepreneurs and Life Sciences Start-Ups

Wilson Sonsini Goodrich & Rosati is pleased to present the *Life Sciences Investment Forum* to be held Wednesday, December 2 to Friday, December 4, 2020 via a virtual platform. The forum is a unique opportunity for investors to connect with promising life sciences start-ups to discuss potential funding and/or collaborations.

#### How It Works

Life sciences companies apply to privately pitch their company/idea for investment. Participating investors will individually review company submissions in advance and select the applicants with which they would like to meet. Each meeting will be approximately 30 minutes.

Interested companies with a focus in therapeutics of all types (excluding digital and device-based therapeutics), diagnostics, tools, or synthetic biology may submit an online application and a one-page executive summary with a non-confidential presentation deck.

#### Wilson Sonsini Life Sciences Investment Forum

Event Dates: December 2 – 4, 2020

#### Submission Deadline:

Friday, October 9, 2020

[REGISTER NOW](#)

#### APPLICATION DEADLINE

Friday, October 16, 2020, 11:59 p.m. PDT

#### Criteria for Submissions:

In order to be considered, companies must have a focus in **therapeutics** of all types (excluding digital and device-based therapeutics), **diagnostics, genomics, tools or synthetic biology**.

#### To Apply:

1. Submit a company application form.
2. Provide a combined PDF executive summary and non-confidential presentation deck.

#### \*Executive summaries should include:

- a summary of technology and the business opportunity
- a listing of executive management team and their experience.

For more information, please contact Lori Doyle via email: [ldoyle@wsgr.com](mailto:ldoyle@wsgr.com).



# Nature Spin-Off Prize apply now!

[Link](#)

**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](#)



[Award home](#)

[About the award](#)

[Apply now](#)

[FAQ](#)

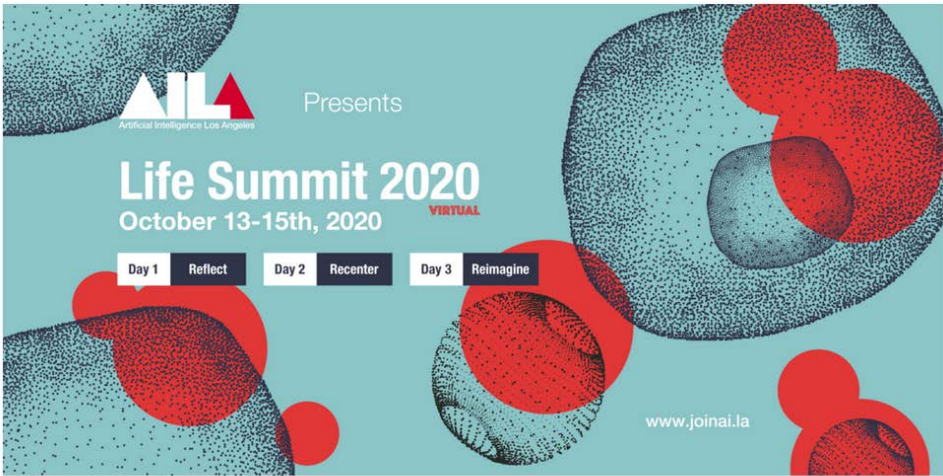
[Judges](#)

[2020 Winner and Finalists](#)

[Media](#)




[Sponsor](#)

# AI LA Summit including VCs



[Link](#)

SPEAKER LIST & REGISTRATION

<p><b>Reflect on our COVID-19 response</b></p> <p><b>Day 1 Topics</b></p> <ul style="list-style-type: none"><li>Hackers Without Borders</li><li>Global Pivot with XPRIZE</li><li>Mental Health Support with AI</li><li>LA's COVID-19 Response</li><li>Telehealth</li><li>Health Systems Stressed</li></ul> 	<p><b>Recenter with Research</b></p> <p><b>Day 2 Topics</b></p> <ul style="list-style-type: none"><li>Robot-assisted Surgery</li><li>Deep Learning</li><li>Investors Roundtable</li><li>High Performance Computing</li><li>AI Applications in Ophthalmology</li><li>AI in Healthcare</li></ul> 	<p><b>Reimagine Science</b></p> <p><b>Day 3 Topics</b></p> <ul style="list-style-type: none"><li>Fighting Cancer</li><li>AI Wet Labs</li><li>Quantified Self</li><li>Biohacking</li><li>Synthetic Biology</li><li>Programmable Molecular Robots</li><li>Sustainable Living Systems</li></ul> 
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# Virtual Event—coming up McKinsey conference

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



Grow. Connect. Expand.

# Virtual Event Coming Up

[Link](#)

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

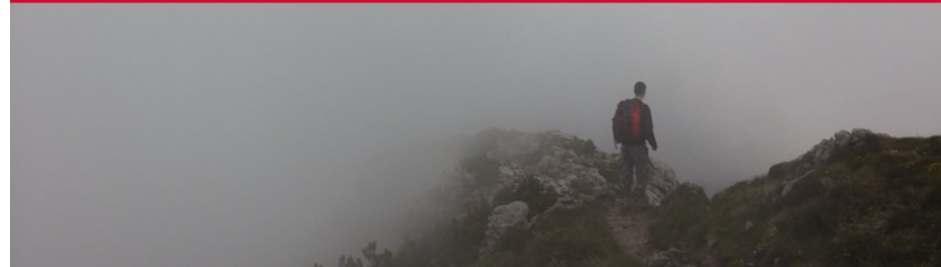
10:00PM - 11:15PM CEST



# Virtual Event—coming up

**DESTINATION: COLLABORATION – PREPARING FOR  
THE JOURNEY OF DUE DILIGENCE**  
OCT 29 | 8:30 AM PT | ONLINE

[Link](#)



Landing the deal is only the first step on the path to a potentially successful partnership. The due diligence process doesn't have to be painful if you have the right preparations in place ahead of time.



**Sanjay Mistry, Ph.D.**  
*Head of JLABS @ San Diego,  
Johnson & Johnson Innovation*



**Toni-Junell Herbert**  
*Partner,  
Baker-Hostetler*

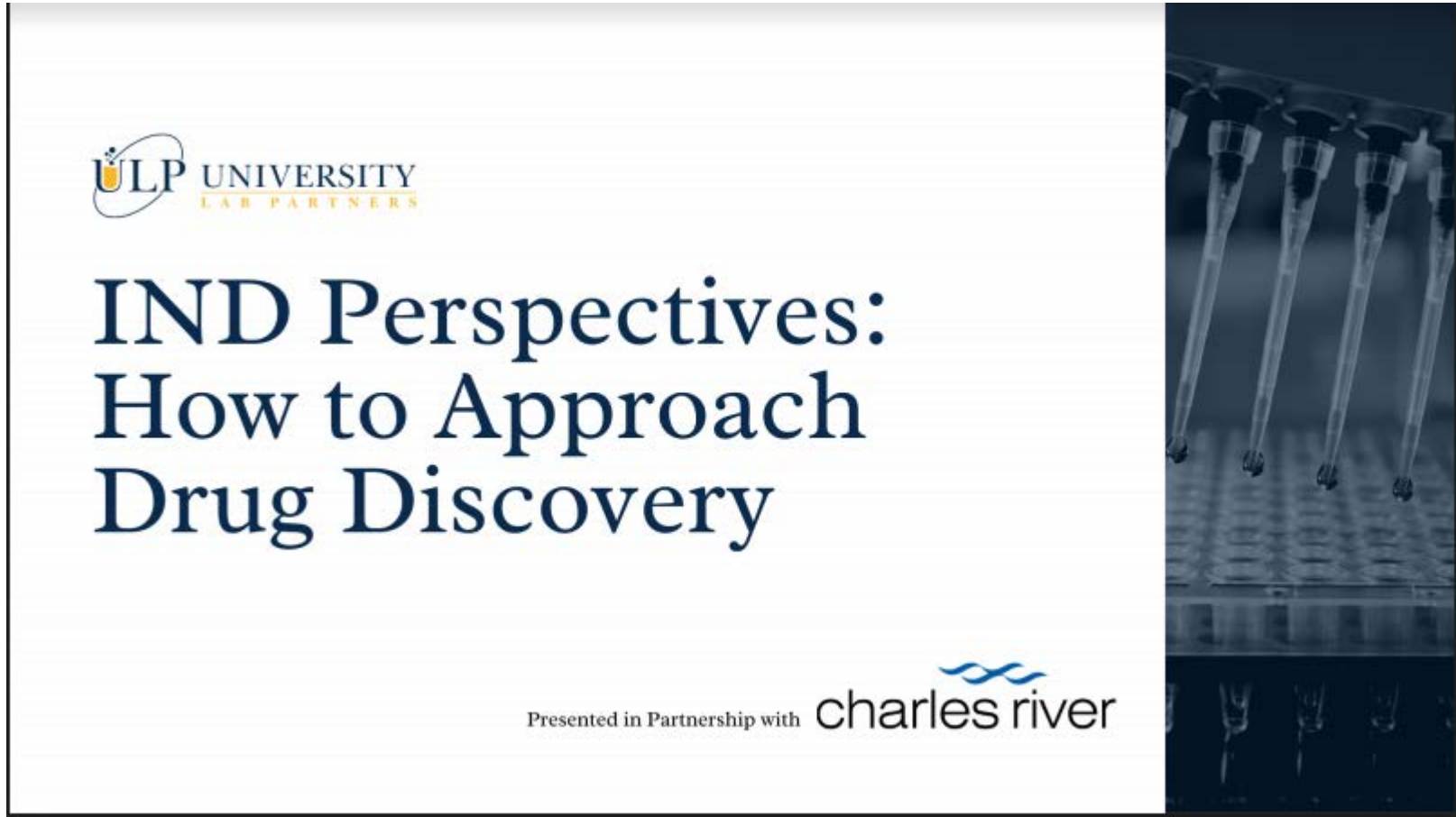
**REGISTER NOW >**





# Virtual event-replay

Slides

Recording



 **IND Perspectives:  
How to Approach  
Drug Discovery**

Presented in Partnership with  **charles river**



# Virtual event-replay

Link to [recording](#); Link to [slides](#)

## A Glimpse Into the Mind of the Investor

### Tips & Tricks to Raising Your Series A

#### Johnson & Johnson Innovation – JLABS Notice

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