

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 [series](#) 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!
- [Cold email tips](#)—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

- <https://www.ptsadvance.com/about-us/life-sciences-team/>
- [BCLA](#)—sends a blast in their monthly newsletter
 - Send request to [Kathy Grotsch](#)
- Caltech has a [job board](#) for undergrad-postdoc
- [AWIS](#)—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
- [MedTechColor](#)—sends a personal email to their group with your posting
 - Send request to [Ashley Hollingsworth](#)
- [Scale Health](#)—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



Caltech | Career Development Center



MedTechColor



Licensing Best Practices for LS startups

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

Recorded Events

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

Johnson & Johnson INNOVATION

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

Upcoming event

[Link](#)

February 9, 2021

The 'Invisible' Future of Health Monitoring

11:00AM–12:30PM EST

8:00AM PST

5:00PM CEST



Excel Financial Modeling: Free Course

[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

The screenshot shows the homepage for the YoungStartUp Ventures Venture Summit. The navigation bar includes links for OVERVIEW, SPEAKERS, AGENDA, PRESS, SPONSORS, and FAQ, along with REGISTER >> and PRESENT >> buttons. The main heading is "VENTURE SUMMIT VIRTUAL CONNECT / WEST" with a date of "MARCH 16 - 18, 2021". A red call-to-action box on the right says "REGISTER NOW! SAVE \$400 Limited time offer". Below this, a black banner features the slogan "Where Innovation Meets Capital™" and five statistics: \$260B Under Management, 1500 Attendees, 150 Featured Investors, 100 Top Innovators, and 1800 1 on 1 Meetings.

Where Innovation Meets Capital™				
\$260B	1500	150	100	1800
Under Management	Attendees	Featured Investors	Top Innovators	1 on 1 Meetings

[Link](#)

Biocom LS Conference 2021



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

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](#).

[Link](#)

Springboard Applications due Feb 15th



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

App [link](#)

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 [2021 Health Hub](#) programming has a special focus on **women's health innovation**.

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

Apply Now!

Apply Now!

Refer a Candidate

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Upcoming Event

Johnson-Johnson INNOVATION



[Link](#)

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Upcoming Event

February
3rd event,
[register](#) 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
