SoCalBio Boot Camp for Emerging Companies

Tell a Story ... Make an Impact

Los Angeles Chamber of Commerce
350 S. Bixel Street, Los Angeles, California 90017

Tuesday, August 13, 2019
From 10:00 AM to 3:30 PM (PDT)

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Agenda of the 2019 SoCalBio Bootcamp for Emerging Companies

10:00 am Welcoming Remarks and Introduction by Ahmed Enany, President & CEO, SoCalBio

Finding your Voice


10:30 am “Want to Find Investors for your Research Idea? Change the Way you Pitch,” Presentation by David Rubenson, Director of the Scientific Communications, NoBadSlides.com

10:40 am Interactive Session

11:00 am Break

Making your Company Irresistible to Investors

11:10 am “What Every Bio Entrepreneur Must Know about IP and How it Impacts Financing,” Presentation by Lara Dueppen, Partner, Perkins Coie

11:20 pm “Building an Entrepreneurial Management Team: Implications for Strategy and Finance,” Presentation by Stephen Williams, PhD, Partner, Catalyst Advisors LP

11:30 am “How to Leverage Non-Dilutive Funding to Support your Product and Business Development Activities,” Presentation by David Hood, President & CEO, DH3

11:40 am Interactive Session

12:00 noon Break and Lunch

Keynote Presentation

12:30 am “Optimizing your Chances of Attracting Capital to your Startup,” Keynote Presentation by Fred Haney, PhD, Owner, Venture Management Company

Dr. Haney has been a successful venture capital fund manager, private investor, and entrepreneur. He is a co-founder of NovaDigm Therapeutics, Inc. where he served as CEO and Chairman of the Board during the startup. He was a co-founder and Chairman of Dynamic Reconfigurable Computing, Inc., San Jose, CA, and PulSentry, Inc., Torrance, CA. Fred was the founder and manager of 3i Ventures, California, a subsidiary of 3i Group, the largest Venture Capital company in the world. 3i Ventures was a top-quartile venture capital fund that invested $80 Million in sixty companies and produced 19 new public companies. Dr. Haney has served on the board of directors of thirty private companies and four public companies, including Caldera Medical, Rainbow Technologies., which he helped sell to Safenet, Inc., in a combined deal valued at $1B. He founded Monday Club in 1984, and he was a co-founder, in 1997, of Tech Coast Angels. Dr. Haney has a Ph.D. in Computer Science from Carnegie Mellon University.
Show me the Money

1:00 pm  “Where to Find Investors in Southern California and Elsewhere,” Presentation by Ahmed Enany, President & CEO, SoCalBio

1:20 pm  Case Study: SnapMD President & CEO David Skibinski Shares Tips on Fund-Raising

1:40 pm  “Are you Ready to Engage a Strategic Partner,” Presentation by Alex Rabiee, Vice President of Business Development at Provention Bio

2:00 pm  Break

Negotiate with Confidence

2:10 pm  “Valuation and Due Diligence,” Presentation by Ben Wei, Managing Partner, Clarion Consulting Group, LLC

2:30 pm  “The Terms of Term Sheets,” Presentation by George Colindres, Senior Counsel, Perkins Coie

2:50 pm  Interactive Session

3:10 pm  “Concluding Remarks,” by Ahmed Enany, President & CEO, SoCalBio

3:30 pm  Bootcamp Adjourns