

SoCalBio Boot Camp for Emerging Companies

Learn What it Takes to Build a Fundable and Viable Company

www.socalbio.org

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Offered Virtually

September 15, 16, and 17, 2020

From 1:00 PM to 4:00 PM (PDT) each day

Produced by

 **SoCalBio**
Southern California
Biomedical Council

SoCalBio Boot Camp for Emerging Companies



This Boot Camp is offered by the **SoCalBio Innovation Catalyst Program**. It is designed for biotech, device, Dx and digital health companies.

The Boot Camp will provide emerging entrepreneurs and innovators with an in-depth understanding of what it takes to raise early-stage capital and/or forge partnerships.

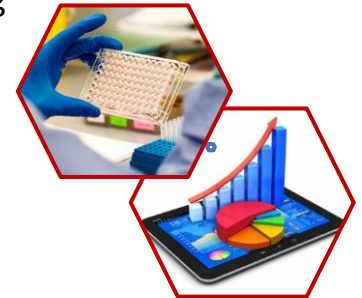
Issues covered run the whole gamut from making effective presentations to negotiating term sheets.

Open to all early stage bioscience and digital health companies in Greater Los Angeles



800-418-7079
scbc@socalbio.org

www.socalbio.org



Speakers



Bruce Bauer
TAE Life Sciences



Chris Bostick
OCV Partners



George Colindres
Perkins Coie



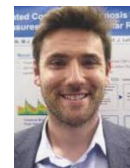
Erik Deutsch
Excel PR Group



Michael Dolphin
CueSquared



John Greenway
Trinity



Robert Hamilton
NovaSignal



Evan Siegal
Ground Zero Pharm.



Pankaj Singhal
NurtureX



Sasha Strauss
Innovation Protocol



Thomas Stromberg
Perkins Coie



Kuame Ulmer
WaveMaker 360 Health



Frank Watanabe
Arcutis Biopharma



Michael Wise
Perkins Coie



Roger Zickfeld
Columbia Capital



Agenda

Day One

September 15, 2020



- 1:00 PM Welcoming remarks and acknowledgement of partners
- Ahmed Enany, President & CEO, SoCalBio
- 1:10 PM SoCalBio staff will lead a demonstration of the platform to be used in the live streaming of company presentations during the Annual SoCalBio Conference on Oct. 21-23, 2020
- Equipment, Browsers & Internet connection
 - Managing Q/A during the event
 - Scheduling one-on-one meetings
 - Setting up meet-up rooms to interface with interested investors and potential partners
- 2:00 PM Q/A
- 2:15 PM The elements of an effective investor pitch
- Sasha Strauss, Managing Partner, Innovation Protocol
- 2:35 PM What not to do when pitching remotely
- Erik Deutsch, Principal, Excel PR Group
- 2:55 PM Q/A
- 3:15 PM Company presentation practice-run with audience commentary
- 4:00 PM Meeting adjourns

Agenda

Day Two

September 16, 2020



- 1:00 PM Introductory remarks
- 1:05 PM Understand the risk profile of your venture and how it impacts financing
- IP risks: Michael Wise, Partner, Perkins Coie
 - Strategy risks: William Dolphin, PhD, CEO, CueSquared
 - Regulatory risks: Evan Siegel, PhD, Ground Zero Pharmaceuticals
- 1:50 PM Q/A
- 2:10 PM Planning your fund-raising campaign. Where to find the money in Southern California and elsewhere.
- Ahmed Enany, President & CEO, SoCalBio
- 2:45 PM Q/A
- 3:00 PM What's it worth? Understanding the valuation of early-stage, pre-revenue bioscience firms
- John Greenway, Principal, Trinity (invited)
 - Pankaj Singhal, President & CEO, NurtureX
- 3:45 PM Q/A
- 4:00 PM The Art of negotiating term sheets
- George Colindres, Sr. Counsel, Perkins Coie
 - Thomas Stromberg, Partner, Perkins Coie
- 4:45 PM Q/A
- 5:00 PM Meeting adjourns

Agenda

Day Three

September 17, 2020



1:00 PM

Introductory remarks

1:05 PM

Making your company fundable. What investors look for?

- Kwame Ulmer, Venture Partner, Wavemaker Three-Sixty Health
- Chris Bostick, PhD, VP, OCV Partners
- Roger Zickfeld, Managing Director, Columbia Capital

1:50 PM

Q/A

2:00 PM

Panel discussion:

Four entrepreneurs who raised significant funding for their companies share insights on maximizing your chances of securing angel, strategic, and institutional deals:

- Bruce Bauer, PhD, President & CEO, TAE Life Sciences
- Basil Dahiyat, PhD, President & CEO, Xencor
- Robert Hamilton, PhD, CSO, NovaSignal
- Frank Watanabe, CEO, Arcutis Biotherapeutics

3:00 PM

Q/A

3:15 PM

Company presentation practice-run with audience commentary

3:55 PM

Concluding remarks

4:00 PM

Meeting adjourns



Companies
Selected to
Make Investor
Presentations
During the
Annual SoCalBio
Conference on
October 21-23,
2020



- **3VO Medical** (Developing a novel medical device therapy to improve labor and delivery of babies)
- **Arcutis Biotherapeutics** (Treatment of immune-modulated dermal disease)
- **Aevum Therapeutics** (Therapeutics to treat neurodegenerative disorders)
- **Allevion Therapeutic** (Neuromodulation device to treat essential tremors)
- **Aqualung Therapeutics** (Treatment of inflammation)
- **BioDesigns, Inc.** (High-fidelity prosthetics with osseostabilization and osseosynchronization technology)
- **Brinter** (A 3D bio-printing company)
- **cBio** (Membrane-free enrichment of nano and microparticles)
- **Ecovia Renewables** (Bio-based ingredients and materials)
- **Efyian** (Point of care Dx of infectious diseases)
- **Forcyte Biotechnologies** (Tackles diseases of cell mechanobiology by directly screening contractile cell force)
- **Hura Imaging** (Patented technology to reduce exposure to radiation during CT scans)
- **Inmedix, Inc.** (Autonomics for managing autoimmune diseases)



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- **iPill** (Device to ensure adherence and safety by reducing opioid diversion and abuse)
- **Iridia** (DNA-based data storage solutions)
- **LeapCure** (Siteless clinical trial solutions)
- **LIPAC Oncology** (A clinical-stage company utilizing a patented proliposomal drug delivery platform to deliver cancer treatments in large unmet markets)
- **Matregenix** (unlocking nanofibers' potential)
- **Milo Sensors** (Wearable for continued enzymatic alcohol sensing in the blood)
- **Mindshare** (Image-based AI diagnostics)
- **OtoNexus** (Novel ultrasound medical device to instantly and accurately evaluate middle ear infections)
- **Pictor Labs** (Virtual histopathology)
- **Proactive Diagnostics** (Monitoring chronic inflammation)
- **Pure Spun Innovation** (A novel water purification technology)
- **Remmie** (AI-enabled otoscope for tracking ear infection)
- **SenoGuard, Inc.** (Radiation-free breast cancer treatment)

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- **Standard Cytopenia Inc.** (Liquid biopsy-based tests using in-house developed “Rare Cell Sorting” technology for clinical diagnostics in cancer and prenatal testing)
- **TAE Life Sciences** (Novel radiotherapy based on Boron Neutron Capture Therapy)
- **Vena Vitals** (Non-invasive real-time blood pressure monitoring)

SoCalBio Innovation Catalyst Program Members



Chairman, SoCalBio Innovation Catalyst Program



Peter Blaisdell, PhD

Formerly Executive Director, Global Study Management, Amgen

Member of the Scientific Advisory Board of Meditope Biosciences and Afecta Pharmaceuticals

Program Members

- **Roger Anderson**, PhD, Biotech Consultant
- **Bud Bishop**, PhD, President, Pasadena BioCollaborative Incubator & SoCalBio Board Member
- **Chris Bostick**, PhD, Vice President, OCV Partners
- **Calvin Chen**, CEO, CrossLinkBio & Member of the Investment Committee, Cove Fund
- **George Colindres**, Senior Counsel, Perkins Coie LLP
- **Steven Corr**, Partner, Jones Day
- **Paul A. DeRidder**, MD, Co-Founder, Cold Genesys, Inc.
- **William Dolphin**, PhD, Investor & Serial Entrepreneur
- **Lara Dueppen**, PhD, Partner, Perkins Coie LLP
- **Steve Goldman**, President & CEO, Geshtalti; Member, Keiretsu Forum, and SoCalBio Board Member
- **Zafiris Gourgouliatos**, PhD, President, Leilux, Inc.
- **Winn Hong**, Deputy Executive Director, AMI – USC

SoCalBio Innovation Catalyst Program Members



- **David Hood**, President & CEO, DH3 & Associates
- **Wendie Johnston**, PhD, Lab Director, Pasadena BioCollaborative Incubator
- **Jerry Joseph**, Principal, Verity Associates & Former Allergan Executive
- **Parisa Khosropour**, President, Khosropour Consulting & Former President, One Lambda, a Thermo Fisher Company
- **Jerry Knotts**, President, Central Coast Venture Forum
- **Richard Koffler**, Founder, Greenwings Biomedical
- **Mohammad Kondri, MPH, MBA**, Trade Commissioner, Life Sciences & Medtech, Consulate General of Canada
- **Gary Lazar, MD**, Biotech Consultant
- **Hal Lieberman**, President & CEO, Hemo Therapeutics, Inc.
- **Thomas Lobl**, PhD, Entrepreneur-in-Residence, AMI-USC
- **Jörg Lorscheider**, Director of Sales & Marketing, Omnica Corporation
- **Zohar Loshitzer**, Principal, OCV; Board of Directors, OSSIO, Ltd
- **Dwain Morris-Irvin**, PHD, MPH, President, Innovest Global Inc.
- **Steve Maylish**, CEO, Fusion Biotech
- **Charles McWilliams**, Sr. VP, VWR
- **Robert Nordyke, PhD**, President, Beta6 Consulting Group
- **Mordechai Nosrati, MD**, Professor of Medicine, USC Keck School of Medicine
- **Michael Reilly**, President & CEO, Integrity Bio & SoCalBio Board Member
- **David Rubenson**, Director, Nobadslides.com
- **Mark Siegfried**, VP, Business Development, Cbiz
- **Pankaj Singhal**, PhD, President & CEO, NurtureX
- **Evan Siegal**, PhD, President & CEO, Ground Zero Pharmaceuticals
- **Thomas Stromberg**, Partner, Perkins Coie
- **Alvin Viray**, Associate Director, UCI Beall Applied Innovation
- **Stephen Williams, PhD**, Partner, Catalyst Advisors, LP
- **Michael Wise**, Partner, Perkins Coie, and Secretary of the SoCalBio Board of Directors
- **Mark Wittman, MD**, Anesthesiologist, Loma Linda University Health System
- **Gregory Zikos**, Director of Business Development, AMI-USC

About SoCalBio

Your *Sherpa* on the
way to *success*



- **Focus:** A nonprofit c(6), member-supported trade association.
- **Industries Served:** Biotech, MedTech, and digital health industries.
- **Geography Served:** Greater Los Angeles Region (*Los Angeles, Orange, Ventura, Santa Barbara, Riverside and San Bernardino Counties*).
- **Functions:**
 - Empowering firms to **network** and gain **access** to capital, potential partners and other services,
 - Offering a **group purchasing** program to enable entrepreneurs to conserve capital,
 - Forging **partnerships** to promote technology transfer, workforce training, and entrepreneurship
 - Passionate **Advocacy** to inform policy-makers and the public about the benefits of the region's bioeconomy.

[Join SoCalBio](#)



Southern California Biomedical Council (SoCalBio)

Your Success Is Our Business

www.socalbio.org

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