

Entrepreneur Resources

July 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

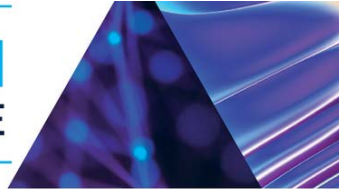
- Running outside of a hub (as we do in LA) can bring advantages as well as challenges. Check out some of the [highlights](#).
- It's a big switch when you leave academia. What are some key things to change in your [mindset](#) once you venture out?
- We get a lot of questions around “the business plan”. This is a great article focusing on how the [purpose](#) of the plan shapes the outcome.
- The financial slide is always a tough one for new start-ups, how to manage investor [questions](#) when you don't have the data.
- Pitch deck posting is in short supply, but check out this Series [A](#) and Series [B](#) deck from Front, the Slack competitor.
 - And importantly—the [teaser](#) deck and why you should send it in advance
- Resources: for those looking for SBIR/STTR funding check out the latest how-to [manual](#) from Eva Garland, a Caltech alum
- And there is additional [support](#) and coaching for SBIRs available if you qualify as a woman owned or disadvantaged business
- And finally, we all love checklists—this is a great [one](#) for fundraising

Hot Topic: Pitch Deck Polish

- Here are some suggestions and resources to make your pitch deck shine.
 - Icons for [free](#)! Add some consistent and professional splash
 - [Biorender](#) can make custom graphics for whatever you need!
 - Free stock photos: [Unsplash](#)
 - For those who have design savvy and want templates galore
 - [Canva](#)
 - [Slidebean](#)
 - Or just test out one of the new Powerpoint templates and use the design suggestions tab. You'll be surprised at how it can make your deck look more polished.
- And for those with the cash to deploy for messaging as well as a unique branded look there are always the professionals:
 - [Litldog](#)
 - [Centrifuge Media Labs](#)

Pitch Competition

FIRST LOOK | INNOVATION
SOCAL | 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

Support for Women Led Companies

Great [article](#) on the many options for networking, services and investment tailored for women led businesses

Ecosystem Supporting WOMEN-LED Companies



 @joshuahenderson

Launch Bio Virtual Events

LAUNCHBIO

PROGRAMS

LOCATIONS

ABOUT

CONTACT

GET INVOLVED

**LARGER
THAN
LIFE
SCIENCE**

Smart Programs, Virtually

Connecting biotech entrepreneurs with knowledge,
capital, talent, and collaborative opportunities.

[Link](#)

Virtual Event—coming up

[Link](#) to event



SWOT Analysis: A Business and Personal Success Tool

June 30, 2020 • Tuesday, 1:00pm - 2:00pm

REGISTER NOW

Virtual Event—coming up



[JOIN BIOCOM](#)

DRIVE: Brothers in Arms to support small molecule drug discovery from Hit to IND

Social Share: [f](#) [t](#) [in](#)

When:

July 7, 2020 8:00 am – July 7, 2020 9:00 am (PDT)

Where:

Online webinar

[REGISTER](#)

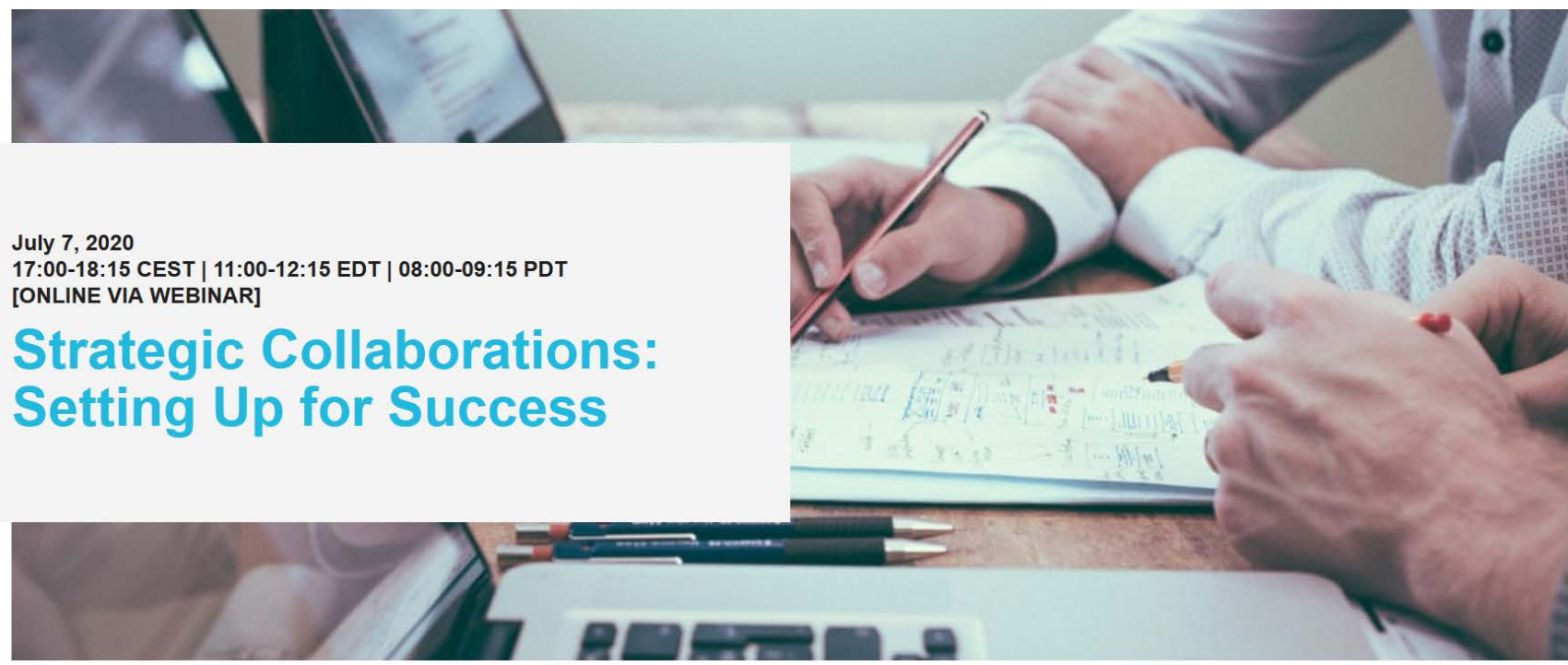
DRIVE™: Brothers in Arms to support small molecule drug discovery from Hit to IND

Sponsored by: Oncodesign, HitGen, Iktos, 2Bind, Icaria

[Link](#) to register

Virtual Event—coming up

[Link](#) to register



July 7, 2020
17:00-18:15 CEST | 11:00-12:15 EDT | 08:00-09:15 PDT
[ONLINE VIA WEBINAR]

Strategic Collaborations: Setting Up for Success

Virtual event-replay

[Link](#)



Understand the DoD Funder's Perspective

Dr. Carly Kiselycznyk
SBIR Consultant,
ScienceDocs

0:00 / 46:13

[Part 2](#)



Understand the Options for DoD Funding

Dr. Carly Kiselycznyk
SBIR Consultant,
ScienceDocs

0:00 / 50:45

Virtual event-replay



Endpoints Cancer R&D Summit: The Outlook for Cancer Gene Therapies

Summary: What hurdles need to be overcome before gene therapy is a major new modality in the cancer therapy arsenal? We'll look at manufacturing, viral vectors, and discuss the most promising approaches coming to the clinic.

Thomas VanCott, Chief Technology and Strategy Officer at Catalent, Jo Brewer, Vice President Allogeneic Research at Adaptimmune, Brian Champion, Chief Scientific Officer at Psioxus, and Endpoints News editor John Carroll discuss cell and gene therapies as cancer treatments including the complexities in manufacturing these advanced biotherapeutics.

[Click here to download the Webinar](#)

And the [link](#)

Virtual event-replay

[Webcast](#) link; [Presentation](#) link



Protecting Your Company's IP on a Reduced Budget

Tom Cowan
Partner, Knobbe Martens

0:00 / 51:52

Caltech

The image shows a video player interface for a webinar replay. The background is dark blue with white and gold wavy lines. On the right, there is a circular portrait of Tom Cowan, a man in a dark suit, white shirt, and blue tie, smiling. To the left of the portrait, the title 'Protecting Your Company's IP on a Reduced Budget' is written in gold, and the speaker's name 'Tom Cowan' and title 'Partner, Knobbe Martens' are in white. A play button icon is overlaid on the portrait. At the bottom left, there is a progress bar showing '0:00 / 51:52'. At the bottom right, there are icons for closed captions, settings, and full screen. The Caltech logo is in the bottom right corner.

Virtual event-replay

[Link](#) to the Recording

Johnson & Johnson INNOVATION | JLABS

Transaction Attraction: Trends, Opportunities, and Challenges in Oncology Partnerships



Virtual event-replay

BIOTECH

STAT Webinar: Targeted cancer drugs: What's on the market? What's in the pipeline?

By DAMIAN GARDE [@damiangarde](#) / JUNE 24, 2020

[Reprints](#)

Editor's note: A recording of the webinar presentation is included below.

While immunotherapies get most of the headlines, targeted cancer treatments have revolutionized oncology in recent years, changing the lives of some patients by homing in on genetically defined tumors.

[Link](#) to event

Damian Garde, STAT's national biotech reporter, takes a look at some of the most important targeted therapies recently approved and examines the pipeline of medicines yet to come. That means looking at the underlying science, the clinical data, and the often surprising costs associated with these drugs.

Virtual event-replay

[Link](#) to recording

YouTube

Search



3 Steps to Make Your Boardroom Team a Competitive Weapon

Start-ups Serving Start-ups

LabFellows was founded in 2014 and is currently based in San Diego, CA.

LabFellows is a scientific procurement and workflow automation platform enabling scientists and their teams to do their life's best work. LabFellows integrates and automates workflows across a supply chain supporting more than 265,000 R&D labs around the world. It enables scientists to focus on their scientific work by taking care of the administrative lab work and management tasks such as procurement, inventory, and lab compliance. LabFellows also centralizes your vendor management, lab spend purchases and authorization processes.

Get started

[Link](#)