

Entrepreneur Resources

November 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

- What it takes to move from academe to start-up from [Sanjay Mistray](#) at J Labs
- Listen in on some great [pitches](#) in a recent Jlabs competition and check out the competition
- You won't be great at [everything](#). How to identify where you need to build your team
- [Management rights](#) letters and why you get asked for them
- Need a family office? Check out this [resource](#)
- Medium articles:
 - [Expenses](#) that most don't prepare for
 - How you [compete](#) against big boys and win and how to [negotiate](#) and win with bigger companies
 - How to [deal](#) with a broken co-founder
 - Top [skills](#) in a start-up CEO

Hot Topic: Data Rooms

- Check out this [review](#) on the top contenders.
- Securedocs is one we see used a lot around Caltech but iDeals is up and coming (and cheaper). Check out this comparison [here](#).
- Considerations in a dataroom:
 - Can I track who downloads the documents?
 - Can I control editing and permissions in the room to prevent accidental deletions and changes? Timers for access?
 - Is there a watermark per access (VC, etc) to ensure any distribution is recorded?
 - Is it easy to use and organize all kinds of documents, not just simple pdfs?

Accelerator Program : Digital Health

Nex³ runs high quality accelerator activities across the country. San Diego is focused on Digital Health.

A leader in Digital Health.

Nex Cubed has established itself as a leader in Digital Health, becoming one of the most active Digital Health Investors in the U.S., and recognized as a **top 10 Digital Health Accelerator** in the world.



28

DIGITAL HEALTH PORTFOLIO COMPANIES

\$40

RAISED BY DIGITAL HEALTH PORTFOLIO (MILLIONS)

\$175

ENTERPRISE VALUE (MILLIONS)

50+

DIGITAL HEALTH INVESTOR ADVISORS

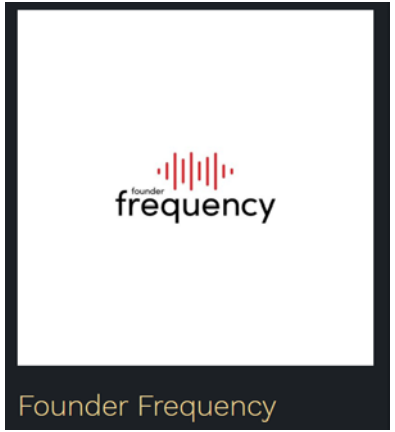
22+

DIGITAL HEALTH SME ADVISORS

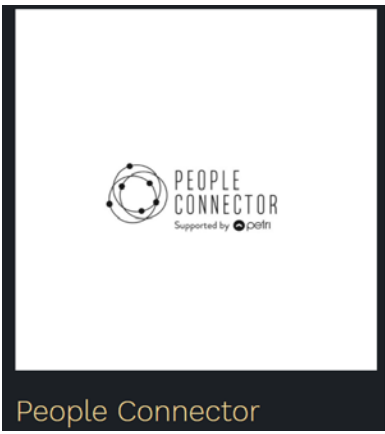
43+

DIGITAL HEALTH MENTORS

Accelerator Program and more: Petri.bio



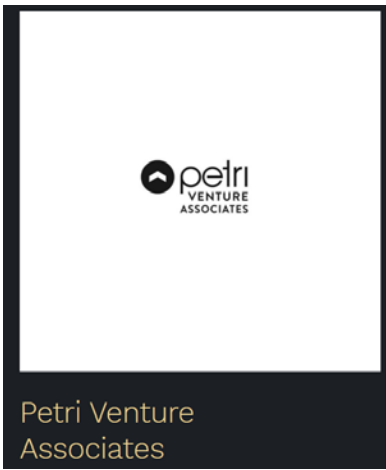
Founder Frequency



People Connector



Women Founders Network



Petri Venture Associates

Petri brings together funding, coaching and support functions over one year as part of their flagship program. But they do interim programming for bio + engineering start-ups in between. Check out their [website](#) for more information.

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](#)



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Virtual event-Recording

Link to [recording](#)

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 McKinsey conference

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



Grow. Connect. Expand.

Virtual Events—coming up and recorded

USC Stevens has some great events recorded and more coming up through Summer of 2021

Oct 21 3pm

Founders Keepers: Role of Faculty Founders in the Startup World

Startup founders face many challenges, from securing investment to creating critical partnerships with industry and in the marketplace. Faculty founders juggle these...

Oct 28 1pm

Meet the Investors: Versant Ventures

Presenter: Clare Ozawa, Managing Director | Versant Ventures Versant Ventures is a leading healthcare investment firm committed to helping exceptional entrepreneurs build the...

Nov 4 1pm

Hot Topic: Drug Repurposing

Presenters: Antoinette F. Konski, Partner and Daniel R. Shelton, Senior Counsel Foley & Lardner, LLP Drug development takes an enormous amount of time, money and effort...

Nov 10 1pm

Anatomy of a License

Presenters: Karin H. Immergluck, Executive Director | Stanford University – Office of Technology Licensing Seth Levy, Partner/Co-chair, Life Sciences Practice | Nixon...

Hot Topic: Artificial Intelligence and the Physical Sciences: Beyond Data Science, Autonomous Vehicles and Consumer Preferences (Oct. 14, 2020)

Presentation by Daniel Schwartz, Partner at Nixon Peabody. View the [recording](#) on YouTube.

Forming Your Company: Capitalization (“Cap”) Tables and Strategies (Oct. 7, 2020)

Presentation by Anurag Agarwal, Principal (Life Sciences) at Osage University Partners and Mustapha Parekh, Special Counsel at Pillsbury Winthrop Shaw Pittman LLP. View the [recording](#) on YouTube.

Hot Topic: Alice and Software Patents (Sept. 30, 2020)

Presentation by Jeff Sheriff, Associate at Pillsbury Winthrop Shaw Pittman LLP. View the [recording](#) on YouTube.

Adding Value to Patents and Their Role in Commercial Success (Sept. 23, 2020)

Presentation by John Wetherell, Ph.D., Partner at Pillsbury Winthrop Shaw Pittman LLP. View the [recording](#) on YouTube.

Patent Fundamentals, Drafting and Prosecution (Sept. 16, 2020)

Presentation by Ketan Vakil and Jeffrey Morton, Ph.D., Partners at Snell & Wilmer. View the [recording](#) on YouTube.

Meet the Investors: Osage University Partners (Sept. 9, 2020)

Presentation by Kirsten Leute, Partner at OUP. View the [recording](#) on YouTube.

Life Sciences Collaborations During the Pandemic (July 29, 2020)

The webinar series kicked off with a presentation by Seth Levy, Partner at Nixon Peabody LLP. View the [recording](#) on YouTube.