

# TECH HUBS

equip regional innovation  
advance global impact



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## INVESTOR DATABASE

10,000+ early-stage life science investors representing several thousands investment firms

## BUSINESS DEVELOPMENT DATABASE

60,000 emerging biotech, medtech, diagnostics and healthcare IT companies

## FOCUS ON CURES ACCELERATOR

- Branding & Messaging
- Fundraising Workshop

## GLOBAL ROADSHOW PREP COURSE

This educational offering covers the fundamentals of launching a life science startup and successfully fundraising from Seed to Series B. It is interactive and can be suited to the needs of students, including formats that range from a half-day to three full days.

## RESI Conference Series



# RESI

REDEFINING  
EARLY STAGE  
INVESTMENTS



**1,000+**  
Participating  
Attendees



**2,500-3500+**  
Virtual Partnering  
Meetings



Participants from  
**30+** Countries



**3** days of  
uninterrupted  
partnering

## RESI Conference Series 2022

|                                       |           |
|---------------------------------------|-----------|
| Digital RESI JPM 3-Day Conference     | Jan 11-13 |
| Digital RESI 3-Day Conference         | Mar 22-24 |
| Digital RESI June                     | Jun 7-9   |
| <b>In-Person (Hybrid) RESI Boston</b> | Sep 21-23 |
| Digital RESI November                 | Nov 15-17 |



# RESI Boston Format

**September 21**  
**September 22**  
**September 23**

**IN-PERSON  
PARTNERING**

**INNOVATOR'S PITCH  
CHALLENGE**

**INVESTOR PANELS**

**EDUCATIONAL  
WORKSHOPS**

**VIRTUAL PARTNERING ONLY**



# RESI Boston (Sept. 21-23) Agenda

Connecting  
Products, Services  
& Capital

## Why is RESI Boston is a fit for your tech hub?

|         | Wednesday (9/21)  |                  | Thursday (9/22)  |                   | Friday (9/23)      |
|---------|---|------------------|--|-------------------|--------------------|
|         | Onsite Partnering   |                  |  |                   |                    |
| 9:00AM  | Angels Panel<br>Explaining the Process of Engagement  | Pitch Session #1 | Digital Health Panel<br>Leveraging Software, Lowering Costs & Improving Care               | Pitch Session #8  | Virtual Partnering |
| 10:00   | Medical Devices Panel<br>Investing in Novel Engineering                                       | Pitch Session #2 | Big Pharma Panel<br>Strategies for Preclinical & Early Clinical Assets                     | Pitch Session #9  |                    |
| 11:00   | Tales from the Road Panel<br>The Fundraising Biotech Founder                                  | Pitch Session #3 | Tales from the Road Panel<br>Medtech Startups Redefining Possibility                       | Pitch Session #10 |                    |
| 12:00PM | Lunch Break   |                  | Lunch Break  |                   |                    |
| 1:00    | Diagnostics Panel<br>Next-Gen Tech Changing Treatment Paradigms                               | Pitch Session #4 | Corporate VC Panel<br>The Changing Landscape & New Opportunities                           | Pitch Session #11 |                    |
| 2:00    | Tales from the Road Panel<br>AI at the Intersection of Health & Tech                          | Pitch Session #5 | AI Healthcare Investments Panel<br>Defining Tech and Discovering Potential                 | Pitch Session #12 |                    |
| 3:00    | New, Now, and Next in Longevity<br>Investment Panel<br>Opportunities & Priorities in Age-Tech | Pitch Session #6 | Tales from the Road Panel<br>Age-Tech Innovators on Their Fundraising Journey              | Pitch Session #13 |                    |
| 4:00    | Family Offices Panel<br>Perspectives on Seed & Series A Rounds                                | Pitch Session #7 | Oncology Innovation Panel<br>The Search for New Approaches to Diagnosing & Treating Cancer | Pitch Session #14 |                    |
| 5:00    | Networking Reception  |                  | Networking Reception   |                   |                    |

**Hybrid format:** September 21-22 at the Westin Copley in Boston, MA  
or 1-day of fully virtual partnering on September 23.



# Innovator's Pitch Challenge

Connecting  
Products, Services  
& Capital

## IPC Poster

- Summary of your startup
- High Traffic in the RESI exhibition hall
- Collect RESI Cash from attendees as votes

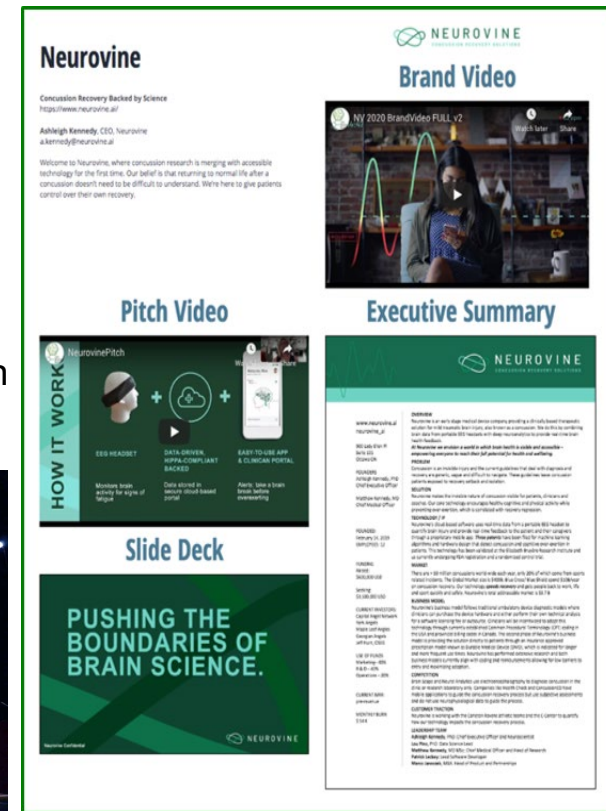
**IPC Application Due Friday (8/12)**

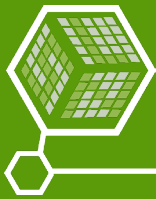
## IPC Pitch Format and Q&A Session

- 4-min pitch presentation with slides, open to all RESI attendees
- 9-10 min Live Q&A session with panel of 5-7 investor judges
- Post-session connection with the judges

## IPC Dedicated Page

- Company description, pitch deck, executive summary, contact information
- Optional materials (pitch video, product demo, or testimonials)



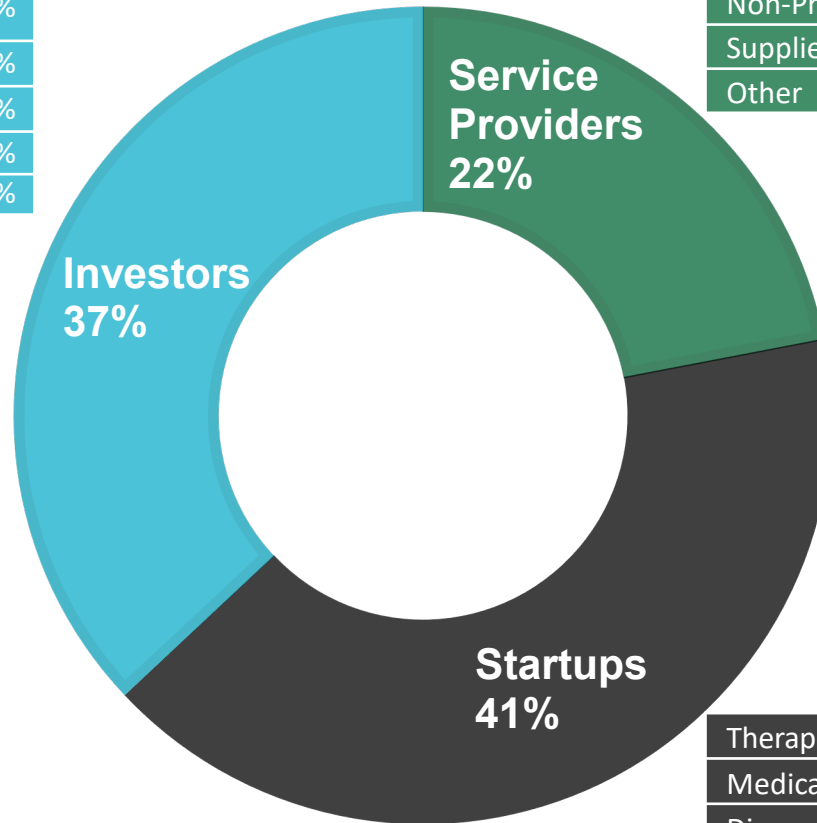


# Conference At-a-Glance

*Connecting  
Products, Services  
& Capital*

|                          |     |
|--------------------------|-----|
| Venture Capital          | 27% |
| Angel & Family Office    | 19% |
| Big Pharma & Medtech     | 17% |
| Corporate VC             | 14% |
| Others                   | 8%  |
| Endowments/Foundations   | 6%  |
| Government Organizations | 9%  |

|                       |     |
|-----------------------|-----|
| Professional Services | 39% |
| CRO/CMO               | 30% |
| Non-Profit            | 18% |
| Suppliers             | 8%  |
| Other                 | 5%  |



|                |     |
|----------------|-----|
| Therapeutics   | 47% |
| Medical Device | 32% |
| Diagnostics    | 16% |
| Digital Health | 5%  |

## Format



**2 Days Onsite  
Partnering**



**1 Day Virtual  
Partnering**



**14 Onsite Panels**



**14 Onsite Pitch  
Sessions**



# Tech Hub Offers at RESI

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& Capital

**Eligibility:** Startup constituents who've raised less than \$2M to utilize these offers at a Digital or Hybrid RESI conference.

## Hybrid Offers for Tech Hub and Constituents

|                       | Standard   | Tech Hub Offers   |
|-----------------------|--|---|
| Standard 3-Day Ticket | \$1,795  | <b>\$898</b>  |
| IPC Package           | <b>\$2,495</b><br>(1 Standard 3-Day Ticket + 1 Pitch Slot) | <b>\$2,495</b><br>( <b>2</b> Standard 3-Day Tickets + 1 Pitch Slot) |

## Digital Offers for Tech Hub and Constituents\*

|                               | Standard | Tech Hub Offers |
|-------------------------------|----------|-----------------|
| Standard 3-Day Digital Ticket | \$1,195  | <b>\$598</b>    |

*\*Audience Access Tickets (no partnering) \$250 per person*

*\*No Discounted IPC Pitch Fee for Digital RESI*

**Complimentary Tech Hub Staff Registration** After Purchase of One Discounted Registration from Constituent Company and Tech Hub Promotional Materials





# Why Sponsor at RESI?

## Tech Hubs: 50% off Sponsorship (\$4,000 value)

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Extend brand visibility and advance reach to startups, investors, and strategic partners through per RESI sponsorship.

### Hybrid Package: \$2K per RESI

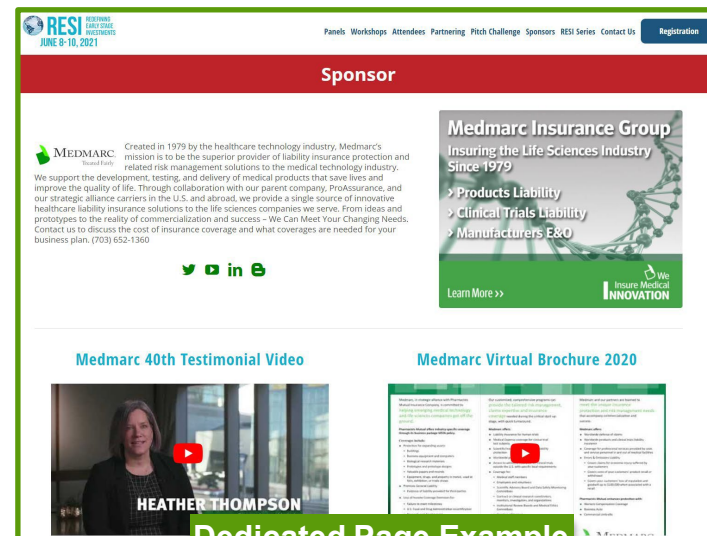
- Physical exhibition space/table
- Dedicated Webpage
- Logo Feature
- Newsletter banner ad
- One (1) free tech hub staff registration
- Dedicated Pitch Session



RESI Exhibition Space

### Digital Package: \$1.5K per RESI

- Dedicated Webpage
- Logo Feature
- Newsletter banner ad
- Two (2) free tech hub staff registration
- Dedicated Pitch Session



Dedicated Page Example





# LIFE SCIENCE NATION

Connecting Products, Services & Capital

## Education Program

**Alex Vassallo**

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# LSN Education Overview

*Connecting  
Products, Services  
& Capital*



## LIFE SCIENCE NATION

Connecting Products, Services & Capital

### Workshop Series

(virtual & in-person options available)

- ❖ Fundraising Bootcamp
- ❖ Branding & Messaging
- ❖ Social Media for the Fundraising Entrepreneur
- ❖ Strategies for Successful Partnering
- ❖ Preparing to Pitch at RESI
- ❖ RESI Partnering 101

### Educational Courses

(half- to three-day options available)

- ❖ Launching and Funding Startups: Seed to Series B
- ❖ Mapping the Landscape of Strategic Partners for Your Startup
- ❖ Preparing for Your Global Fundraising Roadshow

### Newsletters

(50k readership)

- ❖ Next Phase
- ❖ The Mandate
- ❖ Age-Tech Bulletin





## **Fundraising Bootcamp: Avoiding Pitfalls and Improving the Odds**

This workshop is designed to help scientist-entrepreneurs navigate the world of fundraising. It starts out by debunking some commonly held misconceptions about early-stage startups and fundraising, followed by tips on how to improve your chances and increasing investor visibility.

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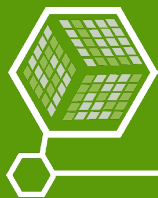
## **Branding & Messaging: From Seed to Series B**

Telling your company story through a cogent set of marketing materials is essential. This workshop covers finding your voice and entrepreneurial agency, how to set up investor meetings, contents of emails/messages to investors, and what to expect when initiating a global partnering campaign.

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## **Social Media for the Fundraising Entrepreneur**

Is social media relevant for fundraising entrepreneurs and is it possible for someone who doesn't use it to apply it successfully to an early-stage campaign? Yes! Learn the foundations of using social media to build a network, communicate company story, and foster important connections.



## **Strategies for Successful Partnering**

This workshop helps connect entrepreneurs with the skills needed to succeed in a raise and growth. This workshop prepares founders with tried-and-true tips to make partnering experiences exceptional, letting technology, product, and team take center-stage in investor meetings.

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## **Preparing to Pitch at RESI**

The Innovators Pitch Challenge (IPC) is an incredible platform for fundraising executives to highlight why their pipeline should be an investor's top choice and participate in a live pitch competition with Q&A included. This preparation workshop covers the fundamentals of undertaking a successful pitch, such as a compelling application, an effective elevator pitch, and potential questions to field from investors.

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## **RESI Partnering 101**

Designed for registered attendees, this is an in-depth look at the RESI partnering platform, showing how to get the most out of RESI attendance. It highlights how to set up a compelling profile, how to view and identify investor targets for meeting requests based on RESI's unique platform, and how to maximize their success through follow ups.



# Free Courses (Half- and Full-Day Options)

Connecting  
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& Capital

## Launching and Funding Startups: Seed to Series B

A comprehensive half-day course to help give aspiring scientist-entrepreneurs an introduction to the tools and tips needed to successfully launch a life science company and begin interacting with target partners.

This course can be complemented by an optional afternoon session (bringing the course to a full day) where LSN staff will work directly with companies to help review their non-confidential materials, perform a competitive landscape analysis, and generate a global target list of investors.

### The course will cover topics including:

**1**

*How to launch a startup entity*

**2**

*How to perform entrepreneurial due diligence*

**3**

*Branding and messaging from Seed to Series B*

**4**

*The importance of telling a cogent company story through multiple modalities*

**5**

*The ten myths of fundraising*



## Paid Course (1-Day)

Connecting  
Products, Services  
& Capital

### Mapping the Landscape of Strategic Partners for Your Startup

This one-day course provides aspiring scientist-entrepreneurs and fundraising executives with the tools needed to execute a global fundraising campaign including a tactical to-do list for the early-stage entrepreneur. **\$1400** per company.

This course will finish with a Tales from the Road (TFTR) panel that will involve seasoned entrepreneurs in the LSN network sharing their experiences from their fundraising journeys and launching life science startups.

#### The course will cover:

1

*How to navigate the pitfalls that commonly catch first-time CEOs off-guard*

2

*How to create a network of global alliances through business and social media*

3

*Mapping the global competitive landscape to truly elucidate the value of your unique company story*

4

*Using CRM tools and canvassing techniques to initiate partner dialogue and foster and grow partner relationships*



# Paid Courses (2- and 3-Day Options)

Connecting  
Products, Services  
& Capital

## Preparing for Your Global Fundraising Roadshow

This two-day course is ideal for fundraising executives who have launched early-stage startup entities (Seed to Series B) and will be actively seeking partners for capital, joint product collaboration, and licensing distribution deals. **\$3500** per company.

This course can be complemented by a third day, the Mapping the Landscape of Strategic Partners for Your Startup one-day course, and will conclude with a Shark Tank competition to live investor judges. **\$4500** per company with the third day.

### The course will cover several fundamental business and marketing skills including:

**1**

*Developing your company's non-confidential materials from tagline, elevator pitch, and executive summary through to the one-page tear sheet and pitch deck*

**2**

*Getting your company story straight and finding your voice and entrepreneurial agency*

**3**

*Generating a global target list (GTL) of investors, partners, and collaborators that are a right fit for your technology and stage of development*





*Connecting  
Products, Services  
& Capital*

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# TECH HUBS



**LIFE SCIENCE  
NATION**

Connecting Products, Services & Capital

## Group Fundraising Package

This program targets super early-stage life science startups who lack the proper funds to purchase a normal annual subscription to LSN's **Investor Database** but are determined to grow their company and network by perfecting their pitch, selling their story, connecting with investors, and securing the best investments.

### Benefits Include:

- \$2,000/startup
- Min. Three (3) startups/tech hub
- Eligible for startups raised under \$2M
- 4-month LSN Investor Database access (value \$6,995)

**Run Sample Search**

**6 Dimensions Capital**

**Allocation Information**  
6 Dimensions Capital is a healthcare-focused venture capital firm formed in 2017 through the merger of Frontline BioVentures and Vialto Healthcare Ventures. Frontline BioVentures manages 2 funds, a RAB denominated fund and a parallel USD fund. Vialto Healthcare Ventures manages its USD-denominated fund with Vialto Pharmaceuticals being the anchor. The firm generally seeks to make early investments into emerging life science companies in seed and venture stages, however, the fund also considers commercial-stage companies, depending on the opportunity. The investment size of the USD fund ranges from \$5 - \$25 million. For the RAB fund, typical investment size is RAB 30- RAB150 million. The firm currently focuses on China-based companies or overseas businesses with a China angle.

**Service and Subsector of Interest**  
6 Dimensions Capital is looking for new investment opportunities across a wide spectrum of life science sectors, including Therapeutics, Diagnostics, Biotech R&D Services, Medical Technology and Healthcare IT. The firm is agnostic to disease indications but is most interested in areas with large market potential, including Diabetes, Cardiovascular, Musculoskeletal Systems and Connective Tissue, Diseases of the Eye and Oncology. Rare diseases are generally less of interest. The firm is open to invest in both small molecules and biologics, and is open to all classes of diseases. The funds are most interested in companies in preclinical and early clinical stages, but they are open to companies in late clinical and growth stages, on a case-by-case basis.

**Company and Management Team Requirements**  
6 Dimensions Capital will only invest in private companies. The firm is looking to be an active investor, sometimes taking a board seat post-investment.

**Investor Type**  
Venture Capital

**Main Sector**  
• Biotech-Therapeutics  
• Biotechnology Other  
• Biotechnology R&D Services  
• Diagnostics  
• Healthcare IT  
• Medical Technology  
• Supplies & Engineering

**Indications**  
• Blood Diseases/Immune Disorders  
• Cardiovascular  
• Connect. Org. in the Preclinical Period  
• Congen. Defect. & Chron. Defect.  
• Digestive System  
• Diseases of the Ear  
• Diseases of the Eye  
• Diseases of the Nervous System  
• Endocrine/Hormonal/Metabolic Dis.  
• Genitourinary System  
• Infectious and Parasitic Diseases  
• Mental and Behavioral Disorders  
• Musculoskeletal Sys. & Connect. Tiss.  
• Neoplasms/Cancer/Oncology  
• Other  
• Pain and Inflammation  
• Physical Hypertension  
• Pregnancy/Childbirth & Reproductive  
• Respiratory  
• Skin and Subcutaneous Tissue

**Therapeutic Product Development Phase**  
• Idea  
• Phase I  
• Phase II  
• Phase III  
• Pre-Clinical

**Medical/Diagnostic Development Phase**  
• Clinical  
• In Development  
• On the Market

**Opinion Interest?**  
No

**Capital Structure Preference**  
• Equity

**Investment Stage**  
• Seed  
• Start  
• Venture

**Year Founded**  
2017

**Click To Request a Meeting**  
(This link will only work if you are logged in to the system)

**Active  
Investment  
Mandates**

**Direct  
Contact  
Information**

## Thank you! Learn more:

Contact us to book a meeting to discuss your eligibility, unique needs, and how to reach your goals through our special tech hub offerings.

We hope you'll take advantage of these deals and see the value LSN has to offer both tech hubs and their early-stage constituents.

Email: [RESI@lifesciencenation.com](mailto:RESI@lifesciencenation.com)