

TECH HUBS

equip regional innovation
advance global impact



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Webinar Agenda

- 1) Life Science Nation (LSN) Introduction
- 2) Upcoming Redefining Early-Stage Investments (RESI) Conference in Boston, Sept 18-20th
- 3) Resources for Tech Hubs and Ways to Partner with LSN
- 4) Entrepreneurial Education Courses
- 5) LSN Investor Database – New Pricing!



LIFE SCIENCE NATION

Connecting Products, Services & Capital

INVESTOR DATABASE

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

BUSINESS DEVELOPMENT DATABASE

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

FOCUS ON CURES ACCELERATOR

- Branding & Messaging
- Fundraising Workshop
- Sourcing & Ranking Service

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

2023 RESI CONFERENCES

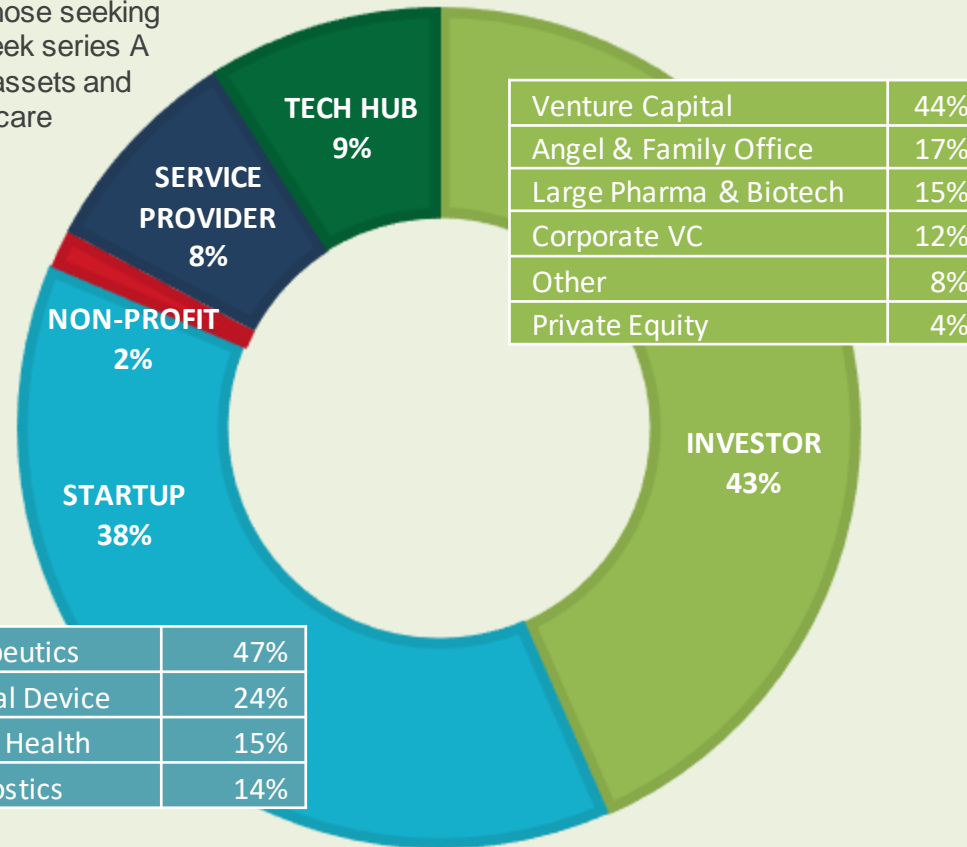
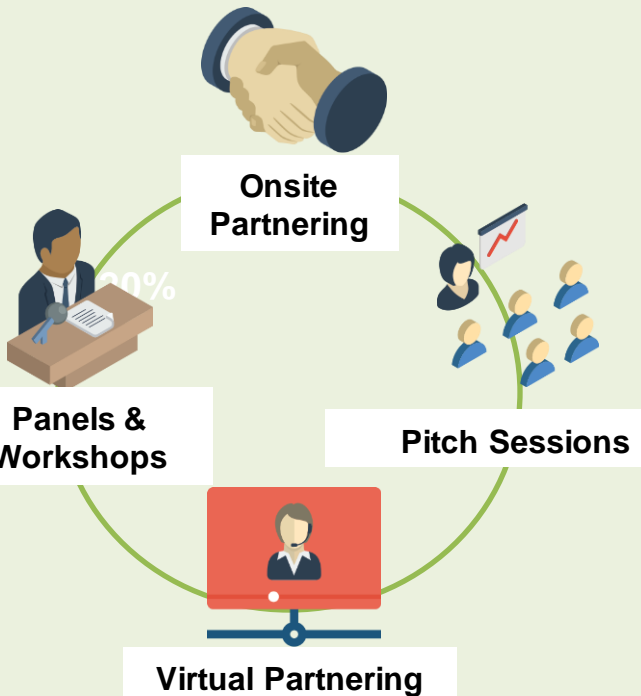
RESI JPM San Francisco	January 10-12, 2023
Digital RESI March	March 14-16, 2023
RESI Boston June	June 5-7, 2023
RESI Boston September	September 18-20, 2023
RESI November (TBD)	November 2023



RESI Conference At A Glance

The [Redefining Early Stage Investments \(RESI\)](#) conference series connects start-ups and early-stage investors and strategic channel partners. RESI is uniquely cross-border and cross-domain, connecting start-ups with global investors across the silos of drugs, devices, diagnostics and digital health (4 Ds). RESI caters to both the earliest stage start-ups, those seeking grants, seed and angel capital, and the early-stage firms who seek series A and B funding. RESI is a unique and powerful tool for sourcing assets and advancing innovation across early-stage life science and healthcare companies.

Over the past decade, **400+** companies have raised **\$5B+** through **35+** RESI conferences and LSN products.



Boston Park Plaza



RESIConference.com



*Connecting
Products, Services
& Capital*

	Monday (September 18) - Boston Park Plaza				Tuesday (Sept 19)	Wednesday (Sept 20)
8AM				All Day Partnering	Non-stop Virtual Partnering	
9AM	Oncology Innovation <i>The Search for New Approaches to Diagnosing & Treating Cancer</i>	Innovator's Pitch Challenge	Entrepreneur Workshops			
10AM	Women's Health <i>Investing in New Innovations in FemTech</i>					
11AM	Synthetic Biology <i>Recent Developments in a Multidisciplinary Space</i>					
12PM – 1PM Lunch Break						
1PM	Diagnostics <i>Next-Gen Tech Changing Treatment Paradigms</i>	Innovator's Pitch Challenge	Entrepreneur Workshops	All Day Partnering		
2PM	Strategic Partners <i>Looking Beyond Traditional Equity Investments</i>					
3PM	Family Offices <i>Perspectives on Early-Stage Investments</i>					
4PM	AI in Healthcare <i>Integrating Science and Technology to Create Disruptive Innovations</i>					
5PM – 7PM Cocktail Reception						



Innovator's Pitch Challenge (IPC) – Due August 16th

Why should startups participate in IPC? 3 main reasons:

- Increase visibility, pitch directly to relevant investor judges and the audience, top 3 winners receive free tickets to future RESIs

Who should apply to IPC?

- Startups in **D**rugs, **D**eveloped, **D**iagnosics, **D**igital health (4 Ds) and R&D Services
- Raising Seed capital (\$25K – 2M), Series A (\$2 – 10M), or Series B (\$10 – 50M)

IPC Pitch Format and Q&A Session

- Each session consists of 4 startups in the same sector. All RESI attendees are eligible to attend
- 4-min pitch with slides + 9-10 min live Q&A from a panel of 5-7 investor judges that LSN invites

Tech Hub Exposure

- Tech hub's logo featured on your startups' IPC poster board
- Dedicated pitch session for your startups if **they're in the same sector** + Tech hub's logo featured on the RESI program guide

Pitch Offer for Tech Hub Affiliated Startups: \$3,495 USD (FREE 3-day tix for 2nd attendee)



Tech Hub Rate for RESI:

Tip: Register before the partnering platform opens on Monday, August 21

- 3-day hybrid ticket (Sept 18-20th) : ~~\$1995~~ → **\$1495 USD**
- 2-day virtual ticket (Sept 19-20th): ~~\$1195~~ → **\$895 USD**
- **Audience Access Pass (Sept 18th): **\$595 USD**
- ** Innovator's Pitch Challenge: **\$3495 USD (Deadline Aug 16th)**

** AAP grants access to live sessions on Sept 18th (no partnering).

** Tech hub affiliated startups' IPC package includes 3-day ticket + 1 IPC slot + 3-day ticket for 2nd attendee for free.

RESI Super Early Bird rate for tech hub affiliated startups.

Free Tech Hub Staff Registration after purchase of one discounted registration from startup.



Tech Hubs: 50% off all Sponsorship at RESI in 2023

Why Sponsor? Extend brand visibility and advance reach to startups, investors, and strategic partners per RESI.

SPONSORSHIP BENEFITS	TITLE	GOLD	SILVER	EXHIBITOR
Exhibition Table	<i>Included</i>	<i>Included</i>	<i>Included</i>	<i>Included</i>
Free Registrations (Service Provider Standard Rate: \$2,495 50% off for any additional registration)	Six (6) (Value: \$14,970)	Four (4) (Value: \$9,980)	Two (2) (Value: \$4,990)	Two (2) (Value: \$4,990)
Logo Feature <ul style="list-style-type: none"> • Event Website • Onsite Signage • Program Guide • Social Media • Email Campaigns • Name Badge 	Fully Featured	Fully Featured	Fully Featured	Limited to event website, onsite signage, and Program Guide.
Add-Ons	Available at No Additional Cost	One (1) Included		
Onsite Material Sponsor	Exclusive			
Reception Introduction	Exclusive			
Banner Showcase	Exclusive			
Lanyard Showcase	Exclusive			
Price	\$50K	\$20K	\$10K	\$5K

ADD-ONS

Showcase (\$6K)

- Program Guide Full-Page Ad
- One (1) Weekly Newsletter Banner Ad for the duration of the conference cycle

Brand Visibility (\$6K Each)

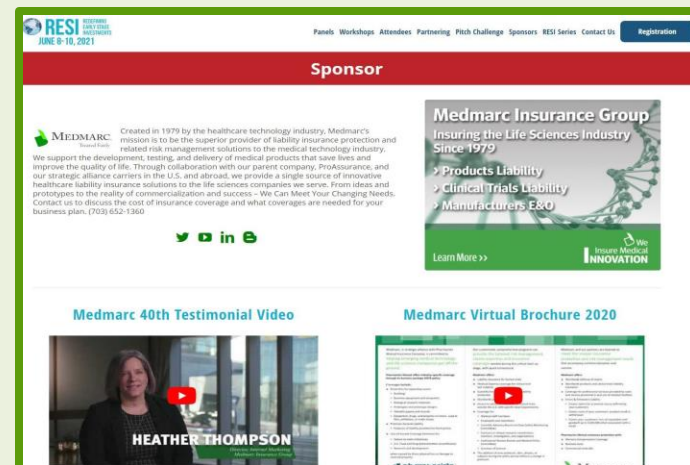
- Partnering System Sponsor
- One (1) On-site Meal, including Breakfast, Lunch, and Coffee Station Options

Target Audience Reach (\$6K Each)

- One (1) Newsletter Article/Interview
- Workshop Host
- Pitch Session Sponsor
- Panel Track Sponsor



RESI Exhibition Space



Dedicated Page Example



Entrepreneurial Education Course Overview



Workshop Series

(virtual & in-person options available)

- ⬡ Fundraising Bootcamp
- ⬡ Branding & Messaging
- ⬡ Social Media for the Fundraising Entrepreneur
- ⬡ Strategies for Successful Partnering
- ⬡ Preparing for a Pitch
- ⬡ 10 Myths of Fundraising
- + 10 more course topics!

Educational Courses

(one, two, or three-day options available)

- ⬡ Mapping the Landscape of Strategic Partners for Your Startup
- ⬡ Preparing for Your Global Fundraising Roadshow

Newsletters

- ⬡ Next Phase (45K+ readership)
- ⬡ Tech Hub Monthly (3K+ readership)



Classes for Entrepreneurial Education Course

- First-Time CEOs – Avoiding Pitfalls and Staying in Context
- Launching your Startup
- It All Starts with The Story
- Branding and Messaging Part 1, Tagline, Elevator Pitch and Executive Summary
- Branding and Messaging Part 2, Tear Sheet and Pitch Deck
- The 10 Myths of Fundraising
- Marketing – Writing Style, Campaign Content
- Global Partnering Campaign – Investor Landscape, GTL and CRM/GPC
- Email & Phone Canvassing
- Social Media for the Fundraising Entrepreneur
- LSN Event Partnering Process
- Preparing for Pitch Competitions

Request a Demo

And more!



Global Fundraising Bootcamps – Footprint to Date

Americas

- Boston, MA
- New York, NY
- Baltimore, MD
- Toronto, Canada
- Houston, TX
- Albuquerque, NM
- Phoenix, AZ
- Tucson, AZ
- Santiago, Chile
- San Francisco, CA (Jan 2023)
- San Antonio, TX (April 2023)
- Atlanta, GA (May 2023)
- Atlanta, GA (October 2023)

Europe

- Gothenburg, SE
- Stockholm, SE
- Copenhagen, DK
- Leiden, NL
- Oss, NL
- Paris, France
- Heidelberg, DE
- Zurich, CH
- Basel, CH
- Bilbao, ES
- Barcelona, ES

Asia Pacific

- Seoul, Korea
- Hsinchu, Taiwan
- Guangzhou, China
- Haifa, Israel
- Nazareth, Israel
- Herzliya, Israel
- Brisbane, Australia



These represent the major regional life science tech hubs that LSN has and continues to engage with.



National Institute of Aging (NIA)- 2022

- ❖ 20 companies, 30+ participants from minority background sponsored by the National Institute of Aging (NIA)
- ❖ 2 pre-course digital sessions followed by a 2-day in-person bootcamp directly prior to RESI Boston in September, 2022
- ❖ Companies ranged from scientist-entrepreneurs at the earliest stages (just ideas and technology concepts) to actively fundraising executives
- ❖ Following the bootcamp, all participants attended RESI Boston and one company – **Suma**, won 1st place in the Innovator's Pitch Challenge (IPC) at RESI Boston



LSN Education Course with NIA, September 2022



Brisbane Economic Development Agency (BEDA) - 2023

- 12 medtech & biotech companies from the city of Brisbane, Australia sponsored by the Brisbane Economic Development Agency (BEDA)
- Companies are all actively fundraising, ranging from Seed to Series B, with total fundraising to date ranging from \$2M USD to \$25M USD
- Participated in LSN's 3-day in-person education course with the first two days delivered over 10 virtual modules between the months of October – December 2022
- The final day of the course was delivered the day before RESI San Francisco at JPM Week in January 2023 and featured a Tales from The Road panel and live Shark Tank in front of investor judges
- All 12 companies pitched at RESI San Francisco at JPM. **Field Orthopaedics placed 1st and MaxKelson placed 3rd**



LSN Education Course with BEDA, January 2023

LSN Investor Database

The Life Science Nation (LSN) Investor Database is a comprehensive database tracking 10,000+ early-stage life science investors representing several thousand global firms across Angel, Corporate Venture Capital, Endowments/Foundations, Family Office/Private Wealth, Government Organization, Hedge Fund, Large Pharma, Medtech Strategics, Private Equity, and Venture Capital.

Essential

\$300 Monthly [Subscribe Now](#)

\$3000 Yearly [Subscribe Now](#)

Save \$600 with Annual Plan, with one upfront payment

For the scientist-entrepreneur searching global early-stage life science investors

Premium

\$500 Monthly [Subscribe Now](#)

\$5000 Yearly [Subscribe Now](#)

Save \$1,000 with Annual Plan, with one upfront payment

For the CEO using the [RESI Partnering Events](#) and LSN Investor Database to go global

RESI Discount for Premium Subscription
50% off RESI registration during the subscription term (Up to \$1,000 savings per registration, does not include pitch fees)

[Request a Demo](#)



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RESI REDEFINING
EARLY STAGE
INVESTMENTS



RESI Boston
Sept. 18-20, 2023
Boston

Boston Park Plaza



Digital RESI November
Nov. 14-16, 2023

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