

# Partnering 101

Life Science Nation (LSN) is pleased to welcome you to its partnering platform. Partnering can be a challenge for the early-stage entrepreneur, but our system is designed to help you with your matching, messaging, and follow-up to ensure the most successful experience. Please familiarize yourself with our system and our numerous free resources designed to get you matched with the right partners and meetings to make deals.

The image shows a two-part screenshot of the Life Science Nation Partnering Platform. The top part shows the home screen with a navigation bar at the top containing 'Home', 'Search', 'Sessions', 'Messages', 'Schedule 1', and 'Account'. The 'Account' tab is highlighted with a red box and a red arrow pointing to it. Below the navigation bar is a banner for 'DIGITAL RESI 2021 PARTNERING PLATFORM' and 'DIGITAL RESI 3 DAY CONFERENCE JAN 11-13, 2021'. A white text box with a purple border is overlaid on the banner, containing the text 'Step 1: Update your profile.' and a list of two bullet points: 'From the home screen, click the Account tab' and 'This will lead you to the following screen'. The bottom part of the image shows the 'Account' page. The 'Account' tab is highlighted with a red box and a red arrow pointing to it. Below the 'Account' tab is a list of edit options for various users, with 'Edit Life Science Nation' and 'Edit Karen Deyo' highlighted with red boxes and red arrows. A white text box with a purple border is overlaid on the right side of the 'Account' page, containing a list of two bullet points: 'Edit your company profile, filling in details about your company, with a place to upload materials.' and 'Edit your profile, where you can include a bio and picture'.

**Step 1: Update your profile.**

- From the home screen, click the Account tab
- This will lead you to the following screen

- Edit your company profile, filling in details about your company, with a place to upload materials.
- Edit your profile, where you can include a bio and picture

# DIGITAL RESI 2021

## Step 2: Set Your Schedule

To set your schedule, go to the Schedule tab:

- Please note that the event is based in EDT. The black time is the time in the event time zone. The green time is the time in your time zone, also visible in the schedule below. Make sure to note when the meeting is booked in your local time.
- Since partnering is available 24 hours a day, make sure to block off your schedule at times inconvenient to you. You can do this by clicking on the 'available' button, which will switch the time slot to 'unavailable.' You can easily mark times as 'available' once more by clicking the 'unavailable' button. The system will automatically book meetings for you at a mutually available time slot, so make sure to block off your schedule BEFORE sending meeting requests to avoid having to reschedule meetings.

**Meetings**

- All meetings
- Pending
- Confirmed
- Declined

**Sessions**

- None

**Search as**

- Dennis Ford
- Greg Mannix
- Claire Jeong
- Candice He
- Ashley Zborowski
- Megan Rychwa
- Joey Wong
- Jessica Yang
- Rory McCann
- Karen Deyo**
- Shelly Mittal
- Elizabeth Murphy

**February 21, 2:10:13 PM**  
Event timezone: America/New\_York

**February 21, 2:10:13 PM**  
My timezone: America/New\_York

Time	Details	Virtual RESI Panels	Innovator's Pitch Challenge (IPC)
12:30AM - 01:00AM	Unavailable		
01:00AM - 01:30AM	Unavailable		
01:30AM - 02:00AM 🕒 1:30 AM - 2:00 AM	Available		
02:00AM - 02:30AM 🕒 2:00 AM - 2:30 AM	Available		
02:30AM - 03:00AM 🕒 2:30 AM - 3:00 AM	Available		
03:00AM - 03:30AM 🕒 3:00 AM - 3:30 AM	Available		
03:30AM - 04:00AM 🕒 3:30 AM - 4:00 AM	Available		
04:00AM - 04:30AM 🕒 4:00 AM - 4:30 AM	Available		
04:30AM - 05:00AM 🕒 4:30 AM - 5:00 AM	Available		



### Step 3: Request Meetings

To search for attendees and request meetings, go to the Search tab. On the search homepage, you will have the option to refine your search in many ways.

This is where you can refine your search. You can limit the search to certain groups of attendees, and then refine further by the criteria shown. We recommend starting with a broad search, to prevent you from missing out on potential opportunities.

Order alphabetically

**Groups**

- All
- Biotech/Medtech/Diagnostics/HIT
- Investor
- Non-Profit
- Other
- Service Provider/Consultant
- Tech Hub

**Investor Type**

**Main Sector**

**Biotech Subsector**

**Medtech Subsector**

**Diagnostics Subsector**

#### 11.2 Capital

##### Business Profile

11.2 Capital, founded 2013, is headquartered in San Francisco. The firm is investing from its most recent fund, which closed in early 2020. 11.2 Capital invests in pre-seed through Series A rounds in exchange for equity. Typical initial allocations average in the \$500k to \$2M range. The main areas of interest for the firm are data-driven healthcare, computational therapeutics, synthetic biology, enterprise software, and deep tech. The firm tends to focus on companies headquartered in North America and Europe.

New attendees are added almost every day! For an easy way to identify who is a new attendee, and whose profile you have already seen, change the selection from 'Order alphabetically' to 'Order by date approved' – newer attendees will appear at the top.

4bio Capital is a London-based fund interested in advanced therapeutics. The firm invests both publicly and privately throughout the US, and Europe. For private deals, the firm makes equity deals in early-stage biotech therapeutic companies. 4bio Capital typically looks to make 8-10 deals in the private sector through each yearly cycle and typically allocates between \$1M - \$5M in each deal. The firm typically follows on these investments, preferring not to lead. The firm typically invests in seed and Series A rounds.

With these buttons, you can take notes on each organization (Bookmark). You can also request a meeting by clicking 'Book meeting,' where you can enter a message to the attendee as part of your meeting request (see below). You can send follow up messages through the 'Send message' button.

- Book meeting
- Send message
- Bookmark



training. Not to mention in the new normal

**Capital Structure Preference**

**Investment Stage Preference**

training has stalled if not completely stopped.

We make it easy for healthcare professionals to capture 3D content with minimal / no change to their existing workflow. In a nutshell we are the Coursera for "Hands on training". Our platform enables hospitals to generate new revenue stream by offering curated course

## Request a meeting with Joy Yang

Date: (Pending)

Booked by: Karen Deyo from [Life Science Nation](#)

Attendee: Joy Yang from [3E Bioventures](#)

Meeting Place: (Pending)

Add / remove colleagues

- Dennis Ford
- Greg Mannix
- Claire Jeong
- Candice He

Add an optional message

Optional message

Yes

Are you sure you

## Send a Detailed Message and Follow up!

Make sure to add a detailed message when requesting a meeting, as doing so can improve your chances of having the meeting accepted.

## Strategies for Successful Follow Up

**Introduction:** Introduce yourself and your company, as well as request a meeting. It's ok if your target investor does not respond immediately. Be sure to include the following:

- Company tagline (5-6 words explaining who you are and what you do)
- Elevator pitch (1-3 sentences describing the company and tech)
- Technology differentiation, product innovation, or market position
- Raise and milestone information

**Follow Up 1 (Product/Tech):** Why is your product and technology unique? Is it first-in-class? Best-in-class? Dive into your company's differentiated value.

**Follow Up 2 (Management/Team):** Highlight your management and team. How have your people had a notable impact on the business development? What makes your people special?

**Follow Up 3 (One Pager):** Condense all the important messages you've already shared into a one-page tear sheet for quick and easy reference later.

# DIGITAL RESI 2021

## DADTNEINO DI ATLODM



**DIGITAL RESI**  
3-DAY CONFERENCE

## Sessions:

Make sure to take advantage of the amazing content that is part of this conference! The details of these sessions will appear under the Sessions tab.

Within the sessions tab, you will see information on all available sessions. Make sure to look at those available on all dates!

## Sessions

Karen Deyo [Log out](#)

Print

### Meetings

All meetings

Pending

Confirmed

Declined

### Sessions

February 21, 2:03:00 PM

Event timezone: America/New\_York

Jan 11 Jan 12 Jan 13

### Virtual RESI Panels

The virtual panels at RESI are spread across through Zoom Webinar. These panels will feature firms or strategic partners, corporations, etc.

### Medtech Strategies

In the medical technology sector, major corporations are increasingly looking to external startups and inventors for innovative new technologies. In addition to traditional M&A, these major strategic players are exploring innovative strategies to partner with early stage startups, and our speakers will explore topics such as:

- How do major corporations find new device technologies that are a fit for their pipelines?
- What can an early stage startup do to find the right partner?
- How do partnerships work, and what conditions might a major partner have?
- What kind of technical and commercial validation will be required to secure a partnership?

The panelists will explore these topics with reference to the technology areas that they are looking at for their future pipelines.

Please click the link below to join the webinar:

<https://us02web.zoom.us/j/85395221469?pwd=QVJmcVc3bDQzUDRUZUJ0OFhVWcwOT09>

Passcode: 792040

David Uffer, Senior Partner Alira Health Ventures (Moderator)



David Uffer joined Alira Health with over 25 years of management experience in the medical device, products and clinical diagnostics field. He has lead strategy development, strategic planning and business development activities in these fields for mid and large cap public companies.

David has directed business development deals ranging from M&A, licensing, distribution and co-development for companies such as Genomic (legacy Covidien) in their respiratory and medical products business, as well as Hologic and Boston Scientific. He held management roles at Integra Lifesciences and Abbott Labs.

David holds a BA from Clark University, Worcester, MA and an MBA from Thunderbird, School of Global Management, Glendale, AZ.

Nipro Corporation

Business Development Advisor to Nipro. Located in the SF Bay Area, she supports Nipro's due diligence process for a variety of partnership opportunities.

was Business Development Manager at Avotec Vascular, a U.S. subsidiary of Axelos International in France, and PwC's PRMT and Aquamen Biopharmaceutical in Medicine from Kyushu University. She is a member of INSEAD angels group and

ment, Intuitive Surgical

Business Development at Intuitive Surgical where she leads the process for transactions ranging from technology acquisitions and structured acquisitions, licensing and strategic equity investments. Previous to Intuitive, Christina started out as a clinical leads for St. Jude Medical where she went on to hold roles in engineering management. Christina also spent time at Flextronics Medical where she led a program business development activities. Christina holds a Bachelor of Science in Mechanical Engineering from the University of Michigan, a Master of Science in Biomedical Engineering from UCLA, and a Ph.D. from the Anderson School of Management.

ment, Surgical Innovations, Medtronic

Development and Licensing at Medtronic. She has been with Medtronic for almost 9 years. She is currently in the Gastrointestinal & Informatics division and more recently in Surgical Innovations' Development and Licensing. Rachel is focused on opportunities to bring additional talents. These opportunities could consist of licensing, distribution, investment, and more. Rachel holds a Bachelor of Science in Biomedical Engineering from the University of Miami in Miami, FL and a Ph.D. from the University of Colorado at Boulder.

HD, Terumo Corporation



Takumi is a Corporate Development manager at Terumo. Currently based in Boston, Massachusetts and working with Catalyst Health Ventures, he is responsible for identifying and executing on investment, partnership and acquisition opportunities in innovative healthcare technologies. Takumi has been working at Terumo for over 10 years, serving various functions from operations to strategic planning in different geographies. Prior to the current role, he was a project manager for Terumo Pharmaceutical Solutions in Belgium. Takumi holds an MBA from IMD Business School in Switzerland and a BS in Management from the University of Warwick in the UK.

Time: Jan 12 From 12:00PM until 01:00PM America/New\_York

Your start time: Jan 12, 12:00 PM - 1:00 PM America/New\_York

Location: us02web.zoom.us/j/85395221469?pwd=QVJmcVc3bDQzUDRUZUJ0OFhVWcwOT09

Attendee limit: 49 / Unlimited

[Add to my schedule](#)

Attendees: The list of attendees is private

You can go into an individual session to read more about the session:

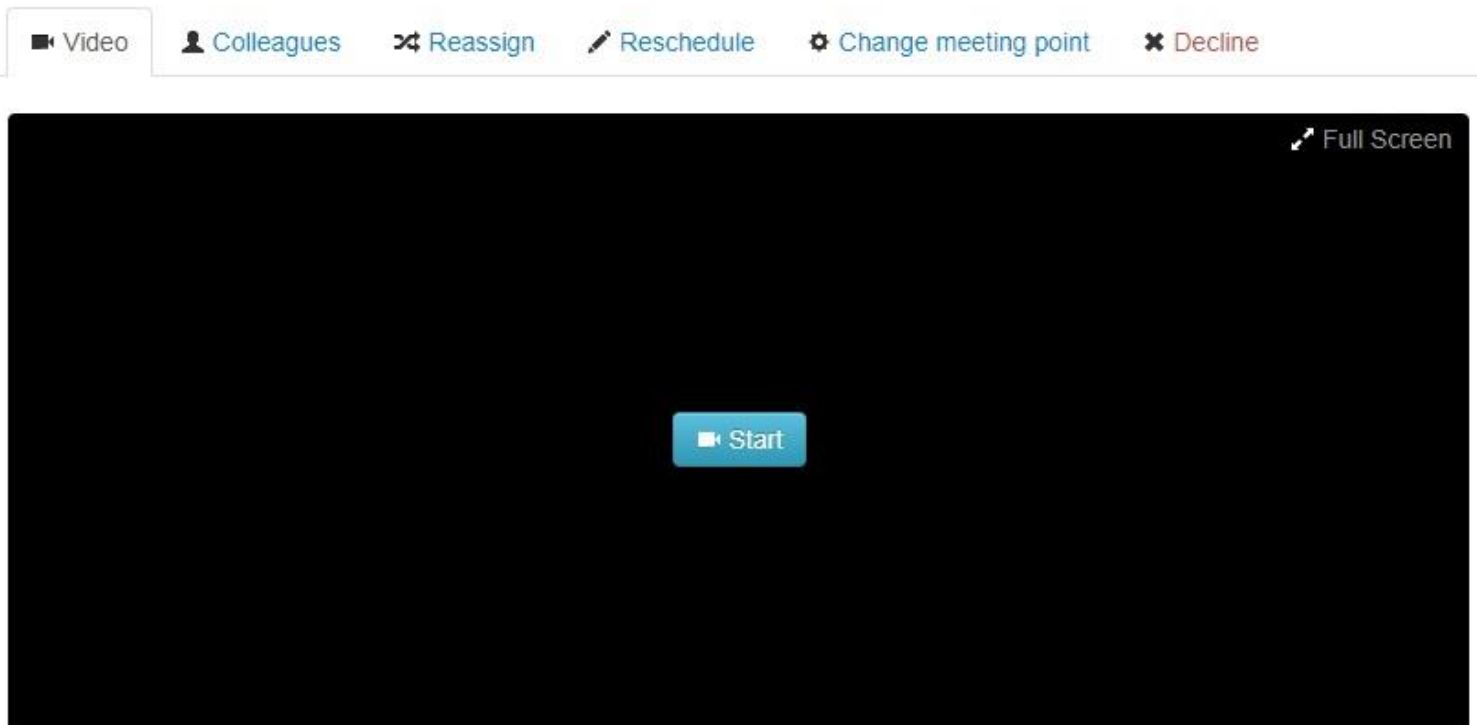
- See the details of the session and participating speakers.
- Book the session into your schedule to ensure you do not schedule meetings during that time and that the session details are included in your schedule.

## Step 4: Joining (or updating) a meeting

- When a meeting has been added to your schedule, it will appear in your schedule highlighted in blue.
- To join the meeting, or make any changes to the meeting, you will need to click on the 'Confirmed – update?' button
- When going to join the meeting, you will hit the 'Start' button. When you hit the start button, you will have an opportunity to test your video and audio before you join the meeting
- You can add or remove colleagues who are also attending the conference from the 'Colleagues' tab at any time once the meeting has been booked. If you would like a colleague to take over, you can simply reassign the meeting to a colleague as the main attendee.
- Should you need to reschedule, you can use the 'Reschedule' tab to propose an alternate time. The other attendee will receive a notification to reconfirm the meeting
- Should you choose to hold your meeting on an alternative platform, you can enter the information on this tab
- You can also cancel the meeting in the 'Decline' tab.



A screenshot of a meeting card from a calendar application. The card is highlighted in blue and contains the following information: Time: 12:00PM - 12:30PM; Location: Virtual Table 15; Attendees: Candice He (Life Science Nation), Chip Landman (BCell Solutions Inc), and Karen Deyo (Life Science Nation); Meeting Title: Digital Health Investors; and a 'Confirmed - update?' button. A red box highlights the entire meeting card.



A screenshot of a meeting join screen. At the top, there is a navigation bar with several tabs: 'Video', 'Colleagues', 'Reassign', 'Reschedule', 'Change meeting point', and 'Decline'. Below the navigation bar is a large black area representing a video feed. In the center of this area is a blue button with a camera icon and the text 'Start'. In the top right corner of the black area, there is a 'Full Screen' button with a double arrow icon. A red box highlights the entire join screen.