



## Application

### Mission

The mission of SCBIO's QuickStart is to offer early- stage South Carolina-based life science companies access to experienced professional services and expertise to help speed the initial steps toward being established startups, ready to attract investment.

SCBIO QuickStart recognizes life science companies have unique challenges in achieving FDA regulatory approval, and raising the money needed to execute a business plan for a medical device or therapy. To succeed over the long startup period requires exceptional persistence and acumen. Starting out with the right steps, right team, close advisers and an understanding of the path ahead are keys to success.

### Selection of Participants

Selection of participants is based upon a written application submitted to the advisory committee for approval along with an interview. Three to five applicants a year will be selected in the spring and fall. The central qualifications for selection include the:

- 1) assessment of the skillsets of the founder/CEO and his/her coachability and commitment;
- 2) commercial impact of the technology; and
- 3) perceived likelihood of the company aggregating the resources necessary to meet its goals.

SCBIO QuickStart is focused on helping prime companies move quickly toward full formation and corporate credibility to attract investment. We want teams that can be successful raising money and getting to revenue.

### Services Performed for Participants

SCBIO QuickStart will provide access to *a pre-agreed selection of* legal, accounting, regulatory, marketing and business professional services as identified by applicants as needed to move them toward being able to secure financial partners. Selections within nine specific areas are offered with up to \$10,000 in services provided by QuickStart.

### Executive mentoring/team coaching services

SCBIO QuickStart will provide access to experienced professionals to guide the company principals in the appropriate administrative steps to move as effectively and efficiently as possible toward commercial viability.

The mentor/s may require the participants to carry out studies, or perform tasks necessary to developing the company's business plan. Every participating company will be coached in making sound fundraising pitches, networking and using capital resources and tools.

### Selection of Resource Partners

Resource partners are selected based upon their experience in life science business development and commitment to growing great life science companies in South Carolina. They are paid by SCBIO QuickStart at pre-agreed amounts for specific deliverables.

### Advisory Committee

SCBIO QuickStart is governed by the Board of Directors of SBIO with recommendations from an Advisory Committee. The Advisory Committee members will review possible candidates for the QuickStart program and act as mentors for them.



## **APPLICATION**

*(Follow the instructions, and mail as an attachment to : Wayne@SCBIO.org )*

### **Name of Founder**

Email:

Address for the company (can be residential address)

Street:

City, State, Zip:

Phone:

### **Name of Founder 2**

Email:

Address for the company (can be residential address)

Street:

City, State, Zip:

Phone:

### **Others**

List names and emails:

### **1. Please state in two paragraphs non-confidential description the:**

- Problem you are solving; product/process you are developing; customer you are serving.

### **2. What is your best supporting argument for the value or benefit of your technology/company?**

**3. What are you willing to put at risk o see your idea succeed?**

**4. What do you need?**

**Pick any four and rank the enumerated services in priority 1-4. (Specific examples are cited)  
Services for pre-agreed selections from the list will be provided. Team Coaching and mentoring will be provided for each applicant accepted.**

Rank	Service
	<b>1) Legal Services – Corporate</b> a. Corporate formation, registrations b. Business document set- NDAs, shareholder agreements
	<b>2) Legal services -Intellectual Property</b> a. Patentability consultation and research b. Consider trademark/copyright strategy c. File a provisional patent
	<b>3) Corporate/Financial Services</b> a. Business plan b. Financial Model/projections
	<b>4) Accounting Services</b> a. Accounting Systems and chart of accounts w baseline accounting practices b. P&L Cash Flow and Balance Sheet generation c. Directors and Officers Liability insurance
	<b>5) Marketing Corporate Identity</b> a. Company, name, identity package, business cards b. Functioning Web site and email/newsletter investor communications Public relations and social media
	<b>6) Regulatory Consulting</b> a. FDA filing strategies, framework for interactions with time line
	<b>7) Market/Customer Development – Perhaps the most important data for investors</b> a. Gather customer survey data/guide product definition b. Gather market intelligence /attend a conference/get strategic response from key opinion leaders/competitors/market statistics.
	<b>8) Product Development</b> a. Help create a prototype
	<b>9) SBIR Consultation/Grant Application</b> a. Grant Application to one of the set deadlines for Small Business Innovation Research Grants. Phase 0 is \$6,000; Phase I Feasibility and Proof of Concept: up to \$150,000

**5. Please provide an executive summary:**

(About 500 words or less )

**Include summary of :**

When/where and how your company began and its status; your technology; status of any intellectual property involved; status of any financial partners/owners/claims; any money you have raised/received; how your approach defers from current standard of care or current research; any known market competition

**6. Please provide us a brief summary of you and your team's experience./expertise.**

**7. Provide any links or supporting information you think would be helpful.**