

UNIVERSITY CITY

# Science Center

PHILADELPHIA, PA

InBIA Panel:  
Future Proofing ESOs: How to Evolve  
Programs  
for New Challenges and Opportunities



# Future-Proofing ESOs

How to Evolve Programs for New Challenges and Opportunities



**Wendy  
Nickel**

SCIENCE CENTER



**Chinaemerem  
Daniel**

COMCAST



**Shlomi  
Madar**

SPOTITEARLY



**Patricia  
Lucas-Schnarre**

AHERSLA HEALTH INC.

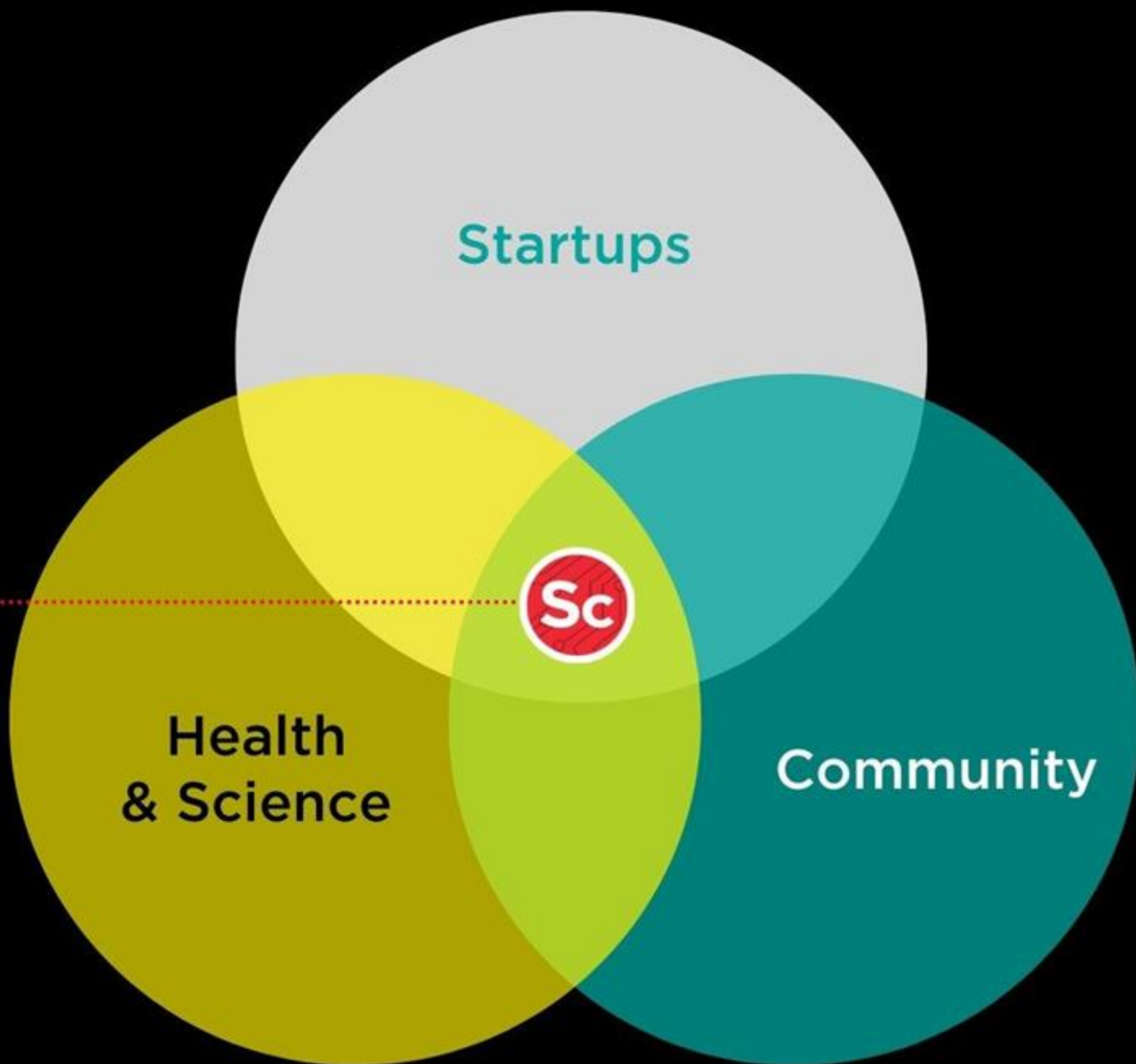
SCIENCE CENTER

Filling startup ecosystem gaps since 1963





an innovation intermediary  
driving economic growth  
locally and advancing  
healthcare innovation globally



## INFRASTRUCTURE

# Fertile ground for growing companies

1963 - 2014

Science Center Campus

2015 - present

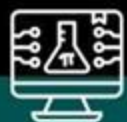
uCity Square



WEXFORD  
SCIENCE+TECHNOLOGY



# our approach



STEM &  
Entrepreneurship  
Exposure

## FIRSTHAND

STEM Ed &  
Career Exposure



Startup  
Acceleration

## FOUNDERS FELLOWSHIP

Emerging  
Founder  
Support

## SBIR & TABA SERVICES

Technical  
& Business  
Assistance

## CAPITAL READINESS

Due  
Diligence

## US MARKET ACCESS

Global  
Expansion

## TREND WEEKS

Curated event series convening  
influential thought leaders



Capital

## STARTUP CAPITAL

Attracting and deploying  
capital in the region

# Startup Acceleration





FEDERAL & STATE

INVESTMENT



Equity through opportunity.



ACADEMIC & RESEARCH

INDUSTRY



A FRAMEWORK FOR

# Derisking Startups

Our healthcare stakeholder network provides startups with unparalleled access, enabling a more efficient approach to:

- customer discovery
- stakeholder engagement
- market adoption

Our network also includes vetted experts across multiple disciplines to help startups accelerate their path to market.

- Technical
- Professional
- Regulatory
- Commercialization



SCIENCE CENTER

# economic impact

ACROSS GREATER PHILADELPHIA

Startups supported  
since 1963

700+



200+

Companies thriving in  
Greater Philadelphia



29K

Full-time jobs  
supported



\$105K

average salary  
\*83% above the median  
annual wage in the region



\$7.6B

Annual regional  
economic impact

# Founders Fellowship

An immersive startup experience for emerging life sciences entrepreneurs

- \$50K stipend for the 12-month program
- Six months of hands-on learning punctuated with an “elder solutions” capstone project
- Six months to focus on technology translation supported by medical faculty and aging-focused advisors.

• Access to facilities at  
Aravind Krishnan  
CEO, ToxiSense



“

“I had a good idea of how to conduct this type of research in the lab, but the Fellowship taught me how to talk to eventual customers, discovering market pain points, work on pricing, address the regulatory side of things, establishing IP - all the different things that scientists often don't consider.”

## CAPITAL PREPAREDNESS

# Capital Readiness Program

Preparing startups to raise a first round from institutional investors.

Therese Canares, MD

Founder, CurieDx



The dedicated time and advice from so many high-quality mentors were truly remarkable. I feel like a pro when I speak with investors, and the actionable skills I learned are leading to follow up meetings."



# Capital Readiness Program

## AT-A-GLANCE

### An immersive curriculum with actionable outcomes

The Capital Readiness Program prepares participants to create a capital ready due diligence deal room, navigate sophisticated investor and partner capital related inquiry and due diligence processes, and provides direct feedback from industry-relevant investors.

#### DAY 1

Capital readiness  
& deal room  
requirements

#### DAY 2

Regulatory  
review & capital  
planning

#### DAY 3

Corporate legal  
review & intellectual  
property status

#### DAY 4

Valuations, vesting  
& capitalization  
tables

#### DAY 5

Mock board meeting  
& 12 month  
fundraising plan with  
milestones

#### Format

- Direct feedback and due diligence review by strategic partners and active Investors
- Deal room development and review sessions
- Regulatory and IP assumption stress testing

## GLOBAL MARKET EXPANSION

# US Market Access

Process-oriented support designed to give global startups a foothold in the US healthcare market



Enav Noff, MD MBA

CEO & Founder, Watch Health



“I feel privileged to participate in this program, which was a few months of work condensed into a month. It's the holy grail for every startup looking to expand to the US market and making the right first connections.”

# Technical & Business Assistance

We offer Technical and Business Assistance (TABA) services for National Institutes of Health (NIH) Small Business Innovation Research (SBIR) Phase I and Phase II Awardees.



**TABA equips founders with resources during their SBIR/STTR Journey. The purpose of TABA is to support awardees in:**

Making better  
technical decisions

Solve technical  
problems

Minimize technical  
risks

Commercialize  
products or process

# Evolving Programs to Meet Long-Term Demands

KNOWLEDG  
E

NETWORKS

RESOURCES

# Constant Scanning, Evaluating, and Iterating

## **Scanning:**

- Policy Environment: watching political dynamics and impacts on regulation and policy, funding and investment, market access and reimbursement, tariffs and global trade
- Workforce Issues: immigration, labor laws
- Public Health: fast tracking medicines, funding for R&D
- Ethics and Social Policy: ethical guidelines, societal acceptance, environmental concerns

## **Evaluating:**

- Are our programs meeting needs of constituents? Startups, mentors, investors?

## **Iterating:**

- Signal testing, pilot testing, developing programs
- New formats, approaches, and content

# Trends We're Watching

- Virtual communities
- Personalized and tailored support
- Holistic entrepreneurial support
  - Leadership and “soft” skills
  - Mental health and well-being
  - Culture development
- Innovative access to capital
  - Crowdfunding
  - Impact investing
- Agile program models
- Digital tools and platforms

# Thank you

