UNIVERSITY CITY SCIENCE CENTER MEDTECH BOOTCAMP – PHILADELPHIA, USA
Feb 10th - 14th, 2020

ABOUT US -

The Science Center has a 55+ year legacy of building and delivering successful acceleration and incubation programs with a broad network of 30+ academic and research institutions. We have partnerships with leading corporations in a wide range of industries, and we are plugged into with researchers, service providers, industry partners and government initiatives including BARDA's DRIVe Accelerator Network. Furthermore, the Science Center has built a network of 150+ experienced business advisors and mentors that help companies build funding paths and go-to market strategies, giving them the best chance for success.

ABOUT BOOTCAMP -

Considering an expansion to the US market? Our US Market Exploration Bootcamp program is designed ensure a soft-landing. The Bootcamp creates a road map for your company's expansion through introductions to local investors, service providers and industry leaders. We'll provide you with tangible and intangible tools leveraging the Science Center's connections with universities, healthcare institutions, government agencies, and other organizations in the emerging technology sectors. Participants receive space at uCity Square, access to meeting rooms and shared facilities for the duration of the Bootcamp. Participants will also have access to the Science Center's resources, including Quorum: the entrepreneur's clubhouse, and Venture Café Philadelphia: a weekly gathering of 200+ entrepreneurs and business leaders.

To apply: https://sciencecenter.submittable.com/submit/150901/
the-us-market-exploration-bootcamp

For more information email to ksotnik@sciencecenter.org

University City Science Center Bootcamp
3675 Market St. 2nd Floor (Quorum Event Space) Philadelphia, PA 19104

Feb 10thth – Feb 14thst Schedule

Monday, Feb 10th – Local Environment for Biotech (Room Qu6)

8:30 – 9:00	Registration, Breakfast
9:00 – 10:00	Doing business in the U.S. (City of Philadelphia, PA Commerce Department)
10:00 – 10:30	Break
10:30 – 12:00	Case studies on successful US expansion. Round table and success cases
12:00 – 1:30	Lunch (provided)
1:30 – 3:00	Localization of your product and service with Miriam Siftar from MTM Lingua Soft
3:00 – 3:30	Break
3:30 – 5:00	Meeting with local advisors/mentors; Pitch practice (in groups)

Tuesday, Feb 11th - Legal aspects (Room Qu1)

8:30 – 9:00	Breakfast
9:00 – 10:00	Legal incorporation options and other transactional issues Overview and individual consultation
10:00 – 10:30	Break
10:30 – 12:00	Visa status and visa issues (JV, visa options) Overview and individual consultation
12:00 – 1:30	Lunch
1:30 – 3:00	IP exploration and protection Overview and individual consultation
3:00 – 3:30	Break
3:30 – 5:00	Meeting with local advisors/mentors; Pitch practice (in groups)

Wednesday, Feb 12th – Pathway to Patient, Payer, Provider and Product (Room Qu6)

8:30 – 9:00	Breakfast
9:00 – 10:00	Regulatory roadmap
10:00 – 10:30	Break
10:30 – 12:00	Market Access through Payer (insurance)
12:00 – 1:00	Lunch
1:00 – 2:00	Patient Journey
2:00 – 2:30	Break
2:30 – 3:30	Commercial aspect for product
3:30 – 5:00	Meeting with local advisors/mentors; Pitch practice (in groups)

Thursday, Feb 13th – Operations and Funding (Room Qu6)

8:30 – 9:00	Breakfast
9:00 – 10:30	Banking/Accounting (Citibank/ Stephano Slack)
10:30 – 11:00	Break
11:00 – 12:30	HR/tax/KIZ
12:00 – 1:30	Lunch
1:30 – 2:30	Funding structures in US, round table with local funding ecosystem (Ben Franklin, Robin Hood Ventures, Angel Network)
2:30 – 4:00	Pitch to local investors
4:00 – 5:30	Cocktail hour with mentors/investors/sponsors at Venture Cafe

Friday, Feb 14th – Meetings with Industry and local hubs and meetings with mentors about next steps