

accelerating biomedical innovation



Bio^M for BioEntrepreneurs

we guide you from idea to success



“Biotech entrepreneurs are the spirit of our ecosystem. They are the drivers for the translation of ideas into (innovation based) success stories.”

Prof. Dr. Horst Domdey, CEO Bio^M Biotech Cluster Development GmbH

Over the last twenty years, Bavaria became one of the leading European biotech hotspots. Based on an outstanding scientific landscape and also triggered by a success in the federal BioRegio competition in 1996, a rich life science sector evolved, with almost 350 companies and around 40,000 employees in industry and science, concentrated in clusters of excellence in Munich and other metropolitan areas of Bavaria. These life science ecosystems provide nourishing environments particularly for start-ups and small and medium sized enterprises and together with those might be viewed as “organisms” that need special conditions for healthy growth and long-term competitiveness.



Bavaria provides these essential elements: an abundance of world-class, well-funded biomedical research, a pool of experienced biotech entrepreneurs, specialised pre-seed, seed and venture financing sources, access to talent and a technically skilled biotech workforce and dedicated wet lab space in sector-specific science parks. In addition, the Bavarian government strongly supports an entrepreneurial culture by its “Gruenderland Bayern” initiative and aims to create the necessary framework conditions. One of the missions of Bio^M is to serve the bioentrepreneurial ecosystem in Bavaria to implement these political goals.



Bio^M accelerating biomedical innovation

As a non-profit networking and economic promotion agency, Bio^M is active in the biotechnology sector in Munich and in Bavaria since 1997.

The cluster organisation particularly supports small and medium-sized enterprises as well as entrepreneurs and founders-to-be in the field of medical biotechnology with a broad range of services.

Bio^M for BioEntrepreneurs

We support you in developing a business model, writing a business plan, help you to find the right non-dilutive grants and financing options for your start-up. Based on our long-standing experience, we can build on an extensive network with industry players, investors and other relevant partners.

Together with our partners, we accompany you from your research idea to the successful launch of your spin-off. Our services for bioentrepreneurs include special coaching, training and mentoring programmes, tailor-made to the challenge of creating a successful life science start-up. We support the founders' community with regular and inspiring networking events. Also, since 2010, Bio^M coordinates the Bavarian pre-seed grant m⁴ Award.

With our all-round service package for bioentrepreneurs, we are a specialist accelerator for biomedical innovation. Do you have an idea for a biobusiness or a breakthrough new medication? We would love to support you – please contact us!



Mentor Circle



Pitch Doctor



Boot Camp



BioEntrepreneur Lounge



Bio Angels



m⁴ Award

Mentor Circle

inspired by experience

Since 2012, Bio^M interconnects experienced mentors with company founders and scientists, who are interested in commercialisation or start-up creation, in the field of medical biotechnology.

The committed mentors – currently a pool of more than 40 individuals who, to a large extent, are experienced bioentrepreneurs themselves – act as sparring partners, give support with their expertise and provide valuable contacts. The mentoring is done in an honorary capacity.

The expertise of the mentors covers a broad spectrum, including intellectual property issues, preclinical and clinical development or knowledge on regulatory issues.

Bio^M enables a valuable exchange in an informal but confidential setting.

“The regular exchange with our mentor, a former CSO of a listed biotech company, was extremely valuable for our project.”

Dr. Marcus Conrad, Helmholtz Center Munich



- pool of over 40 senior biotech mentors
- experienced entrepreneurs, industry managers, renowned scientists, intellectual property experts, drug development professionals, and more
- mentoring in an honorary capacity

“I love to pass my hands-on experience on to other motivated company founders.”

Dr. Niels Fertig, CEO (and Founder) Nanion Technologies,
Bio^M mentor



Pitch Doctor

how to convince investors

Bio^M annually offers a training workshop together with professional pitch coaches. Apart from learning the techniques of creating a convincing pitch, the participants also have the opportunity to practice their pitching competence using different case studies.

In addition, the team of Bio^M is always available for teams of founders who would like to practice their pitch presentation in order to convince investors, grant juries or potential partners.

We will give you feedback on your business case, the quality of your slide deck and your presentation style. We also will support you in writing convincing business plans and grant applications.



- improve the quality of your slide deck
- get feedback on your presentation style
- convince investors, grant juries or potential partners

“Communicating the essential information in a targeted, convincing and concise way is extremely challenging. Practicing and sharpening this skill in the workshop was very helpful.”

Dr. Hannelore Meyer, Technical University Munich



BioEntrepreneur Bootcamp

get ready for business

Bio^M's BioEntrepreneur Bootcamp targets biotech and life science founding teams in the pre-seed or seed phase. The 3-day interactive and intensive training programme covers all aspects of starting a biotech company – from the legal basics to financing options. The teams learn from team coaching sessions, case studies, expert talks and panel discussions.

The participants are trained to develop a business oriented mindset. They learn to focus on goals, to recognize pitfalls and to avoid them. The team of Bio^M, experienced entrepreneurs and other experts are coaching the teams and pass on their hands-on experience.

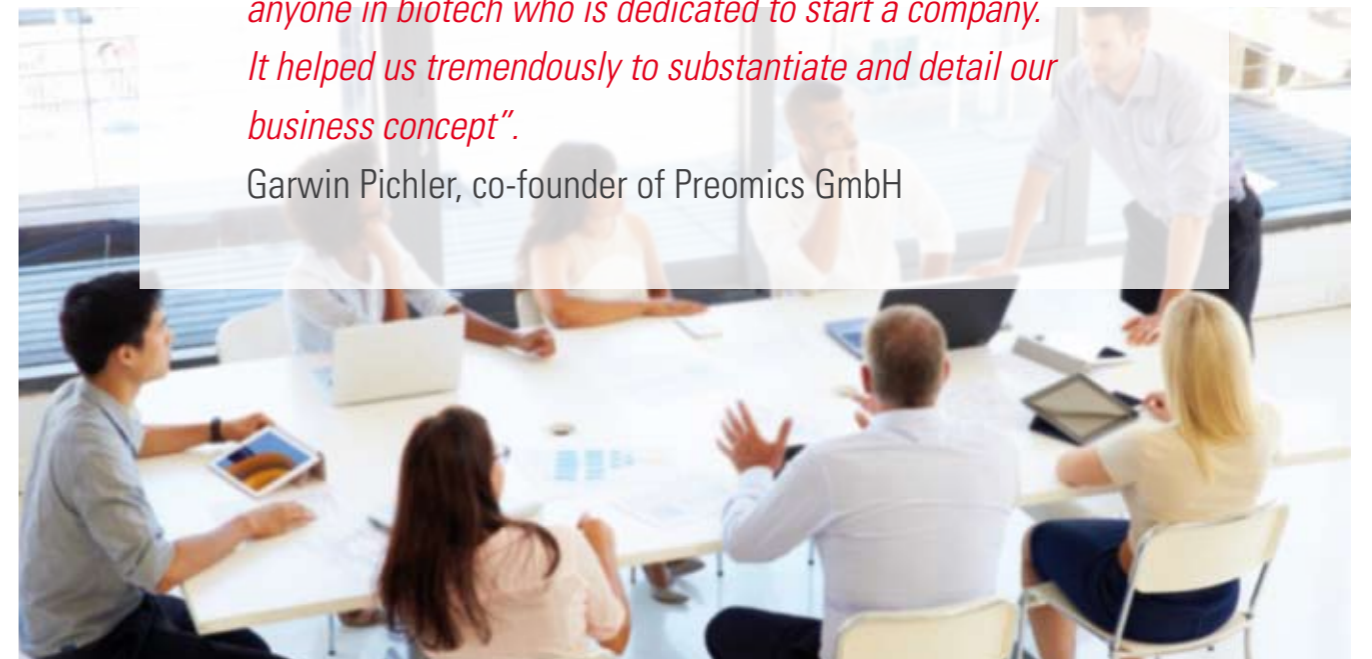
The founding teams refine their business models and develop an investor-ready pitch presentation. At the final “show down breakfast”, a panel of benevolent investors serves as a reality check for the founders and their business ideas.



- 3-day intensive training
- refine the business model
- develop a realistic and business-oriented mindset
- prepare an investor-ready pitch
- feedback by a benevolent investor panel

“I would recommend the BioEntrepreneur Bootcamp to anyone in biotech who is dedicated to start a company. It helped us tremendously to substantiate and detail our business concept”.

Garwin Pichler, co-founder of Preomics GmbH



BioEntrepreneur Lounge

join the community

Participating in Bio^M's BioEntrepreneur Lounge gives early stage founders and founders-to-be the opportunity to become part of an active founders' community, to meet like-minded entrepreneurs and to exchange with peers in a casual and relaxed atmosphere.

The evening events take place 4-5 times a year and are enriched by a speaker series on bioentrepreneurship.

Experienced individuals, entrepreneurs, venture capitalists, coaches and mentors are telling their stories about their journeys of starting up a company or investing in promising ventures.

If you are interested in founding a company or are an early stage entrepreneur, please contact us. Within the BioEntrepreneur Lounge community, you will be able to expand your professional network and to gain new insights and perspectives to successfully start up or grow your company.



- expand your professional network
- gain insights in successful start-ups
- speaker series on bioentrepreneurship



„The BioEntrepreneur Lounge is an ideal platform to get into contact with other founders in the area of life sciences. It's a great opportunity to exchange in a casual and relaxed atmosphere.“

Dr. Claudio Rolli, Technical University Munich



BioAngels

find the right investor

Bio^M has strong network ties to the venture capital scene investing in the life science sector. Bio^M also closely cooperates with the Bavarian Venture Capital organization Bayern Kapital and is an accredited coach of the German Hightech-Gründerfonds (HTGF).

In 2016, Bio^M launched the new investors' network "BioAngels". Membership in BioAngels will be by invitation only and is aimed at life science business angels, representatives of family offices as well as venture capital investors actively investing in life science ventures.

The BioAngels community will meet 2-3 times a year at the Martinsried Biotech Campus where they will get to know exciting investment opportunities and to meet founding teams in an exclusive atmosphere. A limited number of pre-selected and well-prepared teams get the chance to attract financing for their biotech startup.

If you are looking for investments in the life science sector, and wish to join BioAngels or if you are a Bavarian founder in need of financing, please contact us.



- 2-3 meetings per year
- company presentations by pre-selected and well prepared teams
- enhance the chance of getting funding for your business idea

"Finding investors is crucial for bioentrepreneurs. And finding the right investors with a fit to the business case is even more important."

Christina Enke-Stolle, Senior Manager Startups & Funding at Bio^M



m⁴ Award

create the future of medicine

The future of medicine will be personalised, predictive, preventive and much more patient-centric than today.

The Bavarian pre-seed grant program m⁴ Award, initiated in 2011, aims at academic research projects with spin-off potential in the area of personalised medicine and medical biotechnology.

The program is funded with 2.5 million Euros per year by the Bavarian Ministry of Economic Affairs. As of 2016, the calls will alternate between calls for medical biotechnology (m⁴ Award), coordinated by Bio^M, and calls for health economy / medical technology (Medical Valley Award), coordinated by Medical Valley EMN.

In each call for applications, academic research teams can apply for a validation funding of up to 500,000 Euros to further develop their research projects.

So far, 15 innovative projects with spin-off potential have been awarded (2011, 2013 and 2015).

Winner projects will not only get funding, but are actively accompanied by Bio^M, their respective technology transfer organisation and other experts.



- grant program funded with 2.5 million € per year
- up to 500,000 € validation funding for academic research projects with spin-off potential
- individual support during grant phase (incubation)

"We are very happy that the m⁴ Award together with our incubation programme has resulted in three successful company formations so far."

Dr. Petra Burgstaller, Senior Manager Start-Ups & Funding at Bio^M



Contact



Dr. Petra Burgstaller
Senior Manager Start-Ups & Funding

Phone +49 (0) 89 – 89 96 79-23

Fax +49 (0) 89 – 89 96 79-79

E-mail burgstaller@bio-m.org



Christina Enke-Stolle MSc, MBA
Senior Manager Start-Ups & Funding

Phone +49 (0) 89 – 89 96 79-26

Fax +49 (0) 89 – 89 96 79-79

E-mail enke-stolle@bio-m.org



www.bio-m.org



Impressum

Bio^M Biotech Cluster Development GmbH
Am Klopferspitz 19a
IZB-West
82152 Martinsried, Germany
Phone +49 (0)89 / 89 96 79-0
Fax +49 (0)89 / 89 96 79-79
E-mail info@bio-m.org

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