

# lifesciences@work

Health~Holland 

## Factsheet.

### LifeSciences@Work is the national accelerator for high potential start-ups in Life Sciences and Medical Technologies.

Starting up a company requires not only a good idea and lots of enthusiasm, but also involves often a long difficult development path with many hurdles. In life sciences taking an invention from the lab to the market typically takes 5 to 10 years and requires several tenths of millions of euros of investment. In case of a new drug this can even take as long as 15 years and cost up to a billion euros.

#### LifeSciences@Work Accelerator (LS@W)

##### venture challenge

1-on-1 coaching to develop your idea into a solid business case.

##### expert classes

Gain knowledge in legal, funding, regulatory, communication topics.

##### value centre

Prepare for growth and speed up for successful market introduction.


### Innovations in Life Sciences and Medical Technologies hold great promises for society. We help aspiring entrepreneurs to take their ground breaking inventions to the market.


We offer aspiring Life Sciences & Health entrepreneurs valuable support in business coaching and mentoring, partnering, specialist support, as well as providing access to a network of alumni, investors, experts, funders and seasoned entrepreneurs.


LS@W is funded by Health~Holland, Top Sector Life Science & Health.

#### Results 2008 – 2016

  
**900+**  
Proposals reviewed

  
**105+**  
Teams coached

  
**108+**  
New businesses

  
**480+**  
New jobs

  
**215m+**  
Funds raised

Examples of successful LS@W start-ups include Pluriomics, Encare Biotech, NightBalance, Cristal Therapeutics, TCell Factory, Ocello, Cergentis, Khondrion, Oncodrone, ThromboDx, Quirem Medical and Toxys.

View all LS@W start-up teams at [www.lifesciencesatwork.nl](http://www.lifesciencesatwork.nl).

## LifeSciences@Work Accelerator Core Activities

### Stage 1 | Venture Challenge

The Venture Challenge is aimed at scientists and entrepreneurs that are considering starting up a new company based on (their) research findings. It is an intense 10-week program in which teams are challenged by experienced business coaches to translate their initial ideas into a solid business case. Result of the Venture Challenge is a Venture Plan describing the business opportunity and how to de-risk the venture. This plan can be used to take a decision on starting up a company and attract early stage funding.



- **Business Case Development:** 10 weeks program with Boot Camps, 1-on-1 coaching and mentoring to develop initial idea into a solid business case;
- **Venture Plan:** Identifying key risks and assumptions and develop a validation and de-risking strategy. €25,000 for the best venture plan;
- **Network building:** Connecting with entrepreneurs, experts, investors and alumni;
- **Funding:** Excellent preparation for Take-Off Grant and other (pre-) Seed funding.

### Stage 2 | Expert Classes

The Expert Classes is the next phase of the LS@W accelerator and is aimed at those teams that have successfully completed the Venture Challenge, but also other early stage start-ups can apply. The Expert Classes are a series of in-depth workshop by industry experts covering relevant topics such as Fiscal and Legal aspects, Clinical Trials, Financing, Communications and Reimbursement.



- **Master classes:** In-depth workshops by industry experts;
- **Strengthen your business case:** Get input on critical topics, identify hurdles and opportunities;
- **Mentoring:** 1-on-1 consultations with selected alumni, industry experts, investors, funders and seasoned entrepreneurs.

### Stage 3 | Value Centre

The Value Centre is the final stage and is aimed at innovative companies that have growth ambitions and a ready to take the next step. Entrepreneurs can apply for the Partnering Meetings and Value Centre Voucher. The application includes a 'business case-check-up' by the experienced advisors of the Value Centre. With this check-up, the strengths and weaknesses of the business case are elaborated on in order to define the best direction for the use of the voucher. The voucher can then be used to gain expert knowledge on the most valuable topics for example in reimbursement, in clinical trials or health technology assessment, in finding funds and/or investors.



- **Business Case Check-up:** Determining investor readiness level, guidance on defining the next steps;
- **Medtech/Biotech Partner Meeting:** Matchmaking with potential business partners;
- **Access to expert advice by Value Vouchers:** €10.000 voucher to receive expert advice on sector specific topics such as reimbursement, clinical trials, medical health assessments, and more.



## LifeSciences@Work Community

### Alumni, expert and mentor community

Since the start of the LS@W programme over 100 teams have participated in the Venture Challenge, each consisting of at least three team members, resulting in a growing alumni network of currently over 300 life sciences entrepreneurs. On top of this we have built a network of experts and investors that are actively involved in the Venture Challenge, Expert Classes and the Value Centre. Selected alumni are involved as mentors in different stages of the programme. Also special networking and matchmaking opportunities are generated focussed on connecting with potential partners, and selected CEO candidates.

### Associated programs

We collaborate with the following third party programs:

- **BioBusiness Masterclass:** provides Venture Challenge alumni with an excellent opportunity to acquire business and personal skills necessary to bring their venture forward;
- **MBI-Life Sciences & Health:** helps scale-ups in their international growth ambitions and prepares them for follow-up growth funding.
- **Global-Scale-Up Program:** mentoring program for scale-ups to enter the global market, with a focus on the US.
- **NWO Take-Off program:** offers subsidies for feasibility studies and pre-seed loans. The Venture Challenge is an excellent preparation or companion programme for Take-Off, and as such recommended by NWO-TTW/ZonMw;
- Various events that are aimed at the life sciences business community such as the **SME event** and the **Dutch Life Science Conference**.

## LS@W Background

LS@W is part of Health~Holland, the Top Sector Life Sciences & Health. LS@W was set-up in 2008 as a start-up support programme under the Netherlands Genomics Initiative (NGI), to build a coherent set of support activities by combining existing high-quality programmes and complementing them with new activities where necessary to provide support in the form of coaching, education, financing and networking.

LS@W is public-privately funded and we are continuously looking for partners that are able to contribute to the program both from a content perspective as well as financially. More information on the partnership proposition can be found on our website.

## LS@W partners



## More information

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