

Life Science Innovation 2020



A project of



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G-FACTOR

Life Science Innovation

2020

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1 G-FACTOR | Framework, Values & Objective

Established in Bologna in 1998, by the will of entrepreneur and philanthropist Marino Golinelli, Fondazione Golinelli represents the sole Italian example of a fully functional private foundation, inspired by the model of American philanthropic organizations. Following an integrated approach, the foundation spearheads initiatives dealing with education, professional training, culture, transfer of technology, incubator and accelerator programs, innovation and venture capital, in order to foster the intellectual and ethical growth of society and the aptitude for entrepreneurial development of young minds, with the aim of contributing to the sustainable development of the country.

In 2018, G-FACTOR was launched. Specifically dedicated for the start-up of new entrepreneurial realities, the company was founded and is fully directed by Fondazione Golinelli.

G-FACTOR is a genuine ecosystem that transforms the high potential of young individuals and scientists, along with their innovation and technology, into entrepreneurial realities able to successfully establish themselves in the market, creating replicable and scalable business models.

G-FACTOR is a response to address the need to foster more possibilities of integration between research, industry and the marketplace, putting the focus on youth, their business ideas and scientific research, and their ability to produce innovations and new technologies.

G-FACTOR is modelled on the principles of the experimental approach, inclusive and multidisciplinary, in a collaborative and generative environment that enhances the cultural and technological contamination and conception of different competences, experiences and cultures: economic, humanistic, scientific and technical.

The pillars of G-FACTOR are “competences, coaching, capital, community and customer”. G-FACTOR provides funding to a selection of business ideas and proposes customized programs for the growth of ideas and startups, with an understanding approach following scientific and market principles.

G-FACTOR is an unicum on the national and international scene, in a territory with strong scientific and entrepreneurial activity, it provides access to resources, structures and relations in the innovation ecosystem.

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2 Life Science Innovation 2020

2.1 Why?

G-FACTOR wishes to accompany the ideas of young individuals, scientists and start-ups from the early stages of development into the market, with the support of experts and investors.

G-FACTOR is promoting the second Call for Ideas & Start-ups, Life Science Innovation 2020, for innovative projects and new businesses, dedicated to those who feel they have a winning idea in the pharma, biotech, medtech, bioinformatics and bioengineering sectors.

2.2 How much?

The resources available for Life Sciences Innovation 2020 total € 1,000,000, of which:

- € 720.000 will be awarded in cash
- € 280.000 will be awarded in services

2.3 What?

The areas of interest are therapeutic sectors, diagnostic and medical devices, nutraceuticals, bioengineering and bioinformatics. In particular, the following industry sectors:

1. **Pharma & Biotech:** innovative experimental drugs with the potential to radically modify the disease process and offer therapeutic alternatives for unresolved medical needs.
2. **Medtech - Medical devices and Diagnostics:** medical devices, diagnostic tools and biomarkers that can offer a radical innovation in the diagnosis, treatment and monitoring of a pathology.
3. **Nutraceutical:** novel food, foods for special medical purposes, nutritional supplements designed to optimize the clinical management of specific categories of patients or to introduce new nutritional principles.
4. **Bioinformatics e Bioengineering:** to support preventive, personalized and precision medicine, artificial intelligence tools that can improve the predictability of medical data, trends and needs of patients, software and algorithms to support decision making in clinical and extra-clinical activities.

2.4 Who?

The eligibility requirements for the two lines are:

Target candidates: newcos, spinoffs and innovative startups, students, graduates and doctorate researchers, acting individually or in teams - belonging to public and private entities. Participating teams must have at least one team member under the age of 40.

Entrepreneurial Projects: The projects must be characterized by a strong mission in technology transfer and propose highly innovative therapeutic solutions for which an experimental proof of concept has already been completed. It is also necessary to have a proven patent history (patent filed and/or granted) or a solid and advanced intellectual property development and protection plan ("pre-patent" phase). Projects for which patent protection does not apply are not qualified to participate.

Resources: € 720,000 will be awarded in cash and € 280,000 in services; resources will be allocated to support 10 entrepreneurial projects in an incubation-acceleration program for the duration of 9 months; each project will receive a total amounting to € 125,000, of which € 90,000 will be added in cash and € 35,000 personalized services that will be offered under the G-Force Program. The services that each entrepreneurial project will receive are specified in paragraph 7. The resources will be disbursed to each business project, as a gradual and progressive investment in equity, according to methods agreed with the selected teams, in three steps:

- a. € 30,000 in cash, with the signing of the G-Force Program Agreement; the necessary requirement in order to receive the funds is the establishment of a company, if not already existing;
- b. € 30,000 in cash, after 3 months from the selection and positive verification during the Demo Day, of the progress of the work foreseen in the G-Force Program Agreement. At Demo Day the entrepreneurial projects will be presented in front of a jury composed of entrepreneurs and experts in the field;
- c. € 30,000 euro in cash, after 9 months from the beginning of the G-Force Program, upon achieving the final milestones set forth in the Program Agreement and following the presentation of entrepreneurial projects within the framework of the Investor Day. At Investor Day, entrepreneurial projects will be presented in front of an audience of investors, entrepreneurs, venture capitalists, business angels and potential industrial partners.

G-Force Program: the selected teams will have access to an innovative entrepreneurship training program, custom designed for experts with a high technical-scientific profile, which will enable the teams to grow both entrepreneurially and scientifically. The program has a total duration of 9 months. The initial residential phase of the program consists of intensive activities for a duration of 3 months, with the aim of accompanying the teams in presenting themselves to potential industry partners. This first phase is followed by a period of additional 6 months of mentoring and remote follow-up, with the aim of accompanying the teams to present themselves to potential investors and proceed with further stages of growth and development.

2.5 Where?

The activities will be held in the new space of Opificio Golinelli, with an area of over 2,500 sqm specifically dedicated to emerging entrepreneurial realities, located in Bologna (Italy) in Via Paolo Nanni Costa 20.

2.6 When?

The timeline of the notice and the incubator and accelerator programs will consist of the following phases:

- **June 14, 2019:** publication of notice
- **October 31, 2019:** expiration of notice
- **January 11, 2020:** announcement of the 8 selected teams
- **March 30, 2020:** beginning of G-Force Program
- **June 25, 2020:** end of G-Force Program residency
- **June 29, 2020:** DEMO DAY
- **December 14, 2020:** INVESTOR DAY

3 Application process - Terms and Conditions

Applications may be submitted as of 12:00pm, June 14, 2019 till 12:00pm, October 31, 2019.

3.1 Application form - How to apply?

The application form is available at the following link: <https://gust.com/accelerators/g-factor>

All documentation for Italian candidates must be submitted in Italian. All documentation for foreign candidates must be submitted in English.

For further information regarding the notice of selection, terms of application, rules for participation and selection procedures, please contact apply@g-factor.it.

For any technical or computer system related issues please contact <https://gust.helpscout-docs.com>

To complete the application the following documents must be submitted on the platform, following the specified formats:

- Curriculum vitae of participating team members
- Any relevant publications of the proposed plan
- Patents or programs of intellectual property protection
- Pitch deck of the entrepreneurial project, according to the format available online
- Elevator pitch video presentation, maximum duration of 3 minutes
- Other documents useful for evaluation

Participation is free of charge and does not entail any constraint or commitment of any kind outside the conditions laid down in this Notice of Selection. By submitting their applications for participation in the selection, the participants declare that all the information provided is true and that any decision taken by the Evaluation Committee will be accepted unconditionally. The committee reserves the right, if deemed appropriate, to require further documentation.

3.2 Communication with Startups

The startups or selected groups will be contacted for the reporting of the results and to arrange the logistical and technical aspects of the participation.

3.3 Inadmissible applications

Any applications received after the date of October 31, 2019, and/or incomplete applications will not be considered eligible and will not be taken into consideration in the evaluation and selection process.

4 Selection Criteria

The general criteria for the selection of applications are:

- Assessment of the degree of innovation, originality and scalability of the proposed solution or business idea
- Assessment of the team in terms of scientific, technical, managerial, and multi-disciplinary competences and overall solidity; in the case of individual applications, the candidate's Curriculum Vitae will be assessed
- Assessment of the potential market and competitors
- Economic and financial sustainability
- Assessment of the soundness of intellectual property or the patentability of the invention
- Degree of technology maturity according to Technology Readiness Levels (TRL) or stage of development for pharma and biotech projects
- Assessment of possible industrial or economic partnerships, where available
- Assessment of the governance and distribution of equity
- Assessment of the completeness of pitch deck contents
- Assessment of video pitch communication effectiveness

5 Assessment Process

The assessment of applications, according to the selection criteria mentioned above, is entrusted to a committee, nominated by G-FACTOR and composed of prominent exponents in the innovation, research and business sectors, national institutions and medical-scientific industry representatives.

6 Final Ranking

The final list of selected projects will be made public on January 31, 2020, at 12:00pm, on www.fondazionegolinelli.it/en/area-impresa/g-factor

7 G Force Program

The G-Force Program is an innovative project created by G-FACTOR, providing entrepreneurship training for young researchers and experts with a high technical-scientific profile. The program includes activities, residential and non-residential, logistic services, business services, concessionary agreements and incentives, investor matching, recruitment aid, including:

Summary of services offered

- Accommodation in Bologna at affiliated structures for up to 2 team-members
- Soft due diligence for the customization of the G-Force Program and defining of shared milestones
- Work station within G-Factor facilities and related services
- Coaching, mentoring and tutoring
- Dedicated talks
- Cross-cutting services (legal, marketing, intellectual property, resource selection, etc...)
- Matchmaking opportunities: Meet your CEO or Meet your Co-founder
- Demo Day with entrepreneurs, industry experts
- Investor Day with venture capitalists, business angels and industrial partners
- Possibility of access to equipped laboratories, with affiliated universities and research centers
- Young talent recruitment
- Number of supported projects: 8
- Value of the services provided: € 280,000 for all 8 projects | € 35,000 each
- Duration: 3 residential months + 6 non-residential months

8 Personal Data Processing

Upon application submission, the interested parties must authorize Fondazione Golinelli and G-Factor Srl for the processing of their personal data for the purposes that will be outlined in the dedicated privacy policy in accordance with the Regulation (EU) 2016/679 and repealing Directive 95/46/EC (General Data Protection Regulation).

All parties involved, guarantee, at every stage of the present edition, as well as after its conclusion, the confidentiality of the information pertaining to the ideas and projects presented, including any and all information defined as 'confidential' received during this period, by signing - at the time of their application submission - a non-disclosure agreement.

9 Discharge of Responsibility

The promoters of this initiative, Fondazione Golinelli and G-FACTOR S.r.l. do not assume any responsibility for technical, hardware or software malfunctions, network connection interruptions, user registration and application submission attempts that have failed and/or are incorrect, inaccurate, incomplete, illegible, damaged, lost, delayed, incorrectly addressed or intercepted, or any other issues regarding user registration and application submission that, for whatever reason, have not been received, including the delayed reception of electronic or other communications or any other technical problems related to registration/application submission and content uploads within the scope of this initiative.

The promoters of this notice also decline all responsibility for the information provided and submitted by the start-ups and/or teams in and for the application form. Participation in the programs does not legitimize a start-up or a team to advertise themselves as partners of any of the promoters of the event nor does it allow them to advertise their own technology or activities using the names of the promoters. Only start-ups or groups that have been selected and admitted may advertise their participation in the G-Force programs.