



Mass**CONNECT**:Requests for Plans

Questions or comments? Please contact Imran Nasrullah, Chief Business Officer at MassBio at 617-674-5151.



MassCONNECT

MassCONNECT welcomes you!

Are you interested in starting a life sciences based company, either as a founder or entrepreneur? MassCONNECT can assist you in getting your ideas and technology crystallized into a business opportunity for presentation to the investment community. We are here to help you think about and think through your business opportunity, and most importantly, connect you to the enablers of the biopharmaceutical industry.

The Massachusetts Biotechnology Council (MassBio) created MassCONNECT to link new entrepreneurs and founders with seasoned biotechnology professionals and entrepreneurs to provide industry expertise, evaluation, and guidance to you as a means to commercialize your ideas. The goal is to enable new company start-up through partnership with mentors, establish the right connections with industry facilitators. This may result in working with venture capitalists, angels, and other financiers who will help launch your company.

MassBio brings you MassCONNECT: experts in biotechnology evaluation, entrepreneurship, and financing working with you to bring your ideas to market through start-up and licensing. Our imperative is to ensure that innovation continues to thrive in Massachusetts and that entrepreneurs get the help they need to solve unmet medical needs.



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MassCONNECT welcomes you!

Why you should join MassCONNECT:

- showcase your technology to industry experts comprising biopharmaceutical executives, venture capitalists, and angels;
- connect with individuals and teams of mentors who will provide practical advice on how to increase the value of your opportunity;
- receive coaching to prepare for investment pitches and develop concise business plans;
- connect to resources to improve your idea;
- connect you to avenues for financing your technology;
- network into business professionals to develop your management team.



Instructions

This template is intended to serve as a guide on how to think and communicate your opportunity to mentors and ultimately potential investors. The template will collect relevant business and technology information for the MassCONNECT evaluation group so they can quickly evaluate your opportunity and determine the level of resources required by mentorship teams.

In instances where some opportunities are farther along than others, mentorship teams will provide fewer resources in time and effort, since much of the work will have already been done. For example, all that may be needed is an introduction to angel investors, entry into business plan competitions, and presentation to venture capital firms. Other opportunities will be more inchoate, thus, will require resources from mentorship teams and business volunteers who will provide their services and feedback to help you crystallize your opportunity.

Please review this template and consider how best your opportunity can be characterized. We understand you may not have all the answers, but answer questions to the best of your knowledge. In the end, MassCONNECT is here to help you and to be a resource for you. You will note check boxes on the left; check the box that best characterizes your opportunity. This information will help reviewers to quickly sort the opportunity to the right set of reviewers.



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Instructions

There are four sections to the template: Basic Opportunity Information, Diagnostic, Therapeutic, and Technology. After you complete the Basic Opportunity Information, go to the section relevant to your opportunity, e.g. diagnostic, therapeutic, etc.

Note: you need only complete those sections that pertain to your opportunity (6-12 slides). In the case of theranostics, indicate so by [checking the box on the left](#) and complete both the diagnostic and therapeutic portions of the template.

Figure 1.

- Diagnostic
- Therapeutic
- Theranostic
- Technology
 - Instrument
 - Enabling
 - Service
 - Dx
 - Thx



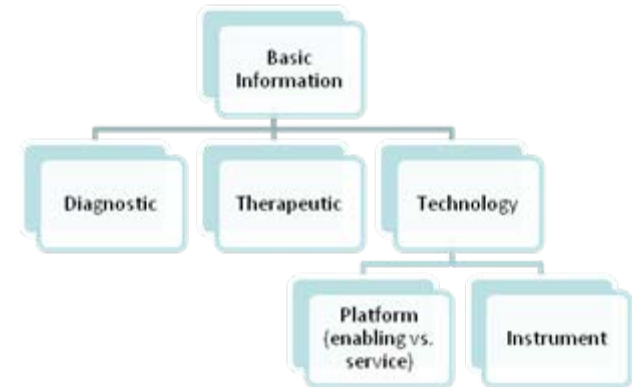
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Instructions

For technology platforms, indicate the type of technology on left, in addition to completing the questions.

The questions next to check boxes will help you think about the nature and attributes of your opportunity. If you have pertinent information supplemental to the suggested queries, please provide that information.

Lastly, please complete the template in font no less than 11 pt. and if you need more space to provide information, you can add pages (though clarity, brevity, and conciseness are appreciated). If you have publications (whether patent applications, issued patents, recent papers, and manuscripts protected under patent applications) please attach them. If you have a website where relevant information can be obtained, please list the URL address.



Please return the completed application to:
RFPMassCONNECT@massbio.org



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Contact Information

Institution(s):

Investigator(s) team:

Contact information:

Funding source:



Basic Opportunity Information



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What is the nature of your opportunity?

- Please describe the nature of your invention (please be sure to check off the broad categories to the left), and how do you envision a product or service based on your technology? Briefly, how is it better, faster, cheaper than existing technology?

- Diagnostic
- Therapeutic
- Theranostic
- Technology
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 - Dx
 - Thx




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How big is the market opportunity?

- What is the disease prevalence and incidence?
- How is the disease stratified? And what segment does your test address?
- What is the market application?



Have you filed for intellectual property protection?

- What form of IP (trade secret, patent, copyright, trademark) applies?
- When were patents filed, if at all? What countries were applied for?
 - Are you the sole inventor? Were institutional resources used in the development of your invention?
 - What is the claim coverage: scope and claim types?
- Are there any third party encumbrances (other people you need to take a license from to practice your invention), or; third party products needed to complement your product?



For Diagnostic Opportunities

If your opportunity pertains to anything other than diagnostics, please skip this section.



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What are the differentiating factors of your product or service?

- How will this test change the way a physician practices medicine? Why is the test information better?
- How has the diagnostic test been clinically validated?
- How sensitive is the test and how specific is the test?



What is the technical feasibility? Please consider the following as you answer...

- How robust is the test (i.e. the error rate of the platform)?
- How scalable is the platform diagnostic?
- How many tests can be performed on the platform?



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Commercial plans to grow company, products and services

- How do you envision growing your company? How do you see generating new opportunities? How do you plan to fund growth?
- Who is your customer base (reference labs, hospitals, pharmaceutical companies, patients)?



What are the diagnostic economics? Please consider the following as you answer...

- How many tests per year could be offered?
- What are the reagent costs per test?
- Are there established CPT codes to the test? What are they? How many steps are there to the test?



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Pathway to commercialization

- Describe the pathway to commercialization for your technology/product (510k vs. PMA)? What are your timelines?
- What are predicate devices considered for the 510k approval?



For Therapeutic Opportunities

If your opportunity pertains to anything other than therapeutics, please skip this section.



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What makes your molecule unique?

- Is the therapeutic a small molecule, biologic (mAbs, nucleotide, peptide), or vaccine?
 - Is the target novel? First-in-class? Best-in-class?
- What kind of model system has been tested? What is the mechanism of action?
- Is there an accompanying biomarker and diagnostic?



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How is your potential drug differentiated?

- What is the unmet medical need?
- How will the drug change the standard of care?
- Will this result in a differentiated medicine providing significant clinical benefit to patients?



How far along clinical development is the opportunity?

- Strong preclinical package with information on MOA
- Predictable PK, proper dosing selection
- Tolerability and convenience
- How will raw materials be sourced for clinical manufacture? Has this been established? Can the drug manufacturing be easily scaled?



For Technologies and Platforms

If your opportunity pertains to diagnostics and/or therapeutics please complete the diagnostic and/or therapeutics section



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What is the nature of the technology?

- What is the scientific basis of the technology? Its application in industry?
- If an instrument/component, describe the improvement or novel application.
- If an instrument, has a prototype been developed?
- What kind of platform is the technology (please check technology subtype to the left)?
 - What kind of molecules does the platform produce?
 - Will it create first-in-class and best-in-class therapeutics?

- Diagnostic
- Therapeutic
- Theranostic
- Technology
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 - Dx
 - Thx



Describe how will it improve the efficiency around drug development?

- Will the platform increase the throughput candidate molecules? Reduce the risk in drug development? Reduce the costs in drug development?
- How scalable is the technology? Is it amenable to high throughput robotics?



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What is the commercial potential of the technology?

- What is the business model around the technology? Will you provide a service to other companies?
- Has the platform been validated through a deal?



YOU ARE DONE!

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