

Join the Boston-Haifa Life Science Initiative (BHLSI) B2B Program

BACKGROUND

In January 2005, Combined Jewish Philanthropies (CJP) of Greater Boston, in collaboration with MATI Haifa, launched the Boston-Haifa Life Science Initiative (BHLSI) B2B Program. The unique benefits of the BHLSI B2B Program are due to our ability to facilitate networking in both communities as a result of the 18 year-old Boston-Haifa Connection.

PURPOSE

The purpose of the BHLSI is to accelerate growth and success of Greater Haifa Life Science companies at all stages (early, mid and late stage companies). The program basic package in Israel begins with on going professionals consulting training and connections with the most promised potential partners and Investors in Boston, and progresses through a one-week road show and special BioEntrepreneurship Training Seminar in Boston.

STRATEGY

The BHLSI B2B Program utilizes the expertise of our outstanding business team in Haifa and Boston in order to promote connections with our network of angel investors, VCs, company CEOs, alliance partners, consultants, distribution channels, acquisition scouts, and physicians interested in business deals and joint research in biotechnology, pharmaceuticals and medical devices.

BASIC PACKAGE

We provide practical information and connections for:

- Business Coaching and Mentoring
- Obtaining Financing
- Joint Ventures
- R&D Collaboration
- Initiating Collaborations with Scientific/Clinical Advisors
- Match-Making, Networking within the Massachusetts Life Sciences Community
- Introducing Technologies and supporting Communication with Technology Licensing Offices at leading Boston Companies, Universities and Hospitals
- Developing Distribution Channels
- Entrepreneurship Education and Training
- General Networking with Sophisticated Life Science Leaders

SPECIAL B2B BOSTON PROGRAM

A one-week special BioEntrepreneurship Training Seminar is held each year in Boston. The B2B Boston Program involves leading experts from the CJP BHLSI Network and includes:

- One-on-One Meetings with Angel Investors, VCs and Company CEOs
 - Business Opportunities with Massachusetts Life Sciences Companies
 - Training Skills in Bio Entrepreneurship
 - Business Opportunities with Massachusetts Life Sciences Companies
 - How to Enhance the Value of Your Intellectual Property
 - Angel Roundtable: What are Angels Looking for when Investing in Companies?
 - VC Roundtable: What are VCs Looking for When Investing in Companies?
 - How to Pitch Your Company to Angels and VCs (Practice Workshop)
- And Much More!

BENEFITS FOR ISRAELI COMPANIES

In order to best assist Israeli companies, we work with the company team to design a program that provides a flexible, tailored business development package to address your specific needs.

- Increase Your Access to Angel and Venture Financing
- Identify New Opportunities for Joint Ventures
- Promote Your R&D Collaboration and Clinical Trials with Leading Companies and Academic Centers
- Identify and Initiate Collaborations with Leading Scientific/Clinical Advisors
- Increase Your Visibility (and Revenue) Working with Technology Licensing Offices within Leading Boston Companies, Universities and Hospitals
- Develop Your Distribution Channels in the USA
- Enhance Your IP Portfolio
- Improve Your Strategic Thinking and Corporate Strategy
- Build Your Marketing and Sales Capacity with Innovative Strategies
- Enhance Your Understanding of Regulatory Requirements and Navigation within the FDA

- Obtain New Strategic Planning and Financial Tools for Improved Company Management
- Develop a Dynamic Entrepreneurial Organization
- Gain Insight into Cross-Cultural Business Issues as You Plan for US Market Entry
- Save Time and Money by Learning How to Prevent Common Company Mistakes
- Receive Targeted Business Coaching and Mentoring
- Have Individual Access to Boston's Leading Thought Leaders and VIPs

APPLICATION PROCESS

1. Send a brief cover letter describing interest in the program and how it will benefit the Company. Please indicate interest in B2B Basic Program and/or B2B Boston Program
2. Complete and send the BHLIS Quick Facts Summary
3. Include an Executive Summary, non-confidential business plan and PowerPoint presentation materials
4. Applications are circulated to the Executive Management Team and selected B2B Committee Members in Massachusetts and Israel for screening and evaluation.
5. Companies are contacted upon receipt of materials and a meeting will be scheduled to discuss a tailored program.

COSTS FOR ISRAELI COMPANIES

A small annual fee of \$750 and 2.5% success fee to Mati Haifa will be used to cover basic program costs and services.

FOR MORE INFORMATION

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