Innosuisse funding opportunity (w/out partner)

March 11th, 2021
Innovation ecosystem

- Incubator
- Pre-incubator, accelerator
- Tech Transfer Office
- SMEs
- Industry
- Venture capital
- Scale-ups
- Spin-offs
- Intrapreneurs
- Inventions
- Licenses
- Collaborations

Discovery → Crafting → Deployment
Funding Innovation stats 2020 (success rate)

- Innosuisse: 10 (50%)
- Innosuisse w/out: 6 (60%)
- Fongit Grants: New, 3-5 in 2021
- Bridge: 2-5 (10%?)
- InnoGAP: 8 (65%)
- Industry / EU / Foundation funding: >150

Discovery ▶ Crafting ▶ Deployment
Portfolio of activities

Valorisation

Maturation funding

Industry Partnerships

Training

The INNOGAP proof-of-principle fund
PROOF-OF-PRINCIPLE INNOVATION IN LIFE SCIENCES

What is INNOGAP?
Unitec creates the INNOGAP proof-of-principle fund to help promising research teams confront its first challenges. It targets projects of up to CHF 20'000.- per year, from the scientific background to the marketable product.

Maturation funding

SUBMIT YOUR PROJECT BEFORE SEPTEMBER 15 ON
www.bioinnovation.ch

PITCH YOUR INNOVATIVE LIFE SCIENCES PROJECTS
Present your project or start-up.
Meet investors and industry representatives.
Generate partnering opportunities.

Pitch Competition

Incubator Prize: value up to CHF 20,000
BioInnovation Prize: CHF 5,000.- in cash
Audience Award: CHF 1,000.- in cash

November 15, 2018
Campus Biotech, Geneva

Valorisation de la recherche de la découverte au produit

2 mai
De chercheur à entrepreneur
Mireille Langer (Fondation)
Alex Robins, MSc, PhD
Prof Dr Elie Abramovici, Véga Life
ltd, Medical and Biotechnological Solutions

9 mai
Stratégie R&D dans les entreprises
Stéphanie Fuchs (Dycoagrain SA), Séverine Eriksen (Bristol-Myers Squibb International)

16 mai
Protéger vos idées
Raymond Anabis (Isabio), Séverine Eriksen (Bristol-Myers Squibb International)

23 mai
Commercialiser vos inventions
Valérie Léger (I²RAC)

30 mai
Innovation basée sur la recherche
Camille Marie-Kruger
Hôpital Genève - H2O business school
Unitec in a nutshell (stats 2020)

- **72** Inventions
  - 350 active
- **17** New patents filed
- **15** Licenses
  - 109 active
- **2.3** Millions
  - Revenues
- **5** Spinoffs
  - 30+ active
- **100+** Industry collaborations
  - 6-10 Millions

Invention/Innovation commercialization strategy

Intellectual property protection and marketing

Access to Innovation and Industry funding
Contacts

Office of Technology Transfer - Unitec

Upcoming 5 free 2 h training
Every Tuesdays in May, 5-7pm
CMU if possible or on Zoom

unitec@unige.ch  www.unige.ch/unitec  Unitec’s linkedIn page
Science Innovation Hub

Innosuisse Funding online event
March 11th, 2021

Julien Levallois, Science Innovation Hub
Activities

INNOsciences

- For employees and students of UNIGE
- With a Science technology
- Having an idea of a Business idea
Pre-incubation

- **Desirability** – Do your customers want your product/service? Having evidence that customers desire a solution to the problem your value proposition is targeting.

- **Feasibility** – Can you build your product/service? Having the resources and infrastructure to build your product/service.

- **Viability** – Can we make a profit from our product/service? Having evidence that you can generate more revenue than costs from your product/service.
Essential items

- Office & Lab spaces
  - For 6 months renewable
  - Benches for chemical work
  - Private and shared offices
  - Meeting room

- Preferred access to infrastructure
  - LTA
  - Technology platforms
  - Unige labs/groups

- Consulting / Coaching
  - Direct access to Fongit
  - and Innosuisse coaches
  - Entrepreneurs

- Ecosystem & Network
  - Unitec (TTO)
  - Service Recherche
  - Unige Innovation
  - OPI
  - Fongit / Geneus
  - Venturelab
  - Innosuisse
  - SME
  - ESA BIC
  - IPI
  - …
Les projets actuels

- **SiGe-Med Technologies** New generation of PET scanners based on a solid-state detectors (SSD) which are expected to allow for ultra-high resolution molecular imaging – Prof. G. Iacobucci, Prof. O. Ratib

- **Fluosphera** Technological exploiting high-content imaging to perform a multiple co-culture of tissues in 3D and measure multiple biological activities – G. Ségala, Prof. A. Roux

- **Komacell** Functionalized Biocellulose Wound dressings – F. Barja

- **Ose !** Biocellulose condoms – Etudiantes Sciences Biomédicales

- **Micro-Additive Manufacturing** New AM process, in particular hard metals – J. Cors

- **Agrolase** Measure where and when the pathogens are present in the fields and thus where and when pesticides really need to be applied – Prof. J.-P. Wolf

- **RefFIT** Fitting/modelling software – I. Crassee, A. Kuzmenko
• The new financial support for innovation in Geneva has been launched! (March 2021)

• The "Fonds d'Innovation de la Fongit (FIF)" aims to accelerate innovation in Geneva-based research institutions and universities, as well as within startups and scale-ups. This new financial tool supports technological innovation serving the Sustainable Development Goals (SDGs).

• Fongit supports innovative startups at different stages of their journey with 3 types of financing options:
  • Fongit Grants
  • Fongit Seed Loan
  • Fongit Growth Loan

You can find more details about the FIF and apply for support for your project here: www.fongit.ch/financing
Providing support for innovation at the Uni-Geneve, Faculty of Medicine, since March 2018.
The program: promoting innovation by hands-on involvement to Inspire, Educate, and Lead.

**INSPIRE**
- Inspire researchers by **inviting globally recognized leaders** who will share their knowledge on the future of health trends and experience.
- Chair **roundtable interactive discussions**.

**EDUCATE**
- **Educational series (i-teams)** for interesting topics covered by experienced specialists from their field.
- Globally recognized specialists from partner organizations on hand to advise participants on developing **translational funding proposals/business plans**.

**LEAD**
- Help researchers **develop leadership** capabilities.
- Provide teams with the **mindset, skillsets, and toolsets** of highly successful innovators.
- **Teach leadership** is a skill you can develop with practice and a process you can manage.
The main process at the ATFM:

- Ideation interviews: 200+
- Round-tables: 70+
- I-teams: 11 (60)
- Partnerships

Supporting Translational Medicine at Unige.
Our partners from Health Valley.

The Health Valley community operates an ecosystem that catalyzes collaboration among academic, clinical, industrial, government and business stakeholders to support the development and deployment of new solutions for our society.
MOVING FORWARD WITH INNOSUISSE

Stéphanie Lecaudé
Scientific Officer, Innosuisse

University of Geneva
11.03.2021
Innosuisse is the Swiss Confederation’s agency for promoting innovation.

OUR MISSION
Innosuisse promotes science-based innovation in the interest of the economy and society in Switzerland – in all disciplines.
INNOSUISSE OFFERS OVER 20 INSTRUMENTS
TODAY WE ARE FOCUSING ON 4 FUNDING OFFERS

Launching innovation by expanding network and knowledge

Research with goal of market implementation
- Projects without implementation partner
- BRIDGE Discovery
- BRIDGE Proof-of-concept

Jointly developing new products and services
- Innovation projects with Swiss partners
- with international partners

On the way to collaboration

Founding and developing a science or technology based start-up

Students

Researchers at Swiss research institution

SMEs
Large companies
Start-ups
Non-profit organisations
Further private or public organisations
THE INNOSUISSE GUIDE HELPS YOU FIND THE RIGHT SUPPORT OFFER IN JUST A FEW STEPS

Navigation for your innovation

www.innosuisse.guide
1. FUNDING FOR JOINTLY DEVELOPING NEW PRODUCTS AND SERVICES
INNOVATION PROJECT
BETWEEN COMPANIES AND RESEARCHERS

IMPLEMENTATION PARTNERS (industry partners, SMEs, NGOs, administration)
- Obtain access to scientific know-how and research and development resources
- Provide business expertise and customer perspective

RESEARCHERS
- Obtain business expertise and customer perspective
- Provide scientific skills and research infrastructure

INNOVATION PROJECT
- 50% Funded by Innosuisse
- 50% Contribution by the implementation partner incl. 10% cash

MARKET IMPLEMENTATION OF THE INNOVATION

Submit your application online:
https://www.innosuisse.ch/analytics

MOVING FORWARD WITH INNOSUISSE
WE PROMOTE INNOVATION
FOR AN INNOVATION PROJECT A GOOD APPLICATION IS...

CONCRETE:
- Market interest exists
- Access to the market has been described
- Product or service has been defined

CLEAR:
- Innovative content is clearly indicated
- Project plan is comprehensible
- Tasks are clearly defined and meaningful
- Milestones are set reasonably and goals are described quantitatively

CONSISTENT:
- Research and implementation partners work together, not side by side or against each other
- Project planning and financial planning are consistent
- Timetable and resource allocation are realistic
WE PROMOTE INNOVATION

INNOVATION PROJECT FUNDING 2020
FUNDING CONTRIBUTION APPROVED OF CHF 199.8 MILLION

Energy & Environment
133 applications assessed
72 applications approved
Approval rate 54%

ICT
151 applications assessed
76 applications approved
Approval rate 50%

Social Sciences & Business Mgt.
115 applications assessed
51 applications approved
Approval rate 44%

Engineering
252 applications assessed
156 applications approved
Approval rate 62%

Life Sciences
207 applications assessed
117 applications approved
Approval rate 57%
2. FUNDING FOR ACADEMIC RESEARCH WITH THE GOAL OF MARKET IMPLEMENTATION
INNOVATION PROJECT WITHOUT IMPLEMENTATION PARTNER

RESEARCHERS

- have come across an innovative idea with great market potential in the course of their research work
- have not yet found a partner for the implementation on the market.

Submit your application online: https://www.innosuisse.ch/analytics

INNOVATION PROJECT

100%

Funded by Innosuisse

FUTURE MARKET IMPLEMENTATION OF THE INNOVATION
PROJECTS WITHOUT IMPLEMENTATION PARTNER: ADDITIONAL REQUIREMENTS

5 ADDITIONAL REQUIREMENTS COMPARED TO INNOVATION PROJECTS WITH PARTNERS:

- The project displays a considerable innovation potential and a clear business idea.
- With the current state of research, there is a high risk of the project not succeeding on the market.
- You intend to try to convince potential implementation partners of the economic benefits of your idea over the next few months.
- Your project staff have the skills required to execute the project.
- Your project will last a maximum of 18 months.
INNOVATION PROJECTS
ONE EVALUATION PROCESS FOR ALL PROJECTS

Evaluation duration (in weeks) – depending on dates of evaluation meetings

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Submission by applicants

Innosuisse Secretariat

Formal check

Experts for Innosuisse

Independent evaluation by 2 experts

Preparation of evaluation meeting: ranking list

Review of the applications

Funding decisions in evaluation meetings

Communication and contract

Innovations Secretariat

Innovations Secretariat

Innovations Council
INNOVATION PROJECTS

ASSESSMENT CRITERIA FOR ALL PROJECTS

TWO INDEPENDENT EVALUATIONS

with the same weighting

Evaluation expert 1

Evaluation expert 2

ASSESSMENT CRITERIA

✓ Innovation degree
✓ Sustainability and value creation in Switzerland
✓ Methodology and team competences

The Innovation Council takes its independent decision on the basis of the experts’ evaluation
BRIDGE FUNDING OFFERS BY INNOSUISSE AND SNSF

AS A RESEARCHER

- Take the step into an application-led business environment
- Implement your research results on the market

BRIDGE PROJECTS

100%

BRIDGE projects funded by Innosuisse and SNSF

TWO FUNDING OPPORTUNITIES

1. Proof of concept: a step into an application-led business environment for young researchers

2. Discovery: for researchers with experience of implementing the innovation potential of research results

CONTACT

office@bridge.ch or +41 31 308 23 67
(Hotline: Monday - Friday, 08:00-12:00 & 13:00-17:00)

NEXT CALLS

Proof of Concept: 4 calls per year / next call: 07.06.2021
Discovery: 1 call per year / next call: 2022
WE LOOK FORWARD TO RECEIVING YOUR APPLICATION

www.innosuisse.ch
info@innosuisse.ch
Targeting the oncogenic Wnt signaling pathway: the Innosuisse experience
Vladimir L. Katanaev
Full Professor and Chair in Translational Oncology
University of Geneva (2018-present)

University of Lausanne
(Associate Professor, 2011-2018)

University of Konstanz
(Junior Group Leader, 2005-2011)

Targeting the oncogenic Wnt signaling pathway:
the Innosuisse experience
TRIPLE NEGATIVE BREAST CANCER: NEW TARGETED THERAPY

Spin-off from the University of Geneva
Breast cancer is the main cancer for women

80-85%
Targeted Therapies

15-20%
Triple Negative Breast Cancer (TNBC)

- <40 years old
- 2 millions

<table>
<thead>
<tr>
<th>Stage</th>
<th>TNBC</th>
<th>non-TNBC</th>
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<tbody>
<tr>
<td>Localized</td>
<td>91%</td>
<td>99%</td>
</tr>
<tr>
<td>Regional</td>
<td>65%</td>
<td>86%</td>
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<tr>
<td>Distant</td>
<td>11%</td>
<td>27%</td>
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</table>
New targeted therapy

The Wnt pathway is a therapeutic target validated for cancer treatment

• 13 drug candidates are in clinical trials (Ph I – II)
• Non-selective inhibition = adverse effects in bone and intestine

Frizzled-7 (FZD7)

• Validated for triple-negative breast cancer
• No key function in bone or intestine

FZD7-selective antagonists
Targeted therapeutic solution without secondary effects

Chemical series identified and patented
From a concept to a targeted therapeutic solution

- 47000 small molecules screened
- 5 hits validated
- 1 chemical series protected by a patent

**W0100 as an antagonist of FZD7**
- Proof of concept *in vitro*
- Proof of concept *in vivo*
- Chronic treatment (40 days) well tolerated in mice

**Research program to develop the clinical drug candidate**
- Dose, administration, combination with existing treatments
### Molecular target validation and profiling of a novel class of anti-triple-negative breast cancer (TNBC) small-molecule Wnt pathway inhibitors.

18 months. 265'885 CHF. Without implementation partner.

<table>
<thead>
<tr>
<th>2018</th>
<th>2019</th>
<th>2020</th>
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<tr>
<td>10</td>
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### Small molecule FZD7 inhibitors for Triple Negative Breast Cancer.

18 months. 608'594 CHF. Without implementation partner.

<table>
<thead>
<tr>
<th>2021</th>
<th>2022</th>
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<td>3</td>
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<td>7</td>
<td>8</td>
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</tbody>
</table>
Lesson 1. Continuity and persistence.

Bayer Schering Pharma AG, Grants4targets Initiative. A Focus Grant to validate Fzd1 and Wnt3a as tumor targets. 2010 (12m). 30,000 EUR.

Swiss Cancer League. Antagonists of FZD7 as anti-triple negative breast cancer agents. 2013-2016 (45m). 323'800 CHF.

FIT (Fondation pour l’Innovation Technologique) start-up grant. WiNTech: novel anti-Wnt molecules against triple-negative breast cancer. 2014-2015 (12m). 100'000 CHF.

Swiss National Science Foundation. Short International Visit grant. Synthesis of a novel anti-Wnt compound FSA and its derivatives for medicinal chemistry studies and molecular target identification. 2017 (3m). 9'300 CHF.

CORBEL (EU) project. Novel drugs for targeted therapy of the triple-negative breast cancer based on highly specific inhibitors of the Frizzled receptors, the key players in the Wnt signaling pathway. 2017-2019. Funds access to CORBEL infrastructure and travels (>100'000 EUR).


Fondation Eclosion. Small molecule antagonists of FZD receptors as first-in-class drug candidates for triple-negative breast cancer and other Wnt-dependent tumors. 2020 (8m). 144'000 CHF.

Innosuisse – Swiss Innovation Agency. Start-up coaching grant. Winthera. 2021 (6m). 5'000 CHF.

Lesson 2. Training

- **2010**: Bayer Schering Pharma AG, Grants4targets Initiative. A Focus Grant to validate Fzd1 and Wnt3a as tumor targets. 2010 (12m). 30,000 EUR.

- **2013**: Swiss Cancer League. Antagonists of FZD7 as anti-triple negative breast cancer agents. 2013-2016 (45m). 323'800 CHF.

- **2014**: FIT (Fondation pour l’Innovation Technologique) start-up grant. WiNTech: novel anti-Wnt molecules against triple-negative breast cancer. 2014-2015 (12m). 100'000 CHF.

- **2017**: Swiss National Science Foundation. Short International Visit grant. Synthesis of a novel anti-Wnt compound FSA and its derivatives for medicinal chemistry studies and molecular target identification. 2017 (3m). 9'300 CHF.

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- **2020**: Innosuisse – Swiss Innovation Agency. Small molecule antagonists of FZD receptors as first-in-class drug candidates for triple-negative breast cancer and other Wnt-dependent tumors. 2020-2022 (8m). 144'000 CHF.


- **2021**: Innosuisse – Swiss Innovation Agency. Start-up coaching grant. Winthera. 2021 (6m). 5'000 CHF.
Lesson 3. Training ➔ Key personnel

- **key Biology expertise**
  - **Dr. Alexey Koval - CSO**
  - [Image of a person named Alexey Koval]

- **key Medicinal chemistry expertise**
  - **Dr. Cédric Boudou - CEO**
  - [Image of a person named Cédric Boudou]
Lesson 4. Coaching
Lesson 1. Continuity and persistence.
Lesson 2. Training.
Lesson 3. Key personnel.

Targeting the oncogenic Wnt signaling pathway: the Innosuisse experience
STARTUP RECIPE

1 PINT OF PASSION
2 CUPS OF CONFIDENCE
4 LUMPS OF LUCK
HALF KILO HUSTLE
SIZZLING SOLUTION

ROAST WITH REJECTION
MASH IN MOTIVATION
WHISK WITH WORK
GARNISH WITH GLORY
SEASON WITH SECRET SAUCE

...funding? ?
Path to an Innovation Project Grant @UNIGE

**Postdoc** WHO Vaccine Immunology (Siegrist lab)

Innosuisse Business Concept course ('module 2')

'Reprogramming tumor-associated macrophages using small molecule drugs'

2015-2019

**Postdoc** Cancer Immunotherapy (Reith + Scapozza labs)

Innosuisse Biotech Creation course ('module 3')

Project: A2AR-targeting small molecules (Innogap & Eclosion supported)

2020

**Postdoc / Project Manager** (Scapozza lab)

Innosuisse Innovation Project, without implementation partner:

Preclinical PoC and ‘lead drug candidate selection’

2021-2022
Application writing

Unige stakeholders
- Researchers
- Unitec

Existing coaches / courses
- Innosuisse M2/M3
- Eclosion (Fongit)

Other third parties
- Foundation Inartis
- Incubators
- Entrepreneurs

What your application should include:

Information on project partners: expertise, track record, infrastructure

Project/startup concept: business model, market analysis

Innovative solution: development status, risk / ambition, feasibility

Planning: work packages, financial (wages, materials), objectives (technological, economic)
**Project timeline and goals**

<table>
<thead>
<tr>
<th>Work Packages</th>
<th>2021</th>
<th>2022</th>
</tr>
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<tbody>
<tr>
<td><strong>1. Drug design/medchem</strong></td>
<td>D J F M A M J J A S O N D J F M A M</td>
<td></td>
</tr>
<tr>
<td><strong>Milestones</strong></td>
<td></td>
<td>Designed new drug analogs of existing hits</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Synthesised new drug analogs, 2 at the gram scale</td>
</tr>
<tr>
<td><strong>2. Pharmaco/bio efficacy</strong></td>
<td></td>
<td>Evaluated new drugs using primary assays</td>
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<tr>
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<td></td>
<td>Functional/analytical assays developed, evaluated a subset of new drugs</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Obtained authorisation and tested 3 new drugs in mouse PK / dose studies</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Completed mouse tumor model PoC (biological efficacy) study</td>
</tr>
<tr>
<td><strong>3. Project management</strong></td>
<td></td>
<td>Data storage, 12month report, communications</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Patent filed, board created, Start-Up incorporated</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Pitched project, secured funding (seed/series A)</td>
</tr>
</tbody>
</table>
Innosuisse Grant
without Implementation partner

Fluosphera
Physiological Biosystems

Gregory Segala
Founder & CEO
contact@fluosphera.com

- March 11th, 2021 -
Innovation = Practical implementation of ideas that results in the introduction of new goods or services

- Teams of 2-4 students work during a semester on the transfer of an innovation (UniGE/HUG) to the market
- Mentoring every week with experts (IP, industry, investors) on the projects

Team “Cell Encapsulation” (Prof. Aurélien Roux):
Gregory Segala, David Pejoski, Ozren Stojanovic

Market-relevant applications of the cell encapsulation technology

First-Prize Winner 2019!!
Creator of innovation in Life Sciences

1) Worldwide competition in synthetic biology – Boston – 4,000 participants

2) To solve a society problem/unmet market need with synthetic biology

3) In 9 months: team creation, fundraising, design on an innovative idea, demonstration, and online publication on your website

Website of the project Fluosphera

The team iGEM Geneva 2019 in Boston
iGEM Silver Medal

Prize of the Best idea in Life Sciences (GEW 2019)

Innosciences Prize

Événement

Une médaille d'argent pour l'UNIGE


Pre-incubators: Professional transfer to the market

To become an independent legal entity from UniGE
+ working space
+ professors and equipment proximity

= Intermediate between academia and industry.

Training and coaching on your business with non-scientific experts (marketing, communications, pitch training (elevator, investor))

You start thinking like a start-up (implementation, financing plan, market validation, etc.)
Innosuisse Grant Application (first round)

**BUSINESS**

1) Executive summary
2) Business model (value creation, USP, market, etc.)
3) Potential customers
4) Novelty of the solution
5) State of Science and Technology
6) Quantifiable goals
7) Preliminary work (Scientific and business)
8) Work Packages

**DECISIONS FOR THE REJECTION**

1) **Below-average innovation:** there are already other companies with similar approaches

2) - Project planning too ambitious.
   - Interviews of customers to refine the product is not a relevant strategy.
   - Suggestion to collaborate with a business partner.

3) IP not clear = high risk. Business plan overly optimistic.
Innosuisse Start-up Training

Course Start
Motivated and ambitious university students, academics or staff with about 20 ideas.

STARTUP CAMPUS

Course End
- A convincing business concept
- Business tools
- A strategy for your team chosen venture

Evaluation
Application
Week 1
Week 2
Week 3
Week 4
Week 5
Week 6
Week 7
Week 8
Week 9
Week 10
Week 11

1 day Bootcamp
Matching ideas & team members

Value Proposition 5 x 2h
Design & Testing

Initial Coaching
Financial Planning & KPIs

Protection Strategies & IP

Advanced Coaching 5 x

20 Ideas

4 to 5 remaining Ideas
will be developed in teams during the course

1 winning idea
is awarded with the STARTUP CAMPUS Award (CHF 300–)

Entrepreneurial Thinking & Acting
Business Model Design & Testing
Building a Strong Team
Successful Fundraising
Creating a Winning Pitch
Meeting the Startup Ecosystem & Pitching

Questionnaire 6 months after the course
Questionnaire at the end of the course
Innosuisse Initial Coaching

Bottom-up market estimation

Complete financial prospection

Strong Business Plan

Practical advice on management

Pierre Comte
Harvard Business School AMP
Founder of 3 startups
Chairman of the board of directors in several companies
DECISIONS FOR THE REJECTION (FIRST ROUND)

1) **Below-average innovation**: there are already other companies with similar approaches

2) - Project planning too ambitious.
   - Interviews of customers to refine the product are irrelevant.
   - Suggestion to collaborate with a business partner.

3) **IP not clear = high risk. Business plan overly optimistic.**

6 letters of intent from potential customers supporting the novelty and attractivity of our product.

33 interviews showing the strengths and weaknesses of our product (market validation)

Detailed patent analysis with IPI (paid by Innosuisse)
Strategy before applying

INNOVATION

Innosuisse BC
Innosuisse Initial Coaching
Innosuisse Grant

I-TEAMS

iGEM
Innosuisse: Guiding and Feeding Start-up Projects
Questions?

Where you can find us: fluosphera.com

Thank you for your attention!