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Bio BOOT CAMP Training Workshop

27-29. of May 2008

BEGINNER BIO BOOT CAMP AGENDA

We start at 9:00 am and close at 5:30 pm (4:30 pm on Day 3)

Day 1 Morning

- Introduction of program and participants.
- Where can you find Money and what are the expectations of the different source of financing.
- "Draw a Company project": What a successful company should be?
- Group work and presentation to other groups.
- How to translate it in a business plan.
- Presentation by biotech entrepreneur(s): what is critical in a business plan that needs to be addressed before discussing with investors.

Day 1 Afternoon

- EuroBioPlan XL the tool for your Business Plan.
- Presentation of the software, where it fits into the business planning process.
- Prerequisite information needed before using the software.
- How to use EuroBioPlan XL
- Hands on with EuroBioPlan XL (includes use of notes and in line help, understanding of European accounting formats and indicators).
- *Evening*: individual sessions (up to three).

Day 2 Morning

- Review of "Use of tools".
- Presentation of case study.
- Smaller group work (3 per group for discussion with 1 computer to input data).
- Information collection.
- Building a Business Plan with EuroBioPlan XL.

Day 2 Afternoon

- Building a Business Plan with EuroBioPlan XL.
- Presentations of examples.
- *Evening*: individual sessions (up to three).

Day 3 Morning

- Building a Business Plan with EuroBioPlan XL.
- Presentations of examples.
- Extract key factors of the business plan. What makes it unique?
- Build the Executive Summary of business plan.
- Presentation of what is expected in a business plan by Venture Capitalist.

Day 3 Afternoon

- Presentation to the group (10 minutes each).
- Imagine you as an investor; would you invest in one of these? Why ?
- Discussions.
- Conclusion & evaluation of the workshop.

Principles of Case Study: All elements come from real experiences (information from Venture Capital or Biotech Managers, science validated by experts). For confidentiality reasons no names will be given. Case is based on diabetes therapy involving molecular medicine.