



Various Funding Sources for Healthcare/Life Sciences Companies

HST 921: IT in the Healthcare of the Future

April 16, 2009

Agenda

- Definition
 - Social Entrepreneur vs. Entrepreneur
- Various Types of Sources
- Funding Landscape
- Panel

Entrepreneurship

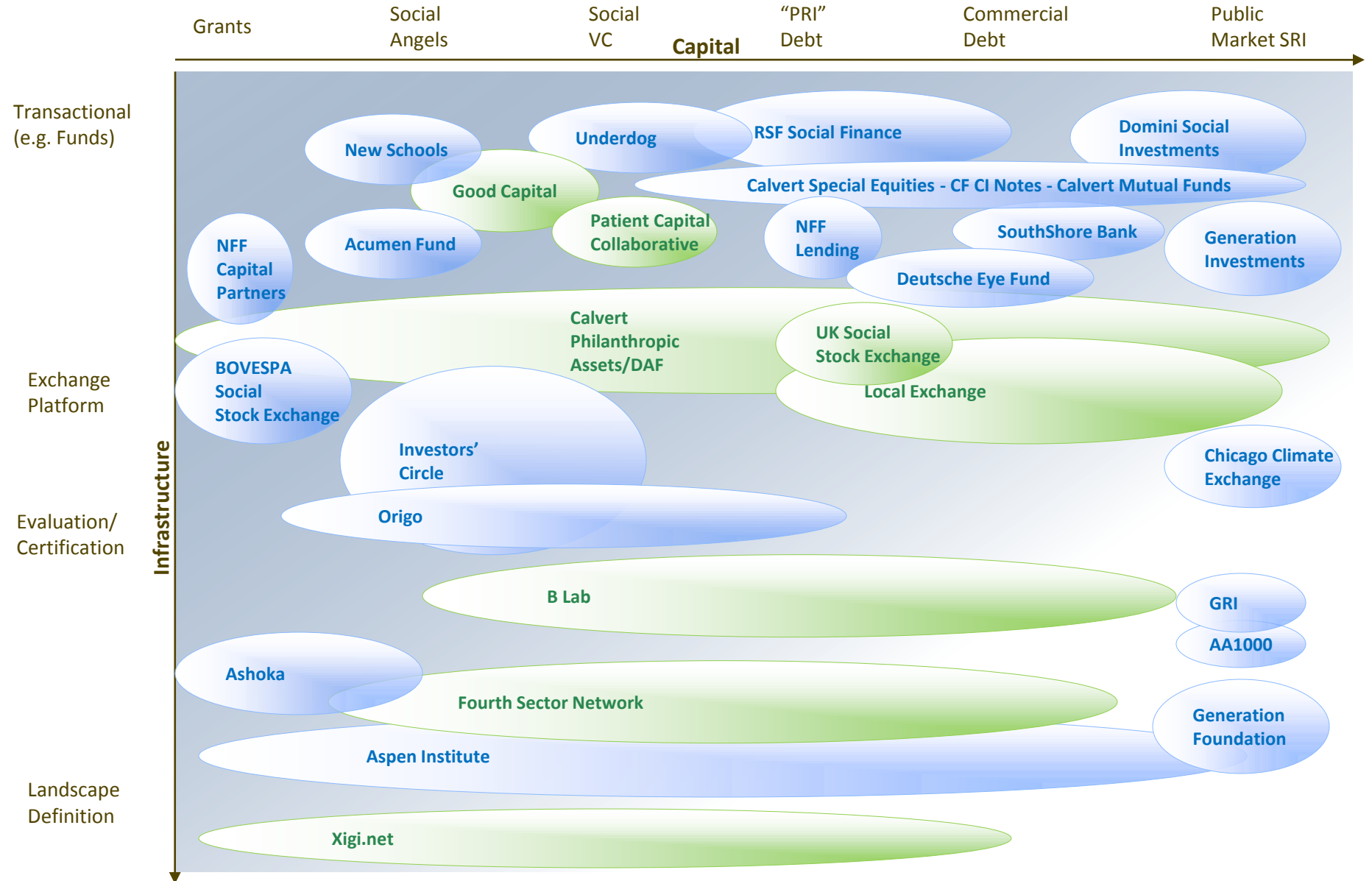
- Word first used in English in 1800s, now common business terminology, but not so even 20 years ago
- Entrepreneur
 - “one who organizes, operates and assumes the risk in a business venture in expectations of gaining profit” Webster
- Social Entrepreneur
 - Best described by Ashoka Foundation’s version of “give a man a fish...”
 - “Social entrepreneurs are individuals with innovative solutions to society’s most pressing social problems. “ Ashoka Foundation
 - Triple-bottom line concept
- Evolution
 - social responsibility

Healthcare/Life Sciences Entrepreneurships: Funding Sources

Somewhat “free”	Hybrids	Traditional Investors
Taking a “corporate” job	Quasi VCs -Mass Tech. Development Collaborative -Partners Innovation Fund	Angels -Private -Groups
Bootstrapping or Friends and Family	Social VCs	VCs -Later stage -Early stage -Pre-early...
Foundations - RWJF - California	Social Angels	Corporate/Institutional (Siemens, Novartis...)
Grants - Federal - State	Banks -SVB -new banks	Sources of information: The Capital Network MIT Enterprise Forum Babson, Tufts, etc.

Blended Value Market

More intermediaries = new money



3 Years Ago Today

Source: Good Capital, Spring 2008

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HST 921: 4/16 Panel

- Moderator:
 - Win Burke, serial entrepreneur
- Panelists:
 - *Social Entrepreneur*: Anita Goel, MD, PhD, CEO, Nanobiosym
 - *VC*: Christian Cortis, PhD, Principal, ATV Capital
 - *Angel*: Richard Anders, JD, Founder, MA Medical Angels
 - *Entrepreneur/Angel*: Josko Silobrcic, MD, MPH, MS

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