

## **TLS Bio-incubator – Call for Application**

### **Code 0107**

The Toscana Life Sciences Foundation (TLS Foundation, [www.toscanalifesciences.org](http://www.toscanalifesciences.org)) is now accepting applications from individuals, companies and organizations wishing to locate within the TLS bio-incubator.

#### **Field of activity**

TLS Science Park favours activities aimed at developing products and technologies in the following areas:

- ✓ pharmaceutical
- ✓ biotech
- ✓ diagnostics
- ✓ medical devices
- ✓ new technologies applied to biomedical sciences.

#### **Applicants**

The call is open to EU and not EU individuals, companies and organizations. Potential applicants include:

- ✓ individuals or groups of individuals wishing to create a new company (start-up);
- ✓ public and private organizations wishing to create a spin-off company;
- ✓ recently set-up companies (less than 3 years old) wishing to relocate.

#### **How to submit a proposal**

All the requested documents will be electronically submitted by means of a document exchange server. A paper copy must be also sent to the Toscana Life Sciences Foundation. Please read carefully the TLS\_Call0107\_Instruction file before registration.

#### **Deadline for application**

At present there is no deadline for application and projects will be periodically reviewed.

The business plan should be drawn up in accordance with the following outline:

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## BUSINESS PLAN

Company Name \_\_\_\_\_

Field of Activity \_\_\_\_\_

### 1. Executive summary (*up to 2 pages*)

a. **Company description**

*Short profile, past achievements, founders and key personnel*

b. **Description of objectives**

*Major milestones and timing, deliverables, such as new technologies, patents and/or products*

c. **Major company assets**

*Patents, products, technologies, know how, human resources, financial resources, industrial deals*

d. **Market opportunity**

*Innovation level and positioning versus competition*

e. **Financing requested**

*Total investment required for the first 3 years of incubation period*

### 2. Project (*up to 10 pages*)

a. **Scientific rationale and achieved scientific results**

*Any results, already attained by the research team, that will be used to develop the business idea*

b. **Conversion of the scientific discovery into a new product/therapy**

*Clear description of the industrial applicability of the scientific discovery*

c. **General goals and objectives**

*Clearly defined milestones, deliverables and timelines (time charts)*

### **3. Detailed company assets** (up to 2 pages)

#### **a. Patent portfolio**

*Detailed status of patents and of applications for new patents; major claims, covered countries and ownership*

#### **b. Status of the project**

*Description of the development phase*

#### **c. Agreements with industrial partners**

*Already in force and/or planned*

#### **d. In- or out – license agreements**

*Already in force and/or planned, letters of interest (if available)*

### **4. Competitive landscape** (up to 5 pages)

#### **a. Medical/diagnostic need targeted**

*Medical/diagnostics gap to be filled with company deliverables and/or future development of a final product*

#### **b. Potential market value**

*Target market reference value of final product or intermediate deliverables*

#### **c. Major players/competitors**

*Overview of the main scientific and technological solutions adopted in similar research and market activities, major competitors, status of their R&D projects in the field*

### **5. Financial plan** (up to 2 pages)

#### **a. Financial requirements**

*Budget for personnel, equipment, consumables, consultants, IP protection and collaborations, etc. for the first 3 years of activity*

#### **b. Financial strategy**

*Identification of possible financial partners*

#### **c. Return on the proposed investments**

*Expected return, including break-even point analysis*

**6. Company profile** (*up to 2 pages*)

**a. Applicant's team**

*Scientific achievements, papers, patents, appointments, expertise, industrial skills, international network, fund raising record*

**b. Company structure**

*Organization chart, professional profiles (give names when specifically identified)*

**c. Company management**

*Foreseen management structure and time needed for the project*

**7. Company infrastructural and equipment requirements** (*up to 1 page*)

**a. Laboratory space requirements** (60 / 90 square meters)

**b. Major required technological platforms**

## Application's evaluation

TLS Foundation Executive Board will be in charge of reviewing and accepting applications, and will be supported by an "ad hoc" external [Evaluation Committee](#).

All individuals involved in the selection process will sign a confidentiality agreement to protect the confidential information of their applications.

During the evaluation process, the TLS [Evaluation Committee](#) and the TLS [Executive Board](#) may schedule meetings with applicants to discuss relevant aspects of their projects.

The results of the evaluation procedure will be communicated directly to the main applicants of accepted proposals.

Proposal evaluation will be based upon the following criteria:

Applicant's team	Scientific achievements (papers, patents, appointments, career) Industrial skills Past collaborations with industry Diversified expertise International network Fund raising record
Project	Scientific level Degree of innovation Industrial applicability Phase of development I.P. protection Agreements with industrial partners
Financial plan	Soundness Extent of details Completeness

The involvement of investors, partners and funding organizations is highly recommended and will be considered as an added value. Their commitment must be demonstrated by at least a Letter of Intent.

Direct financial participation from the applicants will also be positively evaluated.

## **What we offer**

The TLS Foundation will provide incubated companies with facilities ([The Bio-incubator](#)), general services and consultancy ([The Services](#)) and scientific platforms ([Technology platforms](#)).

Terms and conditions for space rental and services provided by TLS will be defined in a specific agreement between TLS and the incubated company. The agreement will be for 3 years, though it may be exceptionally extended for additional two years.

The prices of space rental and general services are competitive when compared with market standards.

## **Financing**

The TLS Foundation will not give grants and will not directly contribute to company financing.

To support start-ups wishing to locate in our bio-incubator, TLS will offer a concrete help in identifying potential national and international investors, such as closed-end funds, business angels and venture capital companies. A specific "seed capital" financing company, BioFound, set-up to support TLS start-ups, might participate as co-investor.

A positive judgment from the Evaluation Committee does not automatically guarantee a financing partner.

Business models, equities sharing, possible differential remunerations of shareholders, and exit conditions will be negotiated on a case-by-case basis, depending on the identified financial partners, on the assets provided by the applicants and the investment required.

## **Post-incubation phase**

After the initial three-year period, TLS Foundation will support incubated companies with a post-incubation program, including new logistic solutions within the TLS cluster and the identification of potential financial investors and/or industrial partners.

## **Use of personal information**

Applicants authorize TLS Foundation to use any personal information provided thereby, also by electronic and telematic means, in line with Italian law (see administrative form).

## **Use of confidential information**

All information directly or indirectly disclosed to TLS Foundation in connection with the applicants' proposals shall be treated as confidential and shall not be divulged without the disclosing applicants' prior written consent or be used for any purpose other than carrying out TLS Foundation's obligations. The TLS foundation confidentiality agreement can be downloaded from the document exchange server and two signed copies must be sent to the TLS Foundation along with the requested documentation (see the TLS\_Call0107\_Instruction file).