



FELLOWS ALL-STAR TEAM ADVISORY PROGRAM

Since launching in Fall 2013, FAST program cycles have generated more than 5500 advisory hours valued at over \$1,200,000 for the 50 companies who have been through the program. Since participating in FAST, these companies have raised \$317 million and created 240 new jobs, more than doubling their workforce. 15 of these companies have secured Series A investments, 9 have concluded strategic partnerships and 3 have successfully exited.

The FAST Advisory Program provides select entrepreneurs with intensive team review and coaching to perfect their business model and product development plans, and to build a compelling commercialization strategy. Experienced entrepreneurs, product and business experts (which may include clinical development, regulatory, reimbursement and business development specialists) will advise selected Fellows during a twelve week program.

The FAST program is open to companies that are members of the California Life Sciences Association (CLSA) as Fellows. CLSA Fellows have no more than 12 employees, have raised less than \$5 million and are precommercial.

Application to the FAST program is on a rolling basis. We are currently taking applications for the Spring 2018 session. Early applications are encouraged, but no application for Spring 2018 will be considered after January 26, 2018.

Spring 2018 FAST Timeline

February 20, 2018 – Spring 2018 FAST participants announced

March 26, 2018 – Program starts

June 12, 2018 – Spring FAST Closing Showcase

To apply, please email your non-confidential executive summary and introductory deck to FAST@califesciences.org or contact us via phone at 650-871-3269.

FAST Advisory Program Application

All submissions must be non-confidential

Please provide a cover page answering the questions below:

- What is your product or service?
- Describe current stage of development and future plans.
- What differentiates you from your competitors?
- What is your next inflection point? What do you need to reach it?
- What needs do you wish to address through the FAST program?

Please also provide your Executive Summary and introductory slide deck (or a summary document of no more than 5 pages) with the following information below.

Company Profile

- Description/history, including date incorporated
- Mission
- Management Team with brief bios
- Full contact information, including email, phone, location
- Number of employees
- Board members
- Current advisors
- Current financing and other sources of support, including research collaborations and other funding sources
- Intellectual Property status

Product Development & Commercialization (as applicable)

- The problem you are solving
- Your solution to the above
- Full product description
- Product impact, describing how the product will be used to improve standard of care, enhance safety, enable research, reduce costs, address environmental or agricultural issues, improve industrial efficiency, etc.
- Development plan describing major program milestones
- Resources required to achieve the above
- Anticipated market opportunity
- Existing competing products or other research or development programs that may result in competing innovations

We evaluate submissions on a rolling basis. However, we must receive your application for the Spring 2018 session no later than January 26, 2018.

Send your application materials to FAST@califesciences.org

If you would like to be a FAST advisor, please contact Steve Karp or Julie Harness at FAST@califesciences.org or jharness@califesciences.org

If you are interested in sponsoring FAST, please contact Lori Lindburg at lori@califesciences.org