



# CLSIFAST

## ADVISORY PROGRAM



Since launching in Fall 2013, FAST program cycles have generated more than 7300 advisory hours valued at over \$1,600,000 for the 69 companies who have been through the program. Since participating in FAST, these companies have raised \$987 million and created 393 new jobs, more than tripling their workforce. 27 of these companies have secured Series A investments, 16 have concluded strategic partnerships and 5 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 “Fellow” members of the California Life Sciences Association (CLSA). 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 2020 session. Early applications are encouraged, but no application for Spring 2020 will be considered **after COB January 31, 2020.***

### **Spring 2020 FAST Timeline**

- January 31, 2020: FAST application deadline
- February 24, 2020: FAST participants announced
- March 24, 2020: Program starts
- June 16, 2020: FAST Closing Showcase

***To apply, please email your non-confidential executive summary and introductory deck to [FAST@califesciences.org](mailto:FAST@califesciences.org)***

# FAST ADVISORY PROGRAM APPLICATION

**All submissions must be non-confidential**

**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?

**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 2020 session no later than January 31, 2020.**

***Send your application materials to [FAST@califesciences.org](mailto:FAST@califesciences.org)***

***If you would like to be a FAST advisor, please contact***

***Julie Harness at [jharness@califesciences.org](mailto:jharness@califesciences.org)***

***If you are interested in sponsoring FAST, please contact***

***Lori Lindburg at [lori@califesciences.org](mailto:lori@califesciences.org)***