



Since launching in Fall 2013, FAST program cycles have generated more than 8000 advisory hours valued at over \$1,900,000 for the 73 companies who have been through the program. Since participating in FAST, these companies have raised \$1.4 billion and created over 460 new jobs, more than tripling their workforce. Twenty-seven of these companies have secured Series A investments, 18 have concluded strategic partnerships and 6 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 Fall 2020 session. Early applications are encouraged, but no application for Spring 2021 will be considered **after January 22, 2021.***

#### **Fall 2021 FAST Timeline**

January 22, 2021 – Spring 2021 FAST application deadline  
February 15, 2021 – Spring 2021 FAST participants announced  
March 22, 2021 – Program starts  
June 24, 2021 – Spring FAST Closing Showcase

**To apply, please email your non-confidential executive summary, cover page 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 2021 session no later than January 22, 2021.

*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)*