



CLSIFAST

ADVISORY PROGRAM



Since launching in Fall 2013, FAST program cycles have generated more than 8000 advisory hours valued at over \$1,900,000 for the 79 companies who have been through the program. Since participating in FAST, these companies have raised \$1.5 billion and created over 500 new jobs, more than tripling their workforce. Thirty of these companies have secured Series A investments, 19 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 Spring 2021 session. Early applications are encouraged, but no application for Spring 2021 will be considered **after January 22, 2021.***

Spring 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 22, 2021 – Spring FAST Closing Showcase

To apply, please email your non-confidential executive summary, cover page and introductory deck to 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

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

Julie Harness at jharness@califesciences.org

If you are interested in sponsoring FAST, please contact

Lori Lindburg at lori@califesciences.org