

Register now for the 2012 sessions

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National Institute for Health Research

i4i Life Sciences Accelerator programme

Commercialising innovative health and medical research can be difficult. The i4i Life Sciences Accelerator programme has been established to help.

In the current climate, good research is not always enough to get products into the health arena. Increasingly, funding bodies and investors are requiring well-worked up commercial propositions before funds can be committed. Many researchers and academics do not have the skills, experience or time to assemble strong business plans and funding applications that will satisfy funding panels, investors and external experts.

The i4i Life Sciences Accelerator programme is an intensive residential course developed by the National Institute for Health Research (NIHR) and experienced medtech industry experts to ensure that small and/or early-stage companies and researchers from academic and clinical backgrounds understand, and can assimilate quickly, the process of applying for funds and investment. The programme aims to help participants maximise their chances of success through well-crafted applications and business plans.



Who should attend?

The i4i Life Sciences Accelerator programme is for those small and/or early-stage companies, academics, clinical researchers and scientists that are applying to the NIHR Invention for Innovation (i4i) fund, other medical-based funds or those seeking investment to take their early stage products forward and to market.

What will the i4i Life Sciences Accelerator programme deliver?

By attending the programme, participants will be equipped to produce well-crafted business plans and credible applications to i4i or other funds that require the following:

- a compelling case for use of the product/service/proposition in the NHS and elsewhere in England
- clearly articulated patient benefits of the proposal

- identification of a clear and realistic route to market
- a detailed explanation of the regulatory path to be followed
- identification of the skills needed within a management team to take the business forward and ensure success
- a sensible and coherent IP strategy
- a coherent and focused strategy for product development, market entry and future new products
- a milestone-based financial strategy and well-prepared financial projections.

As part of the programme, participants will also grow to understand their personal goals and business objectives and will form a supportive peer group with the other attendees.

Programme duration and content

The programme is residential and takes place over 4 days and one evening in the unique setting of Henley Business School on the banks of the River Thames. Two further programmes will take place in 2012 - each programme takes place in two parts as follows:

- the first from the evening of Monday 11 June to Wednesday 13 June **and** from Monday 16 July to Tuesday 17 July
- the second from the evening of Tuesday 16 October to Thursday 18 October **and** from Monday 12 November to Tuesday 13 November

Intro Evening <ul style="list-style-type: none"> • i4i overview (including application process) • Introductions • Elevator pitches 	Day 1 People and Leadership <ul style="list-style-type: none"> • Strategic leader • Policies • HR framework • Personal goals 	Day 2 Market <ul style="list-style-type: none"> • Market structure • Routes to market • Quantifying patient benefits 	Day 3 Manufacturing <ul style="list-style-type: none"> • Understanding • Scaleability of process • Who, where, when • Contract/licences 	Day 4 Finance <ul style="list-style-type: none"> • Funding strategy • Basics • Sources of funds • Valuation
	Clinical Need <ul style="list-style-type: none"> • Health economics • Patient benefits • Product definition • Competitive advantage 	Intellectual Property & Product <ul style="list-style-type: none"> • Intellectual property strategy • Product roadmap • Technical risks • Project plan 	Regulatory Overview <ul style="list-style-type: none"> • Compliance framework • Milestones & approvals • Risk mitigation • Pre-clinical development • Clinical development 	Review Workshop <ul style="list-style-type: none"> • Summary of key issues from programme • Review and clarification of strategy • Individual/company summation of key learning • Elevator pitch • Definition of personal action plans

During the course of the programme there will be regular breakout sessions where participants can plan and develop content for funding applications and business plans.

The programme is based upon the techniques used in the Henley Accelerator programme, with the addition of extensive specialist input. The programme faculty includes i4i, i2r Medical, the Henley Accelerator and other experts in their fields. All those involved have direct experience of owning, growing and managing medtech businesses.

Here is what some delegates have said about the i4i Life Sciences Accelerator programme:

"The most useful thing I took away was an overview of the whole process of taking a medical invention from the lab to the commercial world."

"As a result of the course, we've begun revising an application from my institution based on the information we received on market reach and business development."

"As a bench scientist looking to set up a spin-out company, I've got much more of an idea now of the reality of going forward commercially"

"The course was a great networking opportunity – I've already got a meeting set up with one of the other delegates to look at how we can collaborate."

Programme fees and booking

The i4i Life Sciences Accelerator programme costs £1750 (excluding VAT) per participant. This cost includes all food and accommodation for the duration of the course. If you are in an established small business, you may be eligible for the Leadership and Management Advisory Service training grant – go to:

www.skillssoutheast.co.uk/leadership-and-management

VitalSix Ltd. are partnering with Henley Business School and i4i to manage and deliver this programme. To apply for your place, register your interest with the programme director, Ed Cooper, by telephone or email:

0118 935 7115

ed.cooper@vitalsix.co.uk

i4i Invention for Innovation is a National Institute for Health Research (NIHR) programme