IdeaBounce & Bench to Business Challenge
Info Session, Sign-Up and Networking
IdeaBounce
What is it?
• Form a team (1-5 graduate students or postdocs)
• Come up with an idea for a biotechnology start-up (or other related technologies)
• Give a 2-5 minute business pitch to panel of judges
• The judges will ask questions and give constructive and insightful feedback
• **Great opportunity to practice for the B2BC or Sling Health’s Demo Day**

All stages of ideas are welcome!
IdeaBounce

When and Where?
• Skandalaris Center on the Danforth Campus (subject to change)
• Feb 21st @ 6pm

There will be prizes! What the prizes are is TBD…
Bench to Business Challenge (B2BC)

Two Deliverables:

Stage 1: Executive Summary
• 2 pg submission
• Sell Idea, Team info + expertise

Stage 2: Business Pitch
• 5 min presentation to panel of Judges
• Team or Individual presentation

Judging Criteria:

“INVESTABILITY” as presented
• Value Proposition/Feasibility
• Market evaluation
• Financials/Capital Requirement
• Revenue Stream/Exit Strategies
• Milestones
• Management team
B2BC RULES

- **Open to anybody** associated with Wash U (atleast 1 team member should be a Wash U affiliate)

- **No prior experience is necessary** for participating in the competition

- **Ideas should be related to some aspect of bio-entrepreneurship**, including but not limited to life-science / pharma / healthcare / biotech / medical devices / laboratory technologies / software / biotech IP law etc.

- **NO restrictions** on the money utilization

- Event is open to the public, so **please does not disclose any confidential/proprietary information** in your executive summary or pitch.
A couple of past B2BC winners

Applied Particle Technology
Cleaning the air you breathe
What if I have no ideas for startups?

Resources to help you come up with ideas

- Washington University OTM: http://research.wustl.edu/Offices_Committees/OTM/techsearch/Pages/AllOTMTechnologies.aspx
- NIH Licensing Opportunities (NIH): https://www.ott.nih.gov/opportunities
- Brainstorming sessions with a diverse creative group of friends (your future team mates…?)
B2BC Prizes:
1st: $1000
2nd: $600
3rd: $400

Everyone gets great feedback from the judges and an opportunity to practice pitching their ideas
Important Dates to Remember

IdeaBounce
• Feb 21\textsuperscript{st} 6pm - Skandalaris Center (subject to change)

B2BC
• Executive summary submission – April 1\textsuperscript{st} (subject to change)
• Biz Pitch competition - April 25\textsuperscript{th}