

BioFab Startup Lab Application

All applications will be reviewed on technical merit, clinical need, likelihood to advance the field of regenerative medicine, time-to-market, and potential to build the ecosystem through entrepreneurship, job creation, and employee workforce development.

We understand that early-stage companies may not have all the information requested below. Please indicate “to be determined” for areas that have not yet been researched.

Please note that all information submitted via this application is considered **non-confidential**. Please send completed applications or questions to startuplab@armi.usa.org.

COMPANY INFORMATION

Name of Company or Prospective Company:

Attach Company Pitch Deck or Provide Link to Deck (10 Slides Max)

Contact Information:

- Primary Contact Name:
- Title/Role:
- Email Address:
- Phone Number:

Company Leadership (Maximum of 3 Leaders):

Name, Title	Professional Background; Description of Role in Commercialization/Company Development (Max 75 Words Each)

Other Key Personnel (Advisors, Consultants, Clinicians): Describe the background and role of other key personnel, such as advisors and consultants, and the role that they play in commercialization and company development. *(Max 75 Words Each)*

Year Founded, Company Structure:

Company Location (Operational Location; Incorporation Location):

Funding Stage:

- Pre-Seed
- Seed
- Pre-Series A
- Series A
- Other (Please Specify)

Funding Secured to Date and Funding Source: Please describe any funding that has been secured to date, as well as the source of that funding. Is there an opportunity to continue to pursue additional funding from these sources in the future (e.g. SBIR, STTR, Innovations, Angel, VC, etc.)? *(Max 100 Words)*

Current Fundraising Efforts: Are you currently raising a funding round? If so, how much and what stage? *(Max 50 Words)*

Current Runway (Months):

Stage of Development of Company: Describe the current state of the company, including the number of current full-time and part-time employees (e.g., organizational structure, growth and scaling, etc.). *(Max 50 Words)*

Development Roadmap: Describe the company's short-term and long-term development and funding plan, if available. *(Max 100 Words)*

Incubator/Accelerator Involvement: Are you currently or have you previously been involved in any other incubator or accelerator programs. If so, please specify. *(Max 100 Words)*

SOLUTION OVERVIEW

Problem Statement and Market Need: What is the problem that the company is solving? What is the unmet or inadequately met medical, market, or industry need? *(Max 100 Words)*

Value Proposition: What is the technology being developed that addresses the problem statement and market need (i.e. therapy, enabling technology, etc.)? *(Max 100 Words)*

For Therapy Developers:

Primary Indication: Which specific patient subpopulation does this technology aim to address, and what are the prevalence and incidence rates in the targeted region(s)? *(Max 150 Words)*

For Enabling Technologies:

Primary Application: How is the proposed technology being applied to advance the fields of regenerative medicine and biomanufacturing, and what is the estimate of the market size in units and dollars? *(Max 150 Words)*

Stage of Development of Technology: Describe the current state of the company's technology (e.g. concept/research phase, proof of concept, functional prototype, minimum viable product, product launch). *(Max 50 Words)*

Competition: What is the competition in this market – both currently, and in pipeline development? How is the product offered different from the identified competition? *(Max 150 Words)*

Critical Evidence: What is the critical evidence that the developed technology solves this problem better than the current standard of care or state of the art? Please cite references that support the need for or the feasibility of the technology. *(Max 200 Words)*

Has one or more of the following been conducted to demonstrate traction?

- Market Research
- Proof of Concept Study
- Pilot with Target Customer
- Secured Paying Customer(s)
- Other (Please Specify)

Reimbursement/Payment: If applicable (therapy developers), who is the intended payer, and what is the approach to reimbursement? *(Max 100 Words)*

Intellectual Property: Describe the status of company's IP, including ownership, assignments and licenses. List all relevant invention disclosures, applications and patents.

ADDITIONAL QUESTIONS & SUPPLEMENTARY INFORMATION

What does the company hope to get out of its participation? Discuss the company's most pressing needs and how the wraparound services provided by the BioFab Startup Lab and ARMI will accelerate the company's path to commercialization. (*Max 200 Words*)

Optional Information: 1-page attachments may also be submitted for the following:

- Executive Summary
- Technology Background and Development Plan
- Financial/Budget Plan for Commercialization