Startup Resource Guide

Providing startups with access to resources to foster their innovation
California Life Sciences (CLS) is the state’s most influential and impactful life sciences membership organization, advocating for the sector and its diverse innovation pipeline. For more than 30 years, CLS has served the community by supporting companies of all sizes, from early-stage innovators and startups to established industry leaders in the fields of biotechnology, pharmaceuticals, and medical technology.

With its world-class academic and research facilities, and a large bioscience workforce, California is playing a critical role in the development of new medical therapies and devices.

Central to the growth of these life-saving ideas are the biotech incubators that nurture and support them.

You're at your best when you have the tools and infrastructure you need to develop your science and produce the technologies of the future.

Learn how California Life Sciences is giving companies what they need to grow.

Understanding Your Needs

California Life Sciences (CLS) is the state’s most influential and impactful life sciences membership organization, advocating for the sector and its diverse innovation pipeline. For more than 30 years, CLS has served the community by supporting companies of all sizes, from early-stage innovators and startups to established industry leaders in the fields of biotechnology, pharmaceuticals, and medical technology.
How We Support Early Innovation

California Life Sciences' entrepreneur initiatives connect life sciences startups to the resources needed to help them effectively scale their ventures.

- Save on **state-of-the-art lab and scientific equipment, HR and other business solutions** including insurance, waste removal, shipping, moving and storage.
- Join a **vibrant, innovative, and supportive community.**
- Get **expert startup mentorship and personalized support.**
- Access educational and professional **development opportunities.**
- Connect with **funding and collaboration partners** by attending CLS's portfolio of events.
Our Value Begins With What Matters Most To You And Your Goals

PROGRAMS

Designed to nurture and advocate for emerging and diverse innovators from throughout the state, CLS supports several established programs that provide cost savings and advisory services to help in the development and commercialization of your business.

Innovation and Entrepreneurship

CLS strives to be a catalyst for life sciences innovation, bolster our CA community, and help entrepreneurs build successful ventures by offering advisory services, complementary programs and access to capital to first-time founders with early-stage innovative, transformational projects.

**Startup Advisory Program:**
FAST California provides early-stage first-time founders of disruptive innovative life sciences technology companies with a customized advisory program to perfect their business models, assess strategic focus, maximize IP and help develop a milestone and scale-up plan to exit.

**Positioning for Capital:** Virtual workshops help first-time founders learn what it takes to close the deal on a Seed or Series A round with venture capital funds and/or angel investors.

**Access to Capital:** CLS connects early-stage innovators with funding sources, mentorship, and opportunities to present to the industry. We offer significant savings at partnering conferences like RESI, BIO Investor Forum, and Invest In Cures, among others.

**CLS’s Innovation Showcase** (held twice a year at the conclusion of the FAST spring and fall program), creates a unique experience for the start-up community to spotlight FAST graduates and California’s entrepreneurship. Audience includes approximately 300+ life sciences stakeholders including biopharma and medical device company representatives, investors, key advisors, expert service providers.
Let us focus on solving your legal needs.

Procopio's Life Sciences attorneys bring you decades of law firm and in-house counsel experience—from life-saving pharmaceuticals to breakthrough biotechnologies—offering a unique understanding of your legal challenges and opportunities in your rapidly evolving, multidisciplinary industry.

- Intellectual Property
- Licensing
- Formation and Funding
- M&A and Joint Ventures
- Capital Markets & Securities
- Employment Law
- Privacy and Cybersecurity
- Real Estate
- Tax

Connect with us at procopio.com

Procopio is committed to helping clients reach their full potential while striving always to provide the highest level of client service. Our deep bench of nearly 200 seasoned and diverse attorneys offer practical legal solutions to clients around the world. We get to know each client's industry and its challenges, and partner with clients to identify unique business opportunities and capitalize on them now and into the future.

This advertisement is not intended to provide legal advice for a specific situation or to create an attorney-client relationship.

With $5.5 billion in funding, the California Institute for Regenerative Medicine (CIRM) advances regenerative medicine through collaboration, innovation, and support for all stages of research.

Scan code to
Explore Funding Opportunities

Apply at cirm.ca.gov/funding
With significant support from many of our engaged members and stakeholders, we’ve established partnerships and programs with organizations across the state to do the work of creating a more diverse and equitable environment within our life sciences ecosystem. We’re committed to change, and we’re making an impact:

- Working to improve health access and health outcomes in underserved communities;
- Building a diverse talent pipeline of future STEM leaders, and connecting them with organizations and mentors to guide them on their career path;
- Creating opportunities for, and investing in, BIPOC entrepreneurs to ensure our innovation landscape benefits from the diverse capabilities our great state offers; and
- Partnering with member companies committed to increasing diversity on their board of directors.

The California Life Sciences Career Center is designed to help innovative companies recruit qualified candidates in the life sciences industry. Through our job board, job seekers at all levels can search current openings and find their next career opportunity.

Workforce Development and Cultural Solutions Partners

Playbook for Accelerating and Incubating Diverse Life Sciences Entrepreneurs

Insight and guidance for accelerators and incubators to promote, recruit, retain and support diverse entrepreneurs.

Are you building a biotech with a diversity mindset? Fostering diversity is easiest when the commitment is present at inception:

- Recruit outside your comfort zone
- Set a diversity hiring goal
- Create an open workplace culture
Incubators: Helping Our Emerging Innovators Find Affordable Space To Run Their Business

CLS WORKS WITH SEVERAL ESTABLISHED INCUBATORS THROUGHOUT THE STATE

- AgStart-AgTech Innovation Alliance
- Alexandria GradLabs
- Alexandria LaunchLabs
- Aquillius Incubator
- Badass Labs
- Bakar HUB (qb3/UC Berkeley)
- Berkeley Biolabs
- BIOLABS
- BIOLABS San Diego
- BioStarter Group
- Bonneville Labs
- DayBreak Labs
- HM Clause Life Science Innovation Center (UC Davis)
- HomeLab
- Illumina Ventures Labs
- IndieBio Accelerator
- Inventopia (UC Davis)
- JLABS @ MBC Biolabs
- JLABS San Diego
- JLABS South San Francisco
- JOINN
- Lab Launch
- LifeSpace Labs
- MBC Biolabs 953
- MBC Biolabs San Carlos
- MBC Biolabs San Fran 953
- MMRI
- Oakland Genomics Center
- Panorama Research Inc.
- Pasadena Bio Collaborative Incubator
- QB3 @ Santa Cruz
- QB3 EBIC
- QB3 Garage@UCSF
- San Jose BioCube
- SmartLabs
- Thermo Genesis ReadyStart Cleanrooms
- UC Davis Aggie Square
- University Lab Partners
- Valley Bio Services
ACCELERATE YOUR COMPANY
at UC Berkeley’s world-class incubator for life-science startups.

- Everything that a bio-entrepreneur needs, all in one location.
- We enable bio startups to hit the ground running and focus on advancing their technology.
- We connect you to sophisticated resources from UC Berkeley and the Bay Area, tailored to early-stage entrepreneurs.
- Now open to teams from around the world so anyone can leverage all that UC Berkeley offers.
- Proud to be supporting CLS-FAST entrepreneurs.

Visit us at bakarlabs.berkeley.edu

Off-the-Shelf High Purity Water & Buffers

Also available, custom liquid manufacturing to meet your unique needs.

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Networking & Events

CLS events provide you with an environment of learning, collaboration, development, and opportunity. Through our portfolio of events we remain focused on supporting you through your funding journey. Join us! Visit califesciences.org/events to learn more and register.

CLSAdvantage Supplier Showcase: Savings & Snacks

Our CLS Supplier Lunch & Learns are a convenient and enjoyable way for lab personnel, CLS members, and other potential customers to foster connections and learn about your critical products and services. We will coordinate the event, come to your site and provide lunch or afternoon snack for attendees, along with an in-depth technical presentation by a mutually agreed upon subject matter expert, on a topic top of mind to life sciences professionals.

CLS will also work with our solutions partners to participate in a tabletop showcase to complement your event. You simply choose any 60–90-minute option and we will work with you to customize a Lunch & Learn session.

<table>
<thead>
<tr>
<th>Event</th>
<th>Date</th>
<th>Location</th>
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<tbody>
<tr>
<td>Reception at the J.P. Morgan Annual Healthcare Conference</td>
<td>Jan. 10</td>
<td>San Francisco, CA</td>
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<tr>
<td>MedTech Day</td>
<td>Feb. 13</td>
<td>Sacramento, CA</td>
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<tr>
<td>Life Sciences Academy</td>
<td>Feb. 27–28</td>
<td>Yountville, CA</td>
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<tr>
<td>Inclusive Leadership Symposium</td>
<td>Feb. 29</td>
<td>San Francisco, CA</td>
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<tr>
<td>Spring Visionary Awards Reception</td>
<td>May 7</td>
<td>Washington, DC</td>
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<tr>
<td>Champions Reception</td>
<td>May 21</td>
<td>Sacramento, CA</td>
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<tr>
<td>Reception at the BIO International Convention</td>
<td>June 4</td>
<td>San Diego, CA</td>
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<tr>
<td>Innovation Showcase</td>
<td>June 25</td>
<td>San Francisco, CA</td>
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<tr>
<td>An Evening with Thought Leaders</td>
<td>Aug. 14</td>
<td>San Diego, CA</td>
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<tr>
<td>2lst Annual Pantheon Awards</td>
<td>Nov. 7</td>
<td>San Francisco, CA</td>
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<tr>
<td>End of Year Reception</td>
<td>Dec. 3</td>
<td>Washington, DC</td>
</tr>
<tr>
<td>Innovation Showcase</td>
<td>Dec. 10</td>
<td>San Francisco, CA</td>
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The discounted prices and value-added features available through these programs are negotiated based on the pooled buying power of thousands of life sciences companies of all sizes across North America, giving you the same purchasing power as the largest life sciences companies.

The California Life Sciences Savings Program offers curated discounts on products and services only found within our diverse membership and partnership portfolio.

Through our partnership with the BIO Business Solutions® program, the largest cost-savings purchasing program for the life sciences industry, CLS members benefit from access to discounts on an additional suite of service and product offerings.

TAILORED PARTNERSHIPS THAT DRIVE VALUE

<table>
<thead>
<tr>
<th>Scientific Equipment, Supplies, Services</th>
<th>Corporate Services</th>
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<tr>
<td>avantor (delivered by VWR)</td>
<td>R&amp;D TAX CREDIT / HR / PAYROLL / HEALTH BENEFITS</td>
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<td>Agilent</td>
<td>ADP</td>
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<td>ALT</td>
<td>CGI</td>
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<td>Airegas Healthcare</td>
<td>BCS365</td>
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<td>CORNING</td>
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<td>eppendorf</td>
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<td>ODP</td>
<td>Nasdaq</td>
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<td>Nikon</td>
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<td>SLIDEGENIUS</td>
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<td>POLYCARBIN</td>
<td>SPRINGER NATURE</td>
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<td>UniClean</td>
<td>CHUBB</td>
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<td>UniFirst</td>
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<td>InnoCom Bi Oven Inc.</td>
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<td>UPS Healthcare</td>
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<td>DIVERSITY EQUITY &amp; INCLUSION</td>
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<td>KGI</td>
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THIS YEAR CLS MEMBERS SAVED

<table>
<thead>
<tr>
<th>1-20 EMPLOYEES</th>
<th>21-100 EMPLOYEES</th>
<th>100+ EMPLOYEES</th>
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</thead>
<tbody>
<tr>
<td>AVERAGE SAVINGS OF $20,783</td>
<td>AVERAGE SAVINGS OF $129,243</td>
<td>AVERAGE SAVINGS OF $587,566</td>
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</tbody>
</table>
### Member Benefits

- **Buying power of a large, national purchasing agreement**
- **Hot list of more than 8,000 items, with savings of up to 75% from list**
- **Hot list flexibility**—pricing for high volume items commonly ordered can be added to the hot list to match your company’s local pricing
- **Discounts** across the entire Avantor product offering
- **Special pricing** on capital equipment items with list price of over $1,100
- **E-commerce rebate** if most of your orders are placed online
- **Generous rebates** sent back directly to you on annual contract spend growth
- **No minimum order required**
- **No shipping charges** for products shipped from any of Avantor’s regional distribution centers
- **Waived hazardous materials handling fees**
- **Next-day delivery** to most locations

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- Custom solutions
- ICC Evaluated

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800-377-8888
Embarking on a journey of innovation requires more than just ideas; it demands powerful tools and strategic partnerships that amplify your potential. At Agilent, we understand the unique challenges and aspirations of startups, and we’re thrilled to introduce our suite of cutting-edge solutions designed to propel your company to new heights.

**WHY CHOOSE AGILENT AS YOUR STRATEGIC PARTNER?**

**Accelerate Your Research:** Our state-of-the-art instruments are engineered to empower your team, reducing time-to-market and giving you a competitive edge in your industry.

**Unparalleled Expertise:** Access a wealth of solutions from Agilent’s seasoned experts who are dedicated to helping startups like yours succeed.

**Customized Solutions for Your Unique Needs:** We recognize that every startup is unique. That’s why we will work with you to offer tailored solutions designed to address the specific challenges you face, ensuring maximum impact on your innovation journey.

**Global Networking Opportunities:** Join a thriving community of innovators through Agilent-sponsored events, workshops, and seminars.

**Financial Support Programs:** We understand the financial constraints startups often encounter. New to the life sciences industry – explore our new Subscription Program.

**CGI CAPABILITIES AND BENEFITS TO MEMBERS:**

- Deep Industry Knowledge to Power Advanced Data Analytics & AI
- Clinical, Manufacturing, Quality and Laboratory Operations
- R&D Operations
- Business Consulting, Systems Integration and Managed Services
- Proven IP solutions and trusted partner network
- Regulatory Information Management
- Quality and Manufacturing Services
- Commercial Operations, Product Launch and Customer Experience
- Merger, Acquisition / Divestiture Execution
- Regulated Content Migration, Cloud Transformation, and Intelligent Data Management

CGI works with life sciences companies to deliver better business outcomes. Through our deep industry expertise, we help pharma, biotech, and medical device firms transform their businesses to drive high performance, compliance and digital connectivity.
Member Benefits

■ Continued access to the same popular shipping services like UPS Next Day Air®, UPS 2nd Day Air®, Ground, and Worldwide. Now, they just included improved discounts!
■ Save up to 74% on UPS Next Day Air® services
■ Save up to 59% on UPS 2nd Day Air® services
■ Save up to 59% on UPS 3 Day Select Services®
■ Save up to 51% on UPS Ground® Commercial services
■ Save up to 44% on UPS Ground® Residential services
■ Save up to 68% on UPS Worldwide International services
■ Special pricing on UPS’ Proactive Response
■ UPS Capital Flexible Parcel Insurance
■ UPS Temperature True® Packaging
■ UPS Store Business Services discounts and other Value added services
■ BIO negotiated increased discounts while reducing the weekly revenue band threshold to achieve these discounts. For example, a company that spends $1,500 to $4,999.99 weekly for UPS Next Day Air® shipping now receives a 60% discount rather than a 50-55% discount under the previous arrangement.
■ UPS Healthcare is eager to help companies of all sizes meet their shipping goals and deadlines. If you are a life science company with complex shipping arrangements, there may be customized options available to you. Simply, reach out to save@bio.org to learn more.

Member Benefits

■ Up to of 80% off MSLP on a core list of over 1,000 frequently ordered office, cleaning and breakroom supplies
■ Deep discounts on copy, print and finishing services
■ More than 90,000 items discounted below retail
■ Exclusive discounts on HP ink & toner
■ Flexibility to customize to fit your needs
■ Free delivery on qualifying orders
■ Exclusive member promotions
■ Same great price online or in-store
■ Dedicated account management

PHC Corporation of North America
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Toll Free USA (888) 858-8442,  Fax (630) 238-0074
www.phcbi.com/us/biomedical

FREE ONE-YEAR SUBSCRIPTION
with active CLS membership when enrolled in two or more cost savings programs!

USP-NF is an online subscription that contains public standards for drug substances, dosage forms, biologics, medical devices, and other therapeutics.

Equip Your Start Up for Success at Every Stage

From start up to ramp up and everything in between, we have you covered with PHCbi brand incubators, cold storage, and the industry’s leading ULT in its class.¹

¹Based upon https://www.energystar.gov/productfinder/product/certified-lab-grade-refrigeration/
Website accessed January 11, 2023
Driving innovation in contract manufacturing

Speed, flexibility, and capacity are all important in contract manufacturing—but an innovative, ground-breaking solution will really make you stand out from the crowd. Explore Cytiva’s solutions that will help you solve your customers’ challenges today and tomorrow, from the bench to commercial manufacturing.

Connect with us

- Digital tools for faster and easier cell culture scaling
- End-to-end solutions for viral vector process development
- Flexible manufacturing capacity options
- Automated perfusion to intensify upstream processes
Becoming a member of California Life Sciences is simple and for many of our connected startups, the cost of **CLS membership pays for itself many times over through the curated discounts** you receive via our cost savings programs.

### Funding < $5M; fewer than 12 employees; pre-commercial; California-headquartered:

<table>
<thead>
<tr>
<th>Membership Year</th>
<th>Annual Dues</th>
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<tbody>
<tr>
<td>First Year</td>
<td>$200</td>
</tr>
<tr>
<td>Second Year</td>
<td>$250</td>
</tr>
<tr>
<td>Third Year</td>
<td>$300</td>
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</tbody>
</table>

Interested in learning more about how CLS can be a partner in your mission?

**Joe Pellegrino**
bd@califesciences.org
General Inquires