



**CALIFORNIA
LIFE SCIENCES**



CALIFORNIA LIFE SCIENCES

Startup Resource Guide

**Providing startups with access to
resources to foster their innovation**



CALIFORNIA LIFE SCIENCES

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

Patient Access Operations

Thought Leadership Reputation

Brand Awareness

Professional Development

Partnering Licensing

Commercialization

Networking

IT Support Shipping

Industry Recognition

Talent Advocacy

Business Process

Financial Stability

Lab Operation Waste Disposal

Project Management

Business Development

Uniforms Insurance Capital Equipment

Diversity and Inclusion

Investment Contract Manufacturing

Contract Research Lab Supplies

Board Training Employee Engagement

STEM Education Lines of Credit

Scientific Publications

Legal Services

HR Benefits

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.

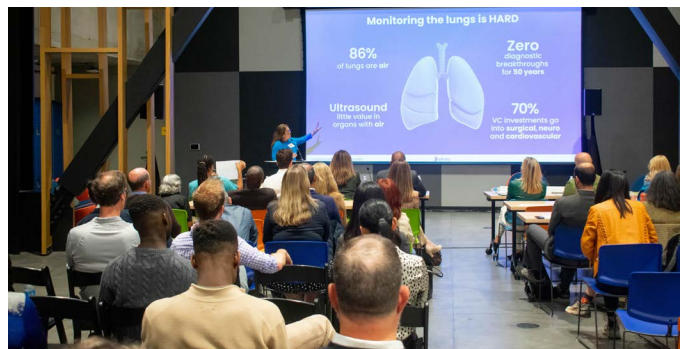
CALIFORNIA LIFE SCIENCES
FAST
California

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



M&A and Joint Ventures



Privacy and Cybersecurity



Licensing



Capital Markets & Securities



Real Estate



Formation and Funding



Employment Law



Tax

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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.



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Racial and Social Equity

RACIAL & SOCIAL EQUITY WE COMMIT TO CHANGE CALIFORNIA LIFE SCIENCES

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:

- We're working to improve health access and health outcomes in underserved communities;
- We're building a diverse talent pipeline of future STEM leaders, and connecting them with organizations and mentors to guide them on their career path;
- We're creating opportunities for, and investing in, BIPOC entrepreneurs to ensure our innovation landscape benefits from the diverse capabilities our great state offers; and
- We're 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

biotechPrimer
Life Science Training From Industry Experts

KGI
KECK GRADUATE INSTITUTE

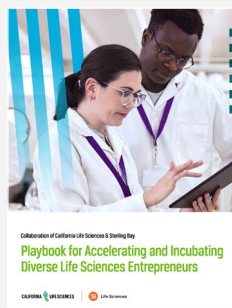
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Kelly

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ZRG
A Global Talent Advisory Firm



Playbook for Accelerating and Incubating Diverse Life Sciences Entrepreneurs

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



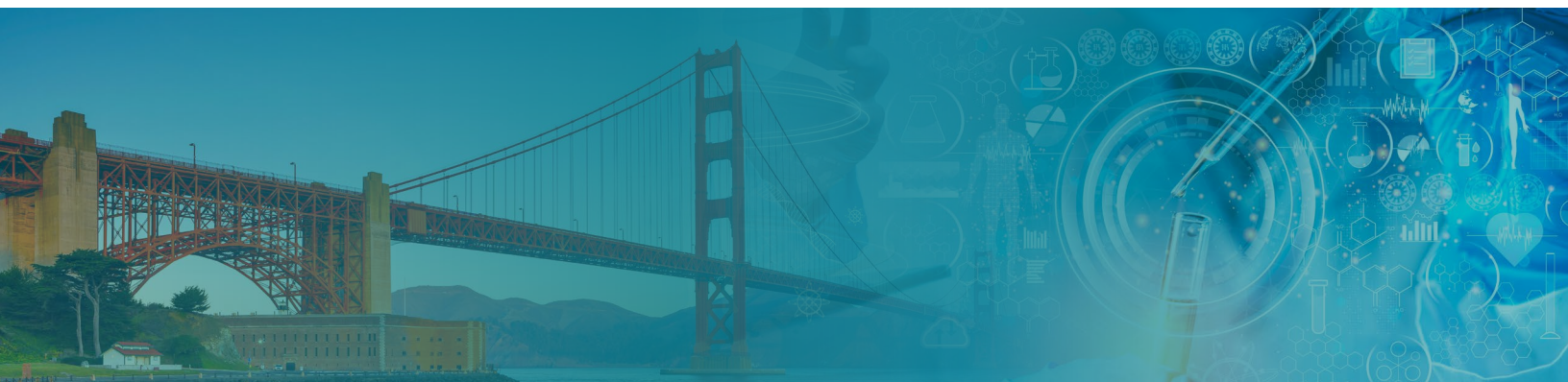
Are you building a biotech with a diversity mindset? Fostering diversity is easiest when the commitment is present at inception

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



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



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www.geminibio.com

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.

CLSAAdvantage 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.

Event	Date	Location
Reception at the J.P. Morgan Annual Healthcare Conference	Jan. 10	San Francisco, CA
MedTech Day	Feb. 13	Sacramento, CA
Life Sciences Academy	Feb. 27-28	Yountville, CA
Inclusive Leadership Symposium	Feb. 29	San Francisco, CA
Spring Visionary Awards Reception	May 7	Washington, DC
Champions Reception	May 21	Sacramento, CA
Reception at the BIO International Convention	June 4	San Diego, CA
Innovation Showcase	June 25	San Francisco, CA
An Evening with Thought Leaders	Aug. 14	San Diego, CA
21st Annual Pantheon Awards	Nov. 7	San Francisco, CA
End of Year Reception	Dec. 3	Washington, DC
Innovation Showcase	Dec. 10	San Francisco, CA



Productivity Partnerships and Cost Savings



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.

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.

TAILORED PARTNERSHIPS THAT DRIVE VALUE

Scientific Equipment, Supplies, Services



Corporate Services

R&D TAX CREDIT / HR / PAYROLL / HEALTH BENEFITS



IT / TECHNOLOGY



MARKETING / DATA



FINANCIAL SERVICES



SHIPPING/ MOVING/ WASTE REMEDIATION SERVICES



WORKFORCE DEVELOPMENT AND CULTURAL SOLUTIONS



THIS YEAR
CLS MEMBERS
SAVED



AVERAGE
SAVINGS OF
\$20,783
1-20 EMPLOYEES

AVERAGE
SAVINGS OF
\$129,243
21-100 EMPLOYEES

AVERAGE
SAVINGS OF
\$587,566
100+ EMPLOYEES

Featured Partners



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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Member Benefits

HR RESOURCES

- HR Help Desk
- Employee Handbook Wizard
- HR Forms and Documents
- HR Training and Toolkits

HR OUTSOURCING

- Pay and tax administration
- Benefits administration
- Recruitment and onboarding
- Compliance

PEO/CO-EMPLOYMENT

- Fortune 500-caliber employee benefits
- Cost-effective insurance options
- Competitive 401(k) plans
- Employee perks and discounts

R&D TAX CREDIT SERVICES

- 20% discount on ADP R&D tax credit services
- A free initial assessment to estimate the potential federal & state R&D tax credits for which your company may be eligible
- Refund clause included in every R&D tax credit engagement
- A thorough study reviewing qualified expenses delivered by a team of experienced tax professionals
- Access to a dedicated team of R&D experts who are trained to help you maximize your credits
- Available to current ADP payroll/PEO clients as well as members using other third-party payroll systems



Member Benefits

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.



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



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.



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.



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



Equip Your Start Up for Success at **Every Stage**



[LEARN MORE](#)

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

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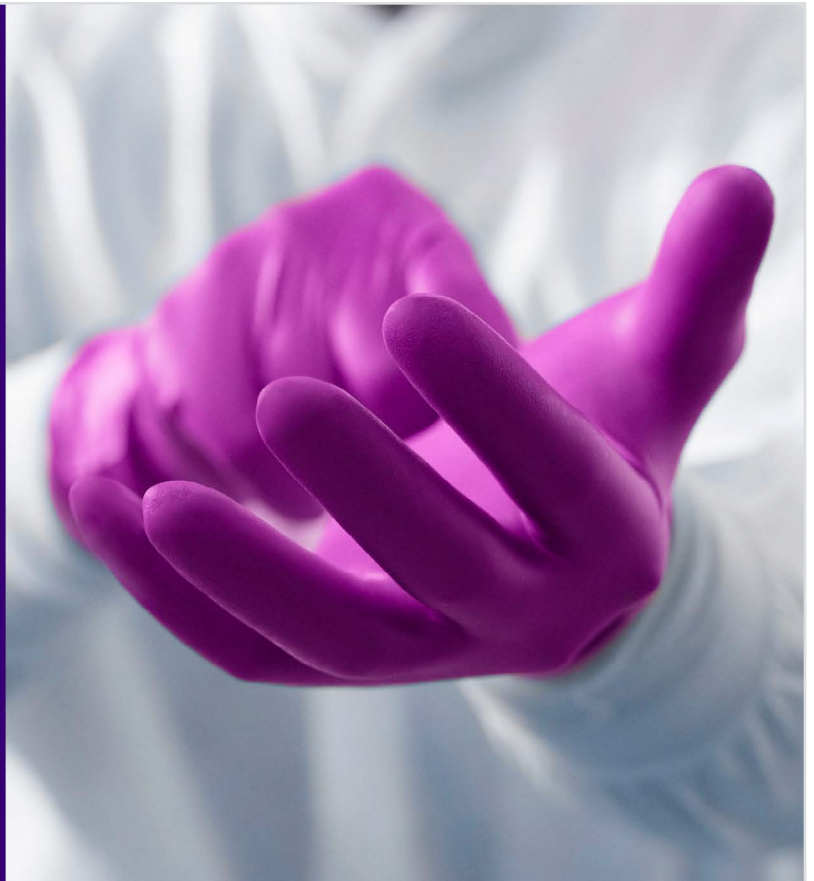
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Digital tools for faster and easier cell culture scaling



End-to-end solutions for viral vector process development



Flexible manufacturing capacity options



Automated perfusion to intensify upstream processes

We're Easy to **Work With**

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:

Membership Year	Annual Dues
First Year	\$200
Second Year	\$250
Third Year	\$300

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



Joe Pellegrino

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General Inquires



CALIFORNIA LIFE SCIENCES

califesciences.org

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