

# InvestHorizon Accelerator

(Fast Track to Series A Investment)

Healthcare Call for Applications

Deadline May 6 – 30 participants to be selected

Part 1 – Why, Who, and What?

Part 2 – How to apply?



# Content

**Part 1 – Why, Who, and What?**  
Part 2 – How to apply?





INVEST  
HORIZON

# Why join the Accelerator?



Tech Entrepreneur



Seed or Series  
A Investor  
supporting the  
entrepreneur



3

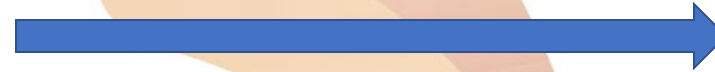
Strengthen  
strategic  
proposition

1

Increase  
investment  
and  
valuation

4

Reduce effort,  
time and cost  
of fund raising



Form a strong  
Series A investment  
syndicate

2





## Tech Entrepreneurs

### Eligibility Criteria:

- Raised 250K of seed funding
- Seeking >EUR 2.5 Million
- Based in an EU Horizon 2020 or Eureka country
- Committed to the programme



## Who should join? (1/2)

**Selection:** Highest Scoring Companies

**Selection Basis:** Completing the Self-Assessment

## Who should join? (2/2)



Tech Entrepreneurs

Seed or Series A Investor  
supporting the entrepreneur



### Selection: Highest Scoring Companies

**Selection Basis:** Completing the Self-Assessment

#### Eligibility Criteria:

- Raised 250K of seed funding
- Seeking >EUR 2.5 Million
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- Committed to the programme



Validating the Self-Assessment

#### Eligibility Criteria:

- Committed to support the application and the Trust Group of the Entrepreneur
- Acknowledging the planned Series A and past Seed rounds



# Value of the Accelerator



**Phase**  
**Value**

Application	Kick Off	Trust Group	Investor Relations
Engage the most promising companies	Reduce the efforts time and costs	Strengthen the strategic proposition	Develop investor syndicate and Series A round

## Deliverables of the Accelerator



**Phase**

**Value**

**Deliverables**

Application	Kick Off	Trust Group	Investor Relations
Engage the most promising companies	Reduce the efforts time and costs	Strengthen the strategic proposition	Develop investor syndicate and Series A round
Validate SWOT assessment	Validate action plan	Focused online sessions	Introductions / Presentations

# Differentiation of the Accelerator

May 1

1 month

2-3 months

4 months

**Phase**

**Value**

**Action**

**Differentiation**

	<b>Application</b>	<b>Kick Off</b>	<b>Trust Group</b>	<b>Investor Relations</b>
	Engage the most promising companies	Reduce the efforts time and costs	Strengthen the strategic proposition	Develop investor syndicate and Series A round
	Validate SWOT assessment	Validate action plan	Focused online sessions	Introductions/ Presentations
	<b>Pan-European</b>	<b>Efficient</b>	<b>Collaborative</b>	<b>Personalised</b>



# Entrepreneur Time Commitment

May 1

1 month

2-3 months

4 months

**Phase**

**Value**

**Action**

**Differentiation**

**Entrepreneur Time  
Commitment**

<b>Application</b>	<b>Kick Off</b>	<b>Trust Group</b>	<b>Investor Relations</b>
Engage the most promising companies	Reduce the efforts time and costs	Strengthen the strategic proposition	Develop investor syndicate and Series A round
Validate SWOT assessment	Validate action plan	Focused online sessions	Introductions/ Presentations
Pan-European	Efficient	Collaborative	Personalised
<b>4 Hours</b>	<b>1 Week as seconded by Manager</b>	<b>20 Hours split over 9 Sessions</b>	<b>Live and online events as appropriate</b>

# Investor Time Commitment



## Phase

## Value

## Action

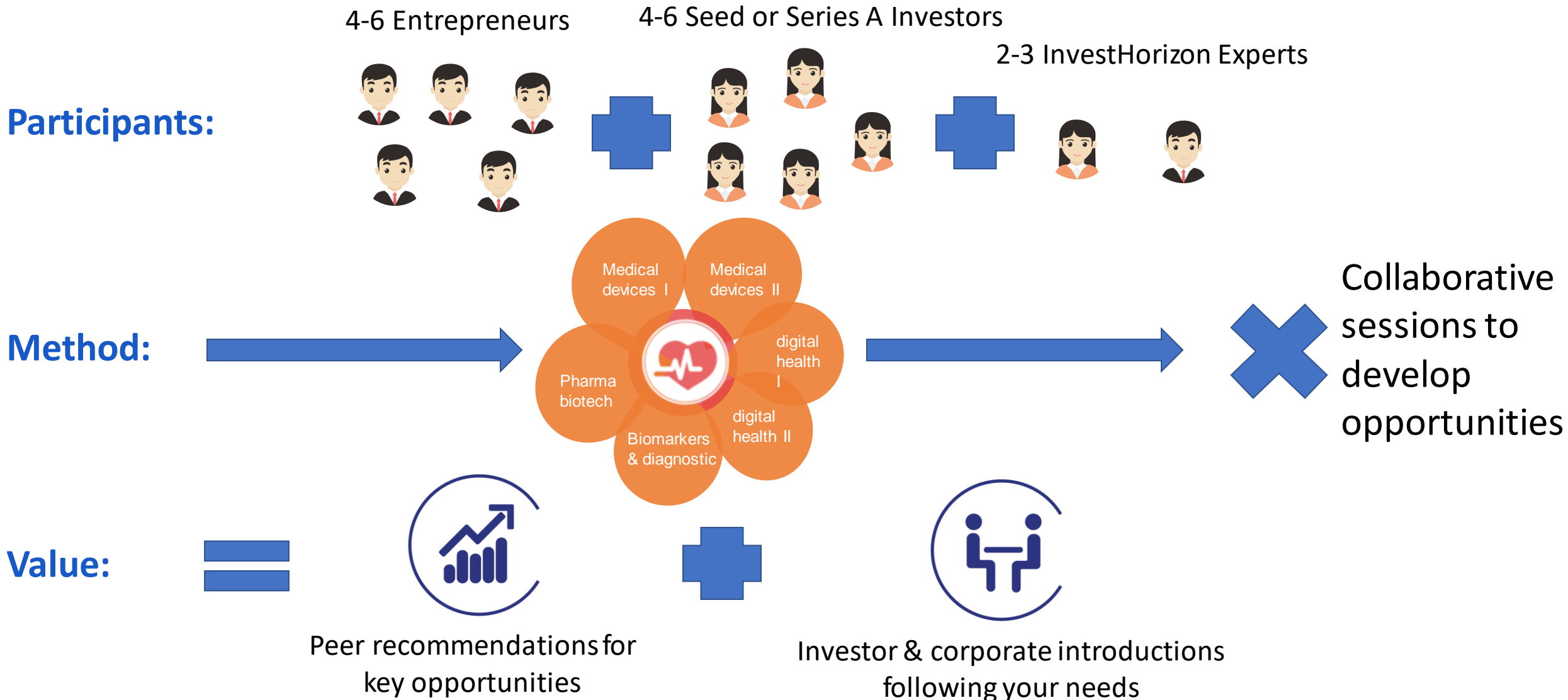
## Differentiation

## Entrepreneur Time Commitment

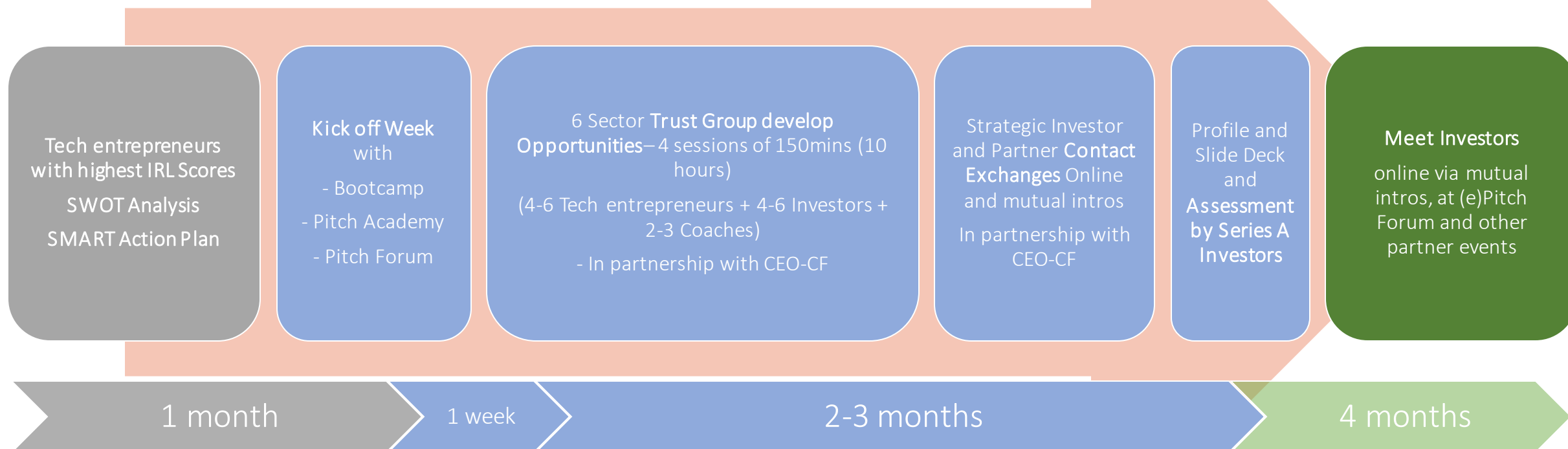
## Investor Time Commitment

Application	Kick Off	Trust Group	Investor Relations
Engage the most promising companies	Reduce the efforts time and costs	Strengthen the strategic proposition	Develop investor syndicate and Series A round
Validate SWOT assessment	Validate action plan	Focused online sessions	Introductions/ Presentations
Pan-European	Efficient	Collaborative	Personalised
4 Hours	1 Week as seconded by Manager	20 Hours split over 9 Sessions	Live and online events as appropriate
2 Hours	Optional	10 Hours split over 5 Sessions	Optional

# Peer Trust Groups by subsector



# Accelerator – Healthcare Launch – 30 Companies



NOTE – Draft, not for circulation - CONFIDENTIAL ©rights reserved

# Bootcamp: 3-5 of June am, Paris

Monday 3 Jun	Tuesday 4 Jun	Wednesday 5 Jun
Monday 3 June 2019		
10:30		
Welcome and Opening		
10:45		
Ice Breaking Session		
11:00		
Bootcamp Session I Leadership Empowerment	Bootcamp Session II Working with Advisory Board	
12:30		
Networking Lunch		
14:30		
Teamwork on SMEs Challenges		
16:00		
Pitching Skills Improvement		

- **3-day onsite event** with peer entrepreneurs & specialised coaches
- **Deep dive exercise** in management, business & competition and communication & investment strategy
- **Trust Group session** where SMEs will work on their specific opportunity in a group
- Concrete exercise session to improve & review the **presentation skills & strategy**
- **Contact exchange** sessions



Thursday 6 Jun

Thursday 6 June 2019

14:00

Welcome and Opening

14:15

Elevator Pitches by start-ups

14:30

Interactive Session

How to master a good pitch?

15:15

Networking Break

15:30

Investment Readiness Session I

Investment Readiness Session II

16:45

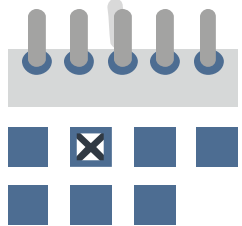
Contact Exchange Session

- 25 companies
- Half a day to **dry run** peer entrepreneurs, sector experts & investors
- **Peer feedback**, interactive presentation sessions
- 8-10 coaches, with **outstanding experience** in Life Sciences

# Pitching Forum: 7 June, Paris

## Presentation Format

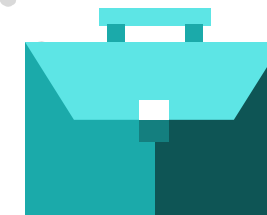
- Panel with 5+ experts
- 8-min presentation + 7 mins Q&A



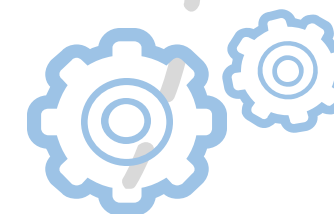
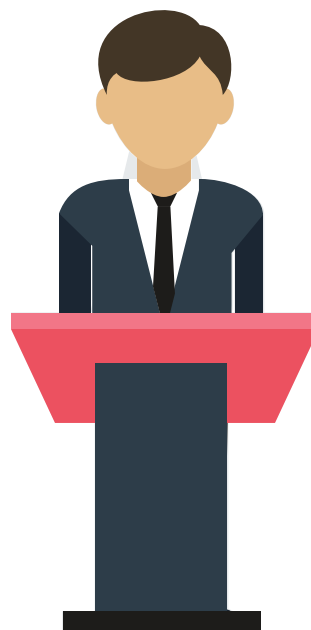
## One2One Meetings

Hosted by

**bpi**france



20+ International  
Investors



Biotech, Medtech, Digital  
Health & Diagnostics

## Financed and Promoted by



in association with  
**EUREKA**   
innovation across borders

## Lead Partner



## Partners

**bpi**france



bwcon

**EurA**<sup>®</sup>  
innovation · finance · technology



**CEO** | CF

# The Accelerator in Summary



Customised  
Assessment



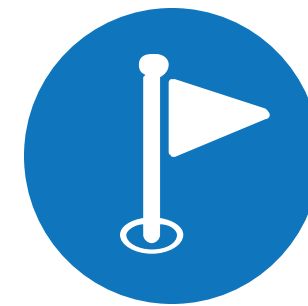
Action Plan  
with CEO, investor &  
experts



Trust Groups  
Peer  
recommendations



Introductions  
Tailored to your  
investment need



Workshops & Events  
To meet investors and  
corporate partners



Free  
with collaborative commitment



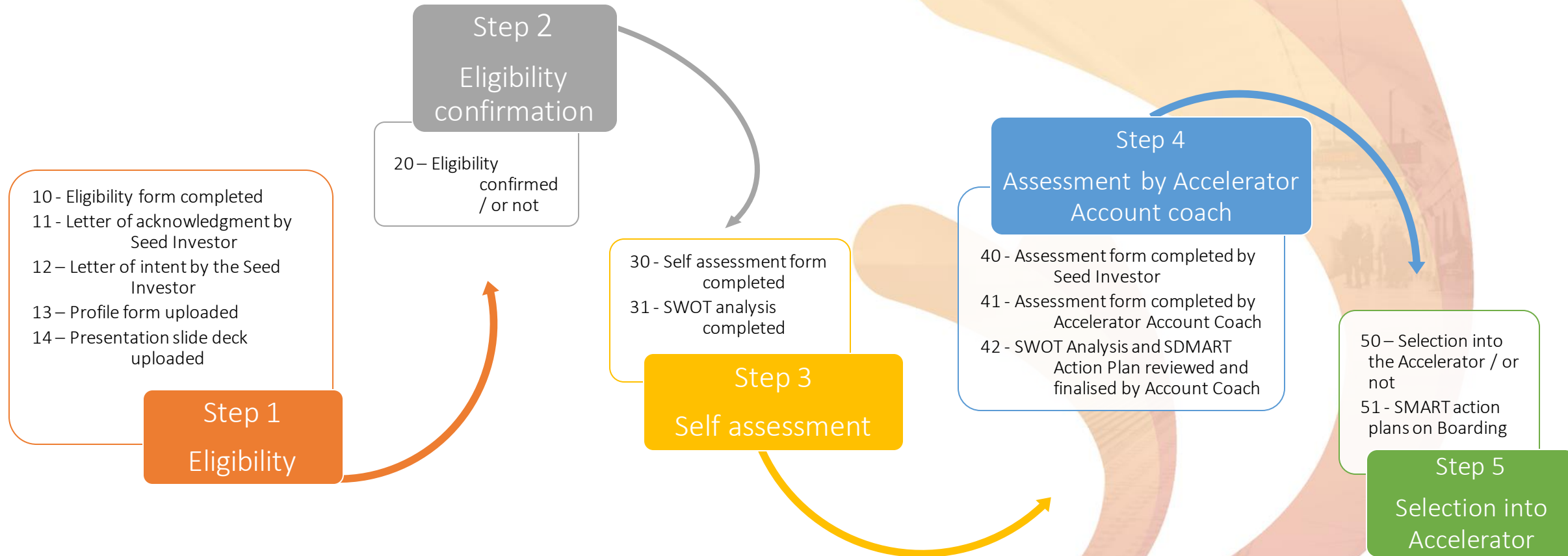


# Content

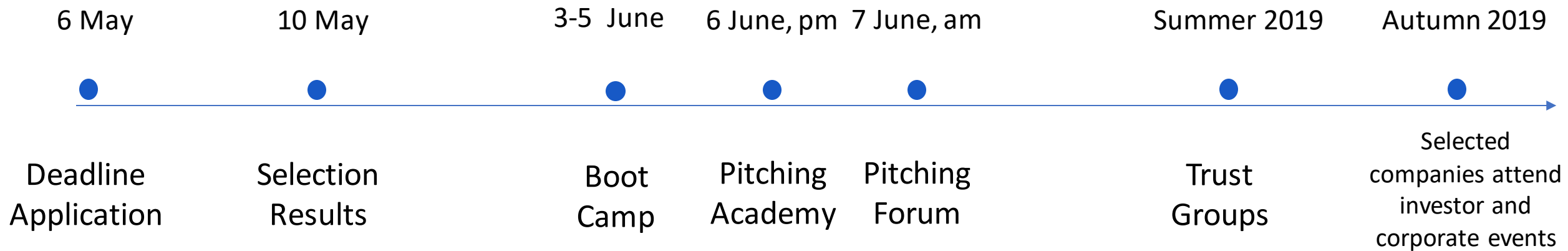
Part 1 – Why, Who, and What?

**Part 2 – How to apply?**





# Application & Kick Off Calendar

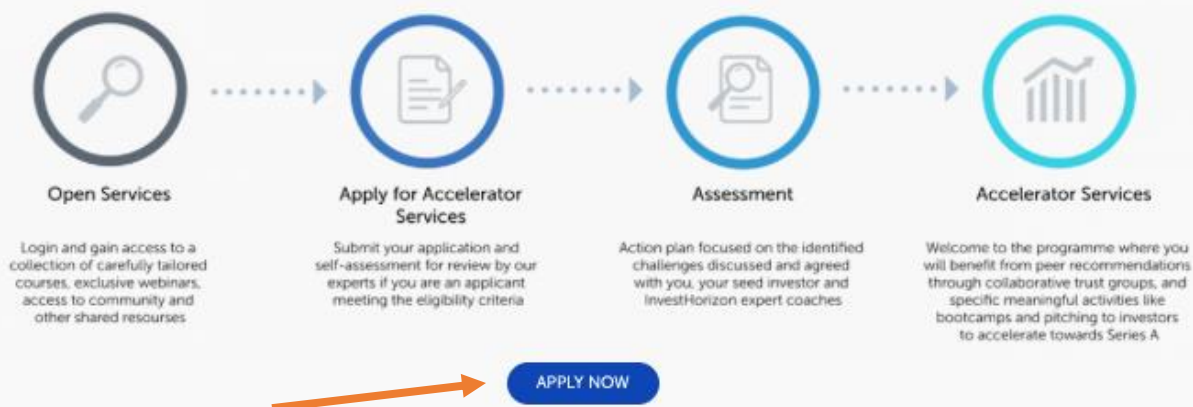




## Fast Track to Series A Investment

InvestHorizon is an accelerator programme designed to facilitate the access to Series A funding for selected deep tech companies and help them boost their investment readiness and investor relations.

### How does it work?



## Accelerator Application

Profile

Eligibility checklist

Organisation

Application

Your role in applying organisation \*

Job Title \*

Short Bio

Next

Save

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## Accelerator Application

Profile

**Eligibility checklist**

Organisation

Application

### Eligibility Self Check

This checklist will define whether you are eligible for Invest Horizon Accelerator Services. In order to successfully finish your application, all answers should be YES.

#### SME Country

SME is based in a [EU Member State](#), [associated country to Horizon 2020](#) and [EUREKA Member countries](#), partner countries or associated countries to EUREKA

YesNo

☒ Yes ☐ No

#### Past Funding

The Applying Company has raised seed finance (equity or loan) in excess of EUR 250 K in the past 3 years starting from the submission date (or on exceptional basis a research grant in excess of EUR 500 K may also be considered)

☒ Yes ☐ No

A representative of one of the existing seed investors confirms that the Applying Company has raised seed finance in excess of €250k in the past 3 years and that they have participated in this funding.

☒ Yes ☐ No

#### Upload letter of Acknowledgment

[Download a template](#)

Upload

or drag files here.

Max file size 10MB

May be submitted later (May 17)

A representative of one of the existing seed investors confirms that the Applying Company has raised seed finance in excess of €250k in the past 3 years and that they have participated in this funding. ☒ Yes ☐ No

**Upload letter of Acknowledgment** [Download a template](#)

or drag files here.

Max file size 10MB

A signed Letter of Acknowledgement (LoA template available) for this purpose is submitted. ☐ Yes ☒ No

**Future funding and commitment**

The Applying Company aims to raise finance in excess of €2.5M in the next 2 years starting from the submission date (of which at least €1M will be required to further develop the innovation) ☒ Yes ☐ No

A representative of the existing seed investor or an investor interested in participating in the future funding of the Applying Company confirms that he/she will personally be willing to:

1) Provide an online review of the Applying Company's self-assessment form including a SWOT analysis and SMART action plan (estimated time commitment of 2 hours) ☒ Yes ☐ No

2) Take part in 5 online sessions with a company's peer review of its main challenge (estimated time commitment of 10 hours for the 5 online sessions) ☒ Yes ☐ No

3) Ensure that, in case he is not available, a representative of the Seed Investor be available for the Review or Online Coaching Peer Review Sessions ☒ Yes ☐ No

4) Commits to do the above tasks 1 to 3 at no charge nor costs to the Applying Company nor to Tech Tour ☒ Yes ☐ No

**Upload letter of intent** [Download a template](#)

or drag files here.

Max file size 10MB

3) Ensure that, in case he is not available, a representative of the Seed Investor be available for the Review or Online Coaching Peer Review Sessions ☒ Yes ☐ No

4) Commits to do the above tasks 1 to 3 at no charge nor costs to the Applying Company nor to Tech Tour ☒ Yes ☐ No

**Upload letter of intent** [Download a template](#)

or drag files here.

*Max file size 10MB*

A signed Letter of Intend (LoA template available) for this purpose is submitted. ☐ Yes ☒ No

**Presentation - "Pitch Deck"**

or drag files here.

*Max file size 20MB*

**High-Growth Potential of SME**  
The Applying Company's profile and Investor Slide Deck are uploaded ☒ Yes ☐ No

**SME commitment**  
Form Completed by the Executive Director of the "applying company" that commits to take part in the Accelerator Track ☒ Yes ☐ No

**Am I Eligible** **Eligibility Level (%)**  
Not eligible 83,33

2 / 4

May be submitted later (May 17)

VERY IMPORTANT!

VERY IMPORTANT!

**+ Add Investor**

**\* Key financials 1**

Year	Revenue (EUR)	Net Income (EUR)
<input type="text"/>	<input type="text"/>	<input type="text"/>

Gross margin (%)	Operating Expenses (EUR)	Operating Margin (EUR)
<input type="text"/>	<input type="text"/>	<input type="text"/>

Head count

**+ Add Key financials**

☒ I agree that this information is true and correct

**Back** **Save**

**Your progress has been saved.**

Copy or email the link below and return to your form to complete your submission.

**Copy your form link:**

**Email me my link:**

**Send**

**Save**

4 / 4

Keep link so you can edit or continue at a later stage

## Accelerator Application

Profile
Eligibility checklist
**Organisation**
Application

### Organisation Details

Logo

Upload
or drag files here.

Organisation Name \*

### Organisation Summary

City \*

Country \*

Turnover

Number of employees

Founded

Twitter

Website

Facebook

LinkedIn

SME Interest

Markets \*

☐ Healthcare
☐ Cleantechnology/ Energy
☐ ICT/ Digital

☐ Other

Technologies \*

☐ 3D printing
☐ 3D reconstruction
☐ Advanced sensors

☐ AI and Big data
☐ Authentication, Biometrics
☐ Biotechnologies

☐ Blockchain
☐ Broadband Internet
☐ Cloud

☐ Collaborative business tools
☐ Cryptography
☐ Design

☐ Digital networks
☐ Embedded systems
☐ Energy storage

☐ Exoskeleton / Cobotics
☐ Geolocalisation
☐ Green chemistry



## Accelerator Application

Profile

Eligibility checklist

Organisation

**Application**

### Application form

#### Product/ Technology outline

#### Market and business potential

#### Competitive position

### Management team

#### Team member 1

First Name

Teresa

Last Name

Cunha

Role in organisation

Job Title

Dr

Short biography

+ Add Team member

Upload CV of the CEO

Upload
or drag files here.

Financials and Investment proposition

Investor 1

Investor (fund) name \*
Year of investment
Percentage
Investment size (EUR)
Investment Type

▼

Investor's contact name \*
Email \*

+ Add Investor

Key financials 1

Year
Revenue (EUR)
Net income (EUR)
Gross margin (%)
Operating Expenses (EUR)
Operating Margin (EUR)
Head count
COGS (EUR)
EBIT (EUR)

+ Add Key financials

☒ I agree that this information can be seen by investors on Invest Horizon community.

Application details completeness %
0,00


Back
Submit

Save

4 / 4


VERY IMPORTANT!

Keep link so you can edit at a later stage



in association with  
**EUREKA**  
Innovation across borders

[WWW.INVESTHORIZON.EU](http://WWW.INVESTHORIZON.EU)



bpi|france

META  
knowledge to market

bwcon

EurA  
European Research Area

ebn  
European Business Network

IESE  
International Institute for  
Executive Education

# Self-assessment



1. Management
2. Product
3. Business
4. Competition
5. Investment
6. Communication

## Self Assessment

1 Page 1 2 Page 2



Same credentials as  
in application!

Organisation name \*

Email \*

Website \*

### 1. Management

The **Entrepreneur/CEO** is knowledgeable, experienced and motivated

Score \*

Score (1-10)

The **Team** (CTO/CSO, CFO, COO/Production, Sales, HR) is complete, knowledgeable, experienced, motivated and diverse

Score (1-10)

The **Board** functions well with regular well prepared meetings and calls with experienced shareholder and independent representatives

Score (1-10)

## 1. Management

The **Entrepreneur/CEO** is knowledgeable, experienced and motivated

Score \*

8

The **Team** (CTO/CSO, CFO, COO/Production, Sales, HR) is complete, knowledgeable, experienced, motivated and diverse

9

The **Board** functions well with regular well prepared meetings and calls with experienced shareholder and independent representatives

10



Sub Total Strengths & Weaknesses MANAGEMENT (%)

**Sub Total SW**  
90,00

The **HR and Leadership Gaps** (Human Resources vs. Needs) are identified for Leadership (CEO, ...) and Staff with skills, culture and process definition

Score (1-10)

An **HR Plan** is in place to strengthen Leadership and also to scale Staff with processes for recruitment, training, development and incentives

Score (1-10)



Sub Total Opportunities & Threats MANAGEMENT (%)

**Sub Total OT**  
0,00

## 2. Product

There is a prototype **Product with a defined Value Proposition** fitting a specific Pain/Problem of a targeted group of customers

Score \*

8

There is **Validation with Target customers** and of the scalability of the Production

9

There is **Proprietary Knowledge** and an advanced research base carried by a team and partnerships and, if possible, protected (patents)

10



Sub Total Strengths & Weaknesses PRODUCT (%)

Sub Total SW

90,00

There is a **Product Development Roadmap** with a proven capability and team to manage and steer it

Score (1-10)

There are **Partnerships** in place to accelerate the Development and to increase or optimise the Production/Service capacity

Score (1-10)



Sub Total Opportunities & Threats PRODUCT (%)

Sub Total OT

0,00



## Self Assessment

① Page 1 ② **Page 2**

If you agree with the scores, click Submit. Otherwise go back and review your answers.

### Strengths and Weaknesses

MANAGEMENT (%)	90,00	COMPETITION (%)	33,33
PRODUCT (%)	90,00	INVESTMENT (%)	30,00
BUSINESS (%)	93,33	COMMUNICATIONS (%)	50,00

### Opportunities and Threats

MANAGEMENT (%)	90,00	COMPETITION (%)	45,00
PRODUCT (%)	85,00	INVESTMENT (%)	35,00
BUSINESS (%)	30,00	COMMUNICATIONS (%)	35,00

# Accelerate your funding

Apply by May 6



