



Richi Social Entrepreneurs

by

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Cancer Foundation 

Boston Immersion Curriculum

2018

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Introduction

Richi Social Entrepreneurs (RSE) provides positive impact startups with an immersion experience into Boston's innovation ecosystem, a transformative program both for the team as well as for the company.

Participants connect and interact with investors, key market players, advisors, industry experts, and private / public institutions who will lead them to outstanding synergies.

Companies will validate and review their strategy to become attractive to the US market, unleashing new business opportunities and resources for their companies.





Program Format & Objectives

The Immersion program in Boston has been structured through different working formats and learning objectives that will be tackled in various sessions during the three weeks. The objectives and formats will be as follows:

	<i>Doing business in the US (lecture)</i>
	<i>Structuring a Venture & Strategy (lecture)</i>
	<i>Understanding US Innovation Ecosystem (lecture)</i>
	<i>Raising money in the US (lecture)</i>
	<i>Managing talent (lecture)</i>
	<i>Legal Aspects (lecture)</i>
	<i>One-on-one Meetings</i>
	<i>Visits</i>
	<i>Checkpoints with Tutors</i>
	<i>Checkpoints with Fellows</i>
	<i>Events</i>



Week 1

Monday, October 15th (9am-5pm)

Welcome to 2018 Immersion Program	<i>Logistics and program Overview. Who-is-who within participants and Richi Social Entrepreneur's team.</i>
Welcome to Boston's Entrepreneurship ecosystem	<i>Introduction to Boston's entrepreneurship ecosystem.</i>
Workshop: Your Pitch - feedback from experts	<i>Participants will pitch their project and get feedback from top-notch industry experts and investors.</i>
CheckPoint with Tutors	<i>Each team will be assigned a Tutor. The first meeting will be with all Tutors.</i>

Tuesday, October 16th (9am-5pm)

Exploring foundations, venture philanthropy and impact investing as a source of funding	<i>Business angels and venture capitals are not the only funding options. Learn what valuable alternatives are available for positive impact projects.</i>
Workshop: Your Pitch - feedback from experts	<i>Participants will pitch their project and get feedback from top-notch industry experts and investors.</i>
Fire-side Chat: US Venture Capital stories	<i>Sharing experiences/tips with participants to guide you on dealing with US-based Venture Capitals.</i>
One-on-One Meetings	<i>Time allocated for participants to meet experts, companies and institutions.</i>
Managing Winning Leads and outreach in the US	<i>Learn how to manage your leads in the US, and how to conduct outreach in an effective way.</i>
Fire-side chat: Entrepreneurship Landscape	<i>A key player from Boston will share tips with participants to guide you through the city's business ecosystem.</i>



Week 1

Wednesday, October 17th (9am-5pm)

Building your US investor deck	<i>How to present your project information to US investors. How long should the deck be and how should it be structured? Which are the key slides that should be included?</i>
One-on-One Meetings	<i>Time allocated for participants to meet experts, companies and institutions.</i>
NECEC – New England Clean Energy Council	<i>Visit to the New England Clean Energy Council. In-depth understanding of the resources they can offer. Session for CleanTech participants.</i>
Fellows Matching	<i>Participants and Fellows meet to build community. Fellows are local members that complement the team and help participants obtain their project goals during the program working side by side.</i>
CheckPoint with Tutors	<i>Each team will be assigned a Tutor. The first meeting will be with all Tutors.</i>

Thursday, October 18th (9am-5pm)

Intellectual Property	<i>Overview about how to manage intellectual property in the US.</i>
Massbio - Meet the world's leading life sciences supercluster.	<i>Learn why Boston is the world's leading life sciences ecosystem and how your business can take the most out of this supercluster. Session for participants in Life Sciences.</i>
MassCEC – Massachusetts Clean Energy Center	<i>Visit to Massachusetts Clean Energy Center and identification of key players. In-depth understanding of the ecosystem. Session for CleanTech participants.</i>
One-on-One Meetings	<i>Time allocated for participants to meet experts, companies and institutions.</i>
CIC	<i>Visit to Cambridge Innovation Center, the biggest office facility for growing technology companies in Massachusetts.</i>
Venture Café	<i>Attendance at Venture Café event. It serves as a physical nexus for helping innovators and entrepreneurs find one another and collaborate.</i>

Week 1



Friday, October 19th (9am-5pm)

CheckPoint with Tutors	<i>Each team will meet with its Tutor to follow-up.</i>
Massachusetts Office of International Trade and Investment	<i>Discover how the Massachusetts Office of International Trade and Investment can help growing your company in Massachusetts.</i>
Panel: Entrepreneur stories - transition to the US	<i>Learn from international entrepreneurs how they successfully landed into the US.</i>
One-on-One Meetings	<i>Time allocated for participants to meet experts, companies and institutions.</i>





Week 2

Monday, October 22nd (9am-5pm)

Health industry regulation	<i>Learn about Health industry regulation in the US.</i>
Board of directors, strategic and technical advisory boards	<i>Learn how to build a board of directors and an advisory board in the US, and how to negotiate and reach to agreements concerning equity compensation.</i>
MLSC - Massachusetts and the Life Sciences ecosystem	<i>Identify Massachusetts's Life Sciences key players. In-depth understanding of the ecosystem. Session for Life Sciences participants.</i>
One-on-One Meetings	<i>Time allocated for participants to meet experts, companies and institutions.</i>

Tuesday, October 23rd (9am-5pm)

M2D2 and iHub	<i>Visit to iHub and M2D2 incubators at UMass Lowell university. Meet industry experts and entrepreneurs from the region.</i>
One-on-One Meetings	<i>Time allocated for participants to meet experts, companies and institutions.</i>
CheckPoint with Tutors	<i>Each team will meet with its Tutor to follow-up.</i>

Wednesday, October 24th (9am-5pm)

Panel: Picking Winners - What Life Sciences Venture Investors Really Want to See	<i>Learn how to approach Life Sciences venture capitalists and the criteria they use when screening startups, in a panel where Life Sciences VCs will explain what they need to hear and see to dedicate their attention to a startup.</i>
One-on-One Meetings	<i>Time allocated for participants to meet experts, companies and institutions.</i>
Tips to deal with lawyers in the US & other legal aspects.	<i>Learn practical legal information and best practices to deal with lawyers in the US. Understand the mechanics of a capitalization table to keep a record of all the major shareholders of a company.</i>

Week 2



Thursday, October 25th (9am-5pm)

Greentown Labs	Visit to Greentown Labs CleanTech incubator.
LabCentral	Visit to LabCentral biotech co-working space.
CheckPoint with Tutors	Each team will meet with its Tutor to follow-up.
One-on-One Meetings	Time allocated for participants to meet experts, companies and institutions.

Friday, October 26th (9am-5pm)

PULSE@MassChallenge	Visit to PULSE@MassChallenge Digital Health Lab.
Northshore & CI Works	Visit to Northshore and CI Works CleanTech incubators.
One-on-One Meetings	Time allocated for participants to meet experts, companies and institutions.





Week 3

Monday, October 29th (9am-5pm)

Hiring, nurturing, and firing talent in the US	<i>How to hire and fire staff in the US, and how to obtain their commitment to your project.</i>
Workshop: Creating and delivering a winning pitch	<i>Principles, practice, and process to make you good at creating and delivering the pitch (the core story is more than just your investor deck and elevator pitch).</i>
One-on-One Meetings	<i>Time allocated for participants to meet experts, companies and institutions.</i>

Tuesday, October 30th (9am-5pm)

Visit to Koch Institute and Langer Lab at MIT	<i>Visit to MIT's Koch Institute and Langer Lab research centers.</i>
Startups born at MIT	<i>Learn best practices and interact with successful entrepreneurs who started their businesses at MIT.</i>
Immigration Regulation in the US	<i>Learn all the aspects related to visas and authorizations needed to live in the US, especially in the scenario of incorporating a company.</i>
CheckPoint with Tutors	<i>Each team will meet with its Tutor to follow-up.</i>
One-on-One Meetings	<i>Time allocated for participants to meet experts, companies and institutions.</i>

Wednesday, October 31st (9am-5pm)

Fire-side chat: RSE Alumni	<i>Learn tips and recommendations for next steps after the Immersion program from RSE Alumni.</i>
Understand how to establish a US business presence	<i>Understand how to establish a US business presence: Types of investible entities & Delaware Flip.</i>



Week 3

One-on-One Meetings	<i>Time allocated for participants to meet experts, companies and institutions.</i>
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Thursday, November 1st (9am-5pm)

RSE Final Pitch event	<i>Participants pitch their project in front of their peers, jury and a group of the Boston-based speakers and experts met during the program. Final pitch winner will be announced.</i>
Fellows Presentations	<i>Fellows present the final results of the assignments provided by their project team.</i>
CheckPoint with Tutors	<i>Each team will meet with its Tutor to follow-up.</i>

Friday, November 2nd (9am-5pm)

Participants' Action Plan Presentation	<i>Each team will present their own conclusions and action plan to land into Boston, as a result of the insights gained during the Boston Immersion program.</i>
Final remarks and Next Steps	<i>Lessons learnt, feedback from participants. Expressing and sharing experiences.</i>



Notes



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Notes



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