HEALTH TECH ACCELERATOR:
INNOVATION & COMMERCIALIZATION BOOTCAMP

PHT will be hosting a strategic development and entrepreneurial education program starting in [January], teaching the basics of commercialization of technologies developed in academic settings. The **goal** of the program is to support the development of a high-quality translational proposal and pitch for funding consideration by PHT. This program is strongly recommended **unless equivalent documentation is submitted and approved.**

▶ ABOUT THE PROGRAM

This program is part of a course for-credit for students that is offered in partnership with PHT. PHT teams will be assigned a team of graduate students (unless equivalent support is already available for the project) to create a commercialization plan for your technology. Students will work closely with your team to identify and validate the clinical need, stakeholder requirements, and business case in order to de-risk the technology, increase commercial potential, and package the idea for follow-on investment. Topics covered during the course (see tentative schedule below) will cover important elements of the development process and provide tools to apply to your own projects, including support in addressing some of the early input and feedback received from your pre-proposal. Each session will include a content lecture/workshop, including practical exercises applied directly to your project, followed by short team presentations (~weekly).

▶ BOOTCAMP OBJECTIVES

1. Participants will be able to demonstrate **knowledge of all aspects bringing a health technology innovation from the lab to the market** by:
   a. Describing the unmet clinical need and stakeholder requirements
   b. Evaluating and pressure testing the business opportunities and risks (technical, market, IP, regulatory, reimbursement, etc.)
   c. Packaging and pitching the idea to best position it for future commercial value (e.g., partnership or follow-on investment)
2. Participants will engage in an **interdisciplinary experience** through team interactions and connection with experienced professionals across the University of Pennsylvania and Children's Hospital of Philadelphia campus and the broader Philadelphia health-technology innovation ecosystem.

▶ EXPECTATIONS AND KEY DELIVERABLES

By the end of the bootcamp, students will support teams to complete initial stakeholder interviews (≥ 10) and develop a comprehensive slide deck for your technology. Each session will include content and exercises that will help your team prepare a competitive full proposal and pitch deck for funding consideration.

Expectations for PHT teams include:
1. **Required:** PHT teams will be responsible for the preparation of the full-proposal application submitted to PHT along with refinement and delivery of the final pitch.
2. **Required:** PHT teams are expected to be involved and accessible and typically devote an average of an hour per week working with the student team.

3. **Recommended:** In addition to meeting with your teams once per week, we recommend sending a member of your team to each session. We understand this is a significant commitment and therefore it is not required. Nevertheless, it is best practice for highly successful proposals. Typically, teams rotate the participating team member.

Student deliverables are as follows:
1. Completion of at least 10 stakeholder interviews
2. Completion and presentation of weekly assignments (templates will be provided)
3. Pitch Deck (outlining the need, the solution, the business opportunity, and the development plan)

*NOTE: Students will take the lead on completing these key deliverables, but teams are encouraged to fully participate and support their preparation and can share in the delivery of presentations, as desired.

▶ HOW STUDENTS WORK WITH PHT TEAMS

Students will be overseen and managed by the course instructor and will go through the course as an integral part of your project team. We have extensive experience pairing student teams on projects and they are considered an invaluable resource. We appreciate your consideration in allowing students to assist you on your project.

- **What Students Will Do:** The students will be completing specific assignments, assigned by the course instructor, and will be focused on validating the unmet need and business case for your technology, including performing structured interviews with key stakeholders.
- **What Students Will NOT Do:** They will not be doing scientific research or technical work to support the project.

▶ SCHEDULE

The schedule will be announced late fall.