THE IMPACT SEAT

ENET

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ABOUT US

The Impact Seat works with companies to build their diversity capability. Our deep knowledge base and experience can lead your team to shift ideas and behaviors toward inclusive innovation.

We focus on the ways diversity and inclusion deliver value for business.
diversity²

- Find and retain the best talent
- Adapt to new realities
- Look like your customers
- Develop the best ideas
- Do the right thing
- Achieve compliance
- Realize higher performance
- Engage everyone

Get it all.
CONTEXT - (lack of) Diversity in Start-up Capital

- To a large extent, big $ investment capital remains an insider’s game
- About 50% of US VCs have Harvard or Stanford MBAs; 97% of VCs are men
- Women entrepreneurs receive about 5% of VC money
- SBIR evaluated by National Academies of Sciences:

“Current participation of women and other under-represented groups in the SBIR program is low and not increasing.”
And at the same time....

- Investing with a gender lens is increasingly validated
- Investing in diverse start-up teams is linked to organizational success
- Increasing numbers of start-ups pitching for capital have women in the top team
- Specialized funding sources/networks for women and under-represented groups have emerged
Specialized Funding: Women’s High Growth Entrepreneurship

- **Astia** (astia.org)
- **GoldenSeeds** (goldenseeds.org)
- Incubators and accelerators –
  - **The Refinery** – CT, MA
  - **Next City** (black and Latina women)
- **WEI Atlanta** (weiatlanta.com)
- **SHE-Eos** – Low interest debt – 1,000 women x $1K per city
- **Portfolia** (portfolia.co)
- etcetera
Research shows that [women’s] choices impact up to 85 percent of purchasing decisions. By some analyses, they account for $4.3 trillion of total U.S. consumer spending of $5.9 trillion, making women the largest single economic force not just in the United States, but in the world.
30 Top Angel Groups + Venture Capital firms for Women Entrepreneurs
Networking

- Strong and weak ties
- Distinguish mentors, advisors, advocates, role model
- Think beyond the US –
- Think creatively re: funding sources
A few other innovative funding ideas:

- Institutional Capital
- Crowdfunding
  - AngelList (>10M/month raised)
  - Indiegogo – Kickstarter
- Patient advocacy and other not-for-profits – now commercialization
  - Michael J. Fox - Parkinson’s Disease - $60M (2011)
  - Juvenile Diabetes Research Foundation - $110M (2012);
  - Leukemia and Lymphoma Society - $68M (2012)
- SBIR and other grants AFTER angel
- Customer Investment - current or future customers may be willing to pay an advance on future services – more digital health
Top European Biotech VCs

Woodford Biotech (UK)
Sofinnova Partners (France)
TVM: Life Sciences VC (Germany)
Abingworth (UK)
Wellington (Germany)
HBM Healthcare Investments (Switzerland)
Sunstone (Scandinavia)
Seventures Microbiome (France)
Dievini (Germany)
Forbion Partners (The Netherlands)
Truffle Capital (France)
Malin (Ireland)
New England 2016 Annual Life Sciences Panorama

Life sciences & business leaders from France & USA weigh in on New England’s momentum, opportunities & challenges in the year ahead.

NEW ENGLAND AND BEYOND
Annual Life Sciences Panorama

TUESDAY, MARCH 15 2016, 6:00PM @ SANOFI GENZYME CENTER

In 2015, New England continued to play a major global role in Biotechnology and Life Sciences as the creation of companies, IPOs, mergers and acquisitions. The 2016 Annual Panorama will determine the roadmap for the region in 2016 with a focus on Biotechnology and Life Sciences.

Free Immigration Legal Consultation

Find out if you are eligible. Learn how to apply for a work permit and for protection from deportation if applications become available.

On July 23rd in Roxbury, MA by appointment only: (617) 635-0008 10:00AM - 4:00PM

Please look at Boston City Mayor’s Office flyer on the pdf hereunder for more details:

Boston City Mayor’s Office for Immigrant Advancement also offers a bi-weekly immigration clinic, held at City Hall 12pm-2pm, room 806. This clinic is open to anyone, regardless of legal status.

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Learn more about our services!

As an initiative of the Swiss Government we provide services to institutions of higher education, start-ups and companies.

Meet Switzerland Innovation

November 16, we invite you to join us for an evening with Raymond Cron, CEO of Switzerland Innovation – a nationwide innovation hub bringing together academia and industry.

Boston
Thank You.

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