Lecture on the incubation center networking

19 January 2022
Challenges incubation centers facing

- Lack of business knowledge, mentors
- Lack of knowledgeable persons
- Lack of knowledge of IP and tech transfer
- Lack of network with private sector
- Limited funding availability
- Shortage of financial support
- Limited facility (such as internet, PC)
- Lack of network with supporting organizations
- Lack of network
- Lack of attractive program
- Unsustainable incubatee interest
- High dropout rates
Utilization of external partners

Need support to commercialize my seeds

Incubation center

- Incubatees

Possible supporting organization

- University-Industry collaboration Division (Faculty staff)
- Guest from private sector
- Alumni
- Legal office
- TLO/TTO*

Mentoring

- University-Industry collaboration Division (Faculty staff)
- Guest from private sector
- Alumni
- Legal office
- TLO/TTO*

Technical/ Legal support

- IP management, Tech transfer etc
- TLO/TTO*

Capacity development

- Entrepreneur spirit, Business skills etc
- Private-industry collaboration Div. (Faculty staff)

Funding

- University VC
- VC, Corporate venture capital
- Foundation
- TLO/TTO*

Market opportunity finding

- Private-industry collaboration Div. (Faculty staff)
- Private business entity

Collaboration

- Private-industry collaboration Div. (Faculty staff)
- Private business entity

*Technology licensing office/Technology transfer office

© 2022 CHITOSE GROUP All Rights Reserved.
What is networking?

Just connect with external parties and exchange contact is not networking.

Networking is building a relationship of trust.
How did they develop a network?

Shared vision, made agreements, built relationships and collaborated.
Our suggestion

Need to explain
• your vision
• what you want to do
• what you want them to do
• how the activities are beneficial for them
• why the collaboration contributes to regional development.

Develop a presentation material with your vision and build a network with us.
# Timeline and Program

<table>
<thead>
<tr>
<th>Event</th>
<th>Time &amp; Date</th>
<th>Content</th>
<th>Participants</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>B3. CHITOSE’s Lecture &amp; Workshop</strong></td>
<td>GMT 12:00, Wed., 19 Jan 2022</td>
<td>- Lecture</td>
<td>All incubation centers who submitted the application</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>- Providing examples of presentation for networking.</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>- Providing tips on developing effective presentation.</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>- Advising on modifying presentation according to the potential partners’ expectations.</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>- Workshop</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>- Providing feedback on presentation (should have been submitted to Chitose before the workshop)</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>B4. Hands-on assistance</strong></td>
<td>GMT 12:00, Thu., 3 Feb 2022</td>
<td>- Providing feedback on the presentation.</td>
<td>Individual incubation centers (One on one meeting)</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>- Providing guidance on listing up potential partners.</td>
<td></td>
<td>Providing tips on how to propose your presentation for networking to potential partners.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>- Assisting in selecting a potential partner to meet.</td>
<td></td>
<td>Assisting in organizing appointments with potential partners.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>- Advising on revising the presentation.</td>
<td></td>
<td>Advising on revising the presentation.</td>
</tr>
<tr>
<td><strong>One on one feedback</strong></td>
<td>Feb 2022</td>
<td>- Providing feedback on the presentation.</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>- Providing guidance on listing up potential partners.</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Meeting with potential partners</strong></td>
<td>Mar/Apr 2022</td>
<td>- Assisting in selecting a potential partner to meet.</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>- Advising on revising the presentation.</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
The things you must do during the assistance.

<table>
<thead>
<tr>
<th>Date</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>19 Jan 2022</td>
<td>Lecture</td>
</tr>
<tr>
<td>19 Jan ~1 Feb 2022</td>
<td>Presentation development</td>
</tr>
<tr>
<td>3 Feb 2022</td>
<td>Workshop</td>
</tr>
<tr>
<td>Feb 2022</td>
<td>One-on-one feedback</td>
</tr>
<tr>
<td>Mar/Apr 2022</td>
<td>Meeting with potential clients</td>
</tr>
</tbody>
</table>

**All at once**
- CHITOSE will give a lecture.
- CHITOSE will give a feedback for improvement.
- CHITOSE will give a feedback for improvement.
- CHITOSE will advise for meetings.

**Individually by incubation center**
- You will develop presentation by yourself.
- You will revise your presentation.
- You will decide potential partner(s) to meet.
- You will discuss with your potential partner.

**By yourself**
- You will develop presentation by yourself.
- You will revise your presentation.
- You will decide potential partner(s) to meet.
- You will discuss with your potential partner.
Key elements of the networking presentation

Make sure what **you want the potential partner to do.**

Make **research on the potential partner.** (What his/her motivation is?)

Explain what are the **common issues/challenges.**

Explain **how the issues/challenges can be solved.**

Explain **why you can do that** if you can receive the assistance/support from the partner. (with passion)

Explain how it is **beneficial for the potential partner.**

Tell the potential partner **what you want them to do.**
Develop your own presentation

1. You can modify the template.

2. Imagine a potential partner and what you want them to do.

3. Use images or pictures as much as possible.

4. You may better add figures on slide No. 1 and 2, but not mandatory.

5. You should change regional issues and challenges according to the situation in your region. (Slide No. 1 and 2)

6. You may change elements in the slide No. 3, or use as it is if it makes sense.

7. I think you can use Slide No. 4 as it is, but you can change if necessary.

8. Use many images pictures on Slide No 5 and

9. You may add some more slides to introduce your incubation center. (Slode No. 6)

10. You may change the supports provided by incubation center based on your policy. (Slide No. 7 – 9)

11. Choose the necessary support on slide No. 11. just as an example. (We may change it when we decide on a potential partner to meet.)
Next event and necessary preparation

<table>
<thead>
<tr>
<th>GMT 12:00</th>
</tr>
</thead>
<tbody>
<tr>
<td>Thu., 3 Feb 2022</td>
</tr>
</tbody>
</table>

- Workshop
  - Providing feedback on presentation (should have been submitted to Chitose before the workshop)

Submit your networking presentation* by the end of 1st February on your time.

*Your networking presentation may be shared to the participants through screen share.

Please send your presentation to:
ryo.iko@chitose-bio.com
zhaleh.nezhad@chitose-bio.com