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## NEWSLETTER Q3 2017

80% of applications for Research Council funding of projects are of sufficient quality to merit funding. But, budget restrictions mean that less than 20% of those applications receive that funding. The challenge is to access these projects and filter and rapidly identify those with scientific and commercial potential aligned with the specific needs of individual healthcare companies.

### **What is Xler8tr?**

Xler8tr accelerates the commercial development of early stage, pre proof of concept science through a six month course built around 4 cores, for teams of 2-6 delegates (prospects) each sponsored by a healthcare company (sponsor).

### **What does Xler8tr offer healthcare companies?**

The opportunity to:-

- establish new channels for external innovations deal flow outside of the TTOs
- diversify their pipeline of pre proof of concept science
- create a nursery of suitable and stress tested projects to put into incubation
- sponsor prospects at a fixed cost of £90,000 per course, estimated to be 1/20<sup>th</sup> of the typical incubation costs of around £1.8 million
- filter, diligence and develop multiple projects cost effectively, quickly and efficiently
- retain a 5 month exclusive right of investment in their sponsored prospects.

### **How can Xler8tr help access pre proof of concept science?**

Xler8tr is not a scouting organisation but recognises that the landscape for this earlier stage science covers a lot more acreage and is not well mapped. Hence the development of 'Xamn' its unique toolbox accessing over 15,000 peer reviewed early stage science projects to identify for further investigation projects which:-

- are peer reviewed
- have already attracted public or other funding
- show intellectual property potential.

### **What does Xler8tr offer prospects?**

The Xler8tr course is designed to enable prospects to graduate 'fit for funding' with:-

- a realistic commercialisation plan
- an IP audit and protection strategy
- management accounting systems
- a digital presence and basic branding
- independent IT infrastructure
- maximising non dilutive funding
- resilient legal contracts and policies, and supporting data room
- insurance
- assistance to obtain R&D tax credits and non-dilutive grants
- presentation and corporate team based skills,

supported by mentoring and services from leading global healthcare advisory businesses.



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### **Who is supporting Xler8tr?**

Xler8tr's strategic partners include some of the leading international healthcare advisory businesses:

- KPMG
- Simmons & Simmons
- Silicon Valley Bank
- Alacrita
- Marks & Clerk
- Marsh
- Mewburn Ellis
- Knowledge Transfer Network (part of Innovate UK)

### **What has Xler8tr achieved so far?**

- Identified Cambridge based premises enabling up to 30 prospects for each course
- Test marketed and refined its concept into a working model
- Established strategic partnerships with leading global advisory businesses
- Developed its own website and online systems for prospect applications and course tracking/monitoring systems
- Development of the contractual terms and conditions for sponsors and prospects

### **What are the next steps?**

To obtain sponsors for at least 3 prospects each in order to target a launch date for the first Xler8tr course in November 2017.