

Two exclusive learning platforms for life sciences start-up companies

Università della Svizzera italiana (USI) develops and offers leading-edge programmes to provide young life sciences companies with the theoretical and practical skills needed to develop, fund and market biomedical innovations. The advanced training has ambitious objectives: to create an executive network where academia, industry and venture capitalists interact fruitfully.

BioBusiness: advanced short training on bio-entrepreneurship

In 2010, USI launched BioBusiness, a five-day bio-entrepreneurship programme for life sciences executives that teaches scientist and young companies the skills to develop biomedical innovations. The programme has been held six times since then with more than 150 participants in total and a maximum number of 27 participants per programme. The course teachers are internationally recognised industry experts.

Participants are enthusiastic about the programme: “The BioBusiness programme is by far the best course I have attended. The course gave me the courage and trust to really go all the way with my own company. I highly recommend it,” says Dr. Patrick Kugelmeier, surgeon and senior physician from Zurich.

The programme was developed following global market research to identify existing offers in the continuing education sector and to fill a national gap. Course participants are carefully selected on the basis of their educational background and entrepreneurial intention. So far, a high percentage of the most promising Swiss life sciences start-ups have participated in the programme, including a large percentage of the start-ups that have completed a first round of financing in the last two years; for example, **InSphero**, **ProteoMediX** and **BioVersys**. Many companies value the training so highly that they send people each year, and a significant number of course participants come from other European countries.

MedTech Business: comprehensive programme for medtech start-ups

In response to the success of BioBusiness and to participants’ requests, the offer was diversified and supplemented by MedTech Business, which focuses on medtech entrepreneurship. This one-week comprehensive programme provides young and future entrepreneurs with the necessary insights and skills to tackle the critical issues in order for their companies to establish a strong position and grow in today’s market.



Dr. Heidrun Flaadt Cervini, initiator and director of BioBusiness and MedTech Business

The programme includes topics on assessment of technology and market opportunities, leverage of various funding opportunities and compliance with regulations to increase the value of the company.

Examples of high calibre academic knowledge transfer

This entrepreneurship training, together with a series of new educational initiatives, will complement the teaching at the new Faculty of Biomedicine and complete the scientific / biomedical education at USI. Thus, both BioBusiness and MedTech Business can directly foster the development of biomedical innovations.

www.biobusiness.usi.ch

www.medtechbusiness.usi.ch

A CTI training programme

 **Start-up and entrepreneurship**
CTI Entrepreneurship



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