

Is your startup ready to raise capital? This program vets and tests startup fundraising plans with investors by your side.

VentureWell recruits cohorts of ten to fifteen promising science and engineering based startups from national and local pipelines. We have the criteria and review process to source a high-quality cohort. Typical candidates have completed I-Corps or other lean startup training and are considering raising their first round of sophisticated investment capital.

VentureWell leads an intensive 5-day workshop designed to help science and engineering based startups prepare to raise their first rounds of investment capital and commercialize their technologies. We bring dedicated staff, experienced mentors-in-residence, active investors, and expert speakers together to support startups in:

- Developing the content, articulation, and materials required to approach and close deals with investors and strategic partners
- Walking through real-world stress tests to help startups prepare for inevitable disasters
- Creating tangible work product that can be shared with potential investors
- Hosting a mock board meeting to agree on the best course of action and resources required for the startup's success.

MODULE TOPICS:

- Milestone Planning and Articulation
- Venture Math: Valuations, Cap Tables, and Investment Terms
- Due Diligence Checklist
- Investor Discovery and Archetypes (Angels, Funds, Strategics)
- Corporate Structures and Founding Teams
- Intellectual Property - Offensive and Defensive Strategy
- Strategic Selling and Corporate Partnerships
- Startup Governance: The Board of Directors
- Financial Projections
- Regulatory Pathways and Strategies (sector-specific)

TESTIMONIALS:

"The ASPIRE program is a complete package for entrepreneurs. As a mentor for ASPIRE Healthcare in Detroit, I was able to see firsthand how this platform prepares early-stage startup companies to face the harsh realities of building a business, understand what it takes to raise investment, have the persistence to secure the first deal, and push boundaries beyond their comfort zone. I am inspired by the energy ASPIRE brings to the table and specifically how it contributes to the innovation culture in Detroit."

- Taryn Simon, Henry Ford Health Systems (ASPIRE mentor)

PROGRAM IMPACTS:

ASPIRE Graduates have raised **\$15M+** in total equity and grants with an **86%** venture persistence rate.

Since 2015, VentureWell has trained over **60** startups from **23** states + DC.

- 100+ mentors and speakers engaged from firms and investor groups including:
 - PropelX
 - Life Science Angels
 - ScienceVest
 - Invest Detroit
 - Henry Ford Health Systems
 - Johnson & Johnson Innovation
 - National Science Foundation
 - National Institutes of Health
 - Triple Ring Technologies
 - Dickinson Wright
 - TiE Angels
- Past ASPIRE program partners:
 - Greentown Labs, Somerville, MA
 - M2D2, Lowell, MA
 - LACI, Los Angeles, CA
 - TechTown, Detroit, MI
 - NextEnergy, Detroit, MI

"Highly effective at allowing us to find the right path forward, but then made some adjustments during mock board meeting that set us on the right path forward. The mentors were invaluable." - ASPIRE Graduate

"The mentors asked questions that we had not thought of before, that we can now more confidently address when similar tough questions are asked in real life situations with investors." - ASPIRE Graduate