



Monday  
11 January 2021  
9:00am - 5:30pm



**Online workshop** using teleconferencing and collaborative platforms. Details will be emailed to participants closer to the date.



Academia: SGD 800/pax  
Industry: SGD 1000/pax

To apply and for special rates (> 2 pax), email us to enquire.

## FUNDAMENTALS OF FUNDRAISING, VALUATION AND NEGOTIATION

When stepping into the fundraising stage, a basic comprehension of the fundraising landscape, jargon, and valuation models would be essential for any founder to negotiate the best deals for themselves. It is also paramount for innovators to understand perspectives of venture capitalists to devise a comprehensive commercialisation plan for their company. This workshop will cover multiple case studies from various HealthTech startups and will include an interactive exercise with established business mentors.

### Workshop Objectives

- Develop a broad understanding of the fundraising landscape (angels, VCs, family offices, incubators/accelerators) for HealthTech innovation.
- Learn various fundraising terms and learn how to prepare financial and fundraising plans.
- Understand the psyche and perspective of investors to best position your HealthTech innovation in getting a term sheet on the table and negotiation approaches to close deals.

### AMONGST THE TRAINERS



**Dr Buzz Palmer**  
CEO, MedTech Actuator

Buzz has not only built his own ventures but has consulted with over 500 startups, helping them raise over \$120M. He is a regular advisor to governments at all levels and a Professor of Entrepreneurship at Monash University.



**Dr Vishaal Kishore**  
Deputy CEO & CSO, MedTech Actuator

An expert in health system innovation & transformation, Vishaal regularly advises governments, NGOs and corporates. Vishaal is also a Professor of Innovation & Public Policy at RMIT University where he leads the RMIT-Cisco Health Transformation Lab.



### CONTACT US

Email: [alex\\_choh@hq.a-star.edu.sg](mailto:alex_choh@hq.a-star.edu.sg)

Web: <https://www.a-star.edu.sg/sb/training/thematic-workshops>

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