



**CALIFORNIA
LIFE SCIENCES**

STARTUP RESOURCE GUIDE

Foster Innovation & Accelerate Growth

IN PARTNERSHIP WITH



califesciences.org

With its world-class academic and research facilities, and a large life sciences workforce, California is playing a critical role in the development of new medical therapies and devices.

Central to the growth of these life-saving ideas are the biotech incubators that nurture and support them. Our members are at their best when equipped with the tools and infrastructure needed to advance science and develop the technologies of the future.

Learn how **California Life Sciences** is giving companies what they need to grow.

UNDERSTANDING YOUR NEEDS

California Life Sciences (CLS) is the state’s most influential and impactful life sciences membership organization, advocating for the sector and its diverse innovation pipeline. For more than 30 years, CLS has served the community by supporting companies of all sizes, from early-stage innovators and startups to established industry leaders in the fields of biotechnology, pharmaceuticals, and medical technology.



HOW WE SUPPORT EARLY INNOVATION

Our entrepreneur initiatives connect life sciences startups to the resources needed to help them effectively scale their ventures.



BUSINESS SOLUTIONS

Save on state-of-the-art equipment, HR and other business solutions.



COMMUNITY

Join a vibrant, innovative, and supportive community.



DEVELOPMENT OPPORTUNITIES

Access educational and professional development opportunities.



MENTORSHIP

Get expert startup mentorship and personalized support.



COLLABORATION

Connect with funding and collaboration partners by attending CLS's portfolio of events.

INNOVATION & ENTREPRENEURSHIP

Designed to nurture and advocate for emerging and diverse innovators throughout the state, CLS supports several established programs that provide cost savings and advisory services to help in the development and commercialization of your business.



STARTUP ADVISORY PROGRAM

For over 10 years, the **FAST California program** has provided founders who are driving disruptive innovation in the life sciences with a **customized advisory program** to perfect their business models, assess strategic focus, maximize IP, and help develop a milestone and scale-up plan to exit.



INNOVATION SHOWCASE

A unique networking experience for California's life sciences start-up community that is held twice a year in June and December. The audience includes approximately **300+ life sciences stakeholders** including biopharma and medical device company representatives and investors.



PHARMA PARTNERING DAY

Founders are selected through an application process, and connected directly with leading pharmaceutical companies through **curated 1:1 meetings** focused on licensing, research agreements, and strategic partnership opportunities across the life sciences ecosystem.



ACCESS TO CAPITAL

CLS **connects early-stage innovators with funding sources**, mentorship, and opportunities to present to the industry. We offer significant savings at partnering conferences like RESI, BIO Investor Forum, and SynBioBeta, among others.

WE'RE CURRENTLY ACCEPTING FAST APPLICATIONS



Apply at ca-ls.org/FAST-application

FAST California program provides founders of disruptive innovative life sciences companies with a customized advisory program. Each company selected to the FAST program is matched with a group of industry experts with deep domain expertise, who will work with them over **twelve weeks** to build a **compelling commercialization strategy**, mentor them in all aspects of **building a startup** and prepare them to **pitch to a curated audience of potential investors and collaboration partners** at the CLS Innovation Showcase.

WE'RE ACCEPTING APPLICATIONS

We're now accepting applications for the next FAST cohort. If you meet the criteria below, we'd love to hear from you.

- Fewer than 12 employees
- Less than \$5M in dilutive funding raised
- Early-stage life sciences company
- Based in or with a strong presence in CA

FAST BY THE NUMBERS

 **186**
STARTUPS GRADUATED

 **\$2B+**
FUNDING RAISED

 **\$50M+**
REVENUES GENERATED

 **14**
EXITS (3 IPO &
11 ACQUIRED / MERGED)

 **15**
GRADUATES IN CLINICAL
TRIALS

 **1,600+**
JOBS CREATED

 **167**
STUDENT PROJECT
MANAGERS PARTICIPATED

 **400+**
EXPERTS FOR MENTORING
(50% C-SUITE)

 **13,000+**
HOURS OF PRO BONO
MENTORING PROVIDED

FAST PROGRAM KEY BENEFITS

- + Complimentary CLS membership for your first-year
- + No cost and equity free support
- + 8-12 hours of customized guidance with seasoned experts
- + Mentorship and training
- + Founder network and peer-to-peer engagement
- + Exclusive discounts to partnering and investor events

“ I WOULD STRONGLY RECOMMEND THIS PROGRAM TO ANY COMPANY LOOKING TO PRESSURE TEST ITS TECHNOLOGY, PREPARE FOR FUNDRAISING, AND CONNECT WITH A STELLAR COMMUNITY OF MENTORS AND FELLOW FOUNDERS. ”

– ANDREW RUDD, CO-FOUNDER & CEO, PALM THERAPEUTICS (FAST 2023)

“ AS A CO-FOUNDER/CEO, FAST GAVE ME THE STRUCTURE AND SOUNDING BOARD I NEEDED TO SHARPEN BOTH MY THINKING AND THE COMPANY'S PATH FORWARD. ”

– MATT SMITH, CO-FOUNDER & CEO, ORO THERAPEUTICS (FAST 2025)

PRODUCTIVITY & COST SAVINGS PARTNERS

Launching and growing a life sciences startup requires careful choices about where to spend time, money, and resources. California Life Sciences works with trusted partners across the ecosystem to offer cost savings and practical support that help startups operate more efficiently and plan for what comes next.



The **California Life Sciences Cost Savings Program** offers curated discounts on products and services only found within our diverse membership and partnership portfolio.



Through our partnership with the **BIO Business Solutions®** program, the largest cost-savings purchasing program for the life sciences industry, CLS members benefit from access to discounts on an additional suite of service and product offerings.

LAST YEAR CLS MEMBERS SAVED



1-20 EMPLOYEES

AVERAGE SAVINGS OF

\$23,025



21-100 EMPLOYEES

AVERAGE SAVINGS OF

\$76,202



100+ EMPLOYEES

AVERAGE SAVINGS OF

\$624,765

SAVINGS THAT SUPPORT THE REAL WORK

These savings are designed to meet founders where they are, whether setting up a first lab, hiring early team members, preparing for increased scrutiny, or navigating periods of growth and change.



MANAGE YOUR LAB OPERATIONS

Everything you need to **set up, operate, and maintain your lab** efficiently, safely, and cost-effectively.

- Lab supplies and equipment
- Facilities, waste, and garments
- Day-to-day lab operations



BUILD & SUPPORT YOUR TEAM

Tools and support to help you **hire, manage, and develop your team** as your organization grows.

- Hiring and recruiting
- Payroll and HR support
- Leadership development



STAY SAFE & COMPLIANT

Support to help you **manage risk, protect your work, and stay prepared** as requirements increase.

- Compliance and quality systems
- Insurance and risk management
- Data and IT security



GROW & SCALE WITH CONFIDENCE

Resources to help you **navigate growth, transition, or change** at every stage of your company's journey.

- Fundraising and investor prep
- Expansion or transition
- Scaling operations and logistics

MANAGE YOUR LAB OPERATIONS

FEATURED PARTNER



Provides curated discounts and exclusive benefits on **lab equipment, supplies, and services** for life sciences startups. CLS members saved **\$92.5M in 2025** on VWR lab expenses.

- ◆ Save up to 75% on over 8,000 lab and scientific items through a curated "hot list."
- ◆ Add high-volume items to the hot list to match local pricing needs.
- ◆ Receive no shipping charges out of VWR warehouses and waived hazardous material handling fees.
- ◆ Enjoy next-day delivery to most locations for quick access to supplies.
- ◆ Access special pricing on capital equipment over \$1,100 and e-commerce rebates.
- ◆ Earn annual rebates on contract spend with no minimum order requirements.

ADDITIONAL SUPPORTING PARTNERS



JOIN CLS & VWR FOR BEAKERS AND BREWS

Building a company takes more than capital and lab space. It takes community. This new event series **brings together CLS members, startup leaders, service providers, and industry partners for an evening of learning and connection in a relaxed setting.**

Each gathering begins with a **one-hour, practical training session** focused on timely topics for emerging and growing companies, followed by **informal networking over drinks.**

WHAT TO EXPECT

- A focused, 60-minute training led by subject matter experts
- Real-world insights tailored to life sciences companies
- Meaningful connections with founders, operators, and partners
- A casual, welcoming environment designed to spark conversation

WHO SHOULD ATTEND

- Startup founders and executives
- R&D and lab leaders
- Operations and finance teams
- Service providers supporting life sciences

BAY AREA

MAY 7

AUGUST 26

DECEMBER 2

SAN DIEGO

MAY 21

AUGUST 27

DECEMBER 3

BUILD & SUPPORT YOUR TEAM

FEATURED PARTNER

ORACLE
NetSuite

Helps life sciences organizations **manage finance, HR, and operations in one integrated platform**, giving growing teams the structure and visibility they need as complexity increases.

- ◆ Centralize finance, HR, and operational data in one integrated system.
- ◆ Support payroll, workforce planning, and people-related reporting as teams grow.
- ◆ Scale systems easily as headcount and organizational complexity increase.
- ◆ Improve visibility into budgets, costs, and team-related spend.
- ◆ Reduce manual processes and administrative overhead across teams.
- ◆ Access preferred resources and potential savings available to CLS members.

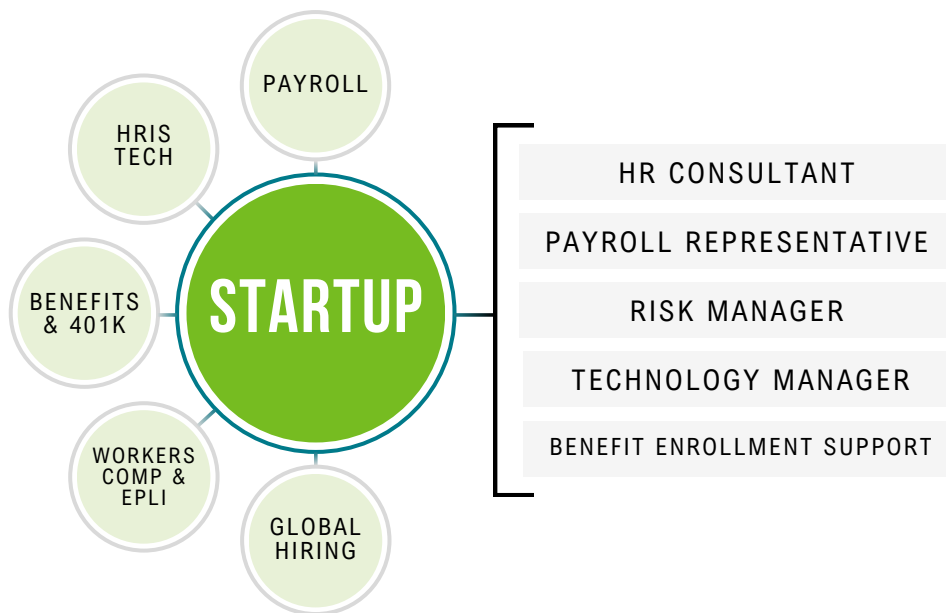
ADDITIONAL SUPPORTING PARTNERS



HR BENEFITS & SYSTEMS BUILT FOR STARTUPS

Startup founders spend **25–40% of their time on HR and administrative work**, pulling focus from building and scaling their company.

Free up your time and build a stronger foundation with a **Professional Employer Organization (PEO)**.



NOT ALL PEOS ARE THE SAME



Through our **partnership with Alliant**, you get access to multiple leading PEO providers, helping you find a solution tailored to your stage, team, and goals.



RIPPLING



So you can focus on building your company, not managing HR.

STAY SAFE & COMPLIANT

FEATURED PARTNER



Helps life sciences startups protect their systems, data, and operations with **secure, compliant IT** built for regulated environments.

- ◆ Brings more than 27 years of experience supporting biotech organizations across the full lifecycle.
- ◆ Provides proactive IT monitoring to identify and resolve issues before they disrupt operations.
- ◆ Delivers specialized IT support for regulated life sciences environments, including lab networks and compliant systems.
- ◆ Offers 24/7 real-time systems, network, and cybersecurity monitoring and response services.
- ◆ Assigns a dedicated team of specialized engineers for consistent, knowledgeable support.
- ◆ Provides CLS members with complimentary assessments and exclusive discounts on IT and security services.

ADDITIONAL SUPPORTING PARTNERS



GROW & SCALE WITH CONFIDENCE

FEATURED PARTNER



protocols.io

Part of **SPRINGER NATURE**

Helps life sciences organizations **document, standardize, and share research methods** so science can scale efficiently while maintaining consistency, quality, and reproducibility.

- ◆ Standardize protocols across teams, programs, and locations as research expands.
- ◆ Exclusive CLS member discounts on tools that support scalable research workflows.
- ◆ Maintain clear documentation to support diligence, partnerships, and growth.
- ◆ Support collaboration with internal teams and external partners as work scales.
- ◆ Preserve institutional knowledge as teams grow, change, or reorganize.
- ◆ Improve reproducibility and consistency at greater research scale.

ADDITIONAL SUPPORTING PARTNERS



SPRINGER NATURE



TALENT DEVELOPMENT

We support a strong and sustainable life sciences workforce through initiatives in STEM education, workforce training, and professional development. These programs are designed to build skills, expand access to opportunity, and fuel innovation statewide.

INVESTING IN STEM TALENT

CLS partners with schools, educators, and community programs to inspire the next generation of life sciences leaders.

- ◆ **Hands-on STEM Learning** – Engaging experiences that spark curiosity and innovation.
- ◆ **Access to Resources** – Tools and opportunities for students to explore and innovate within the life sciences industry.
- ◆ **Stronger STEM Pathways** – Programs that build foundational skills for future careers.

By expanding STEM education opportunities, CLS is cultivating future innovators and workforce contributors.

ADVANCING LIFE SCIENCES CAREERS

Through workforce development programs, CLS helps professionals grow and thrive in the life sciences sector.

- ◆ **Professional Development** – Variety of courses designed to build essential skills for career advancement.
- ◆ **Industry Collaborations** – Access to specialized training and resources through partnerships with leading organizations.
- ◆ **Career Support** – Curated job listings to connect talent with opportunities in the life sciences.

By supporting continuous learning, CLS is preparing today's professionals to lead tomorrow's breakthroughs.

BUILDING THE TALENT PIPELINE, TOGETHER

Cultivating a thriving life sciences workforce takes collaboration. CLS proudly partners with schools, community organizations, employers, and workforce leaders to spark student interest, support career readiness, and create hands-on training pathways statewide.

FEATURED STEM EDUCATION PARTNERS



BioLink Depot **redistributes surplus laboratory equipment and STEM supplies at no cost** to educators, helping K–12 students access real scientific tools and hands-on learning.



Kits Cubed **delivers engaging, affordable science experiment kits, camps, and activities** to inspire youth interest in STEM and spark curiosity through hands-on learning.



San Diego Squared creates access to STEM careers by **connecting students with mentors, scholarships, and industry experiences** that help launch their futures in science and technology.

FEATURED WORKFORCE DEVELOPMENT PARTNERS



Biotech Primer offers **industry-focused biotechnology training and courses** that equip learners with essential scientific and business knowledge for careers in life sciences.



ion Learning is a **peer learning platform** that uses structured group engagement and dynamic content to help life sciences professionals build skills and connect through shared learning experiences.



The Leadership Edge provides **tailored leadership development and organizational growth programs** designed specifically for life sciences professionals and emerging leaders.

To learn more about all of our talent development programs and partners, visit ca-ls.org/talent

MilliporeSigma

Together for Life. With Science.

www.milliporesigma.com

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Launch Pad
Life Sciences and Health Care

Your partner for accelerating *life sciences innovation.*

Emerging life sciences and health care companies are building the future of health, but the earliest stages of growth often bring the most complex legal, regulatory, and strategic challenges. Hogan Lovells created Launch Pad to meet those challenges with confidence.

The program is tailored for companies preparing to raise capital; protect IP; advance R&D; pursue FDA and global regulatory pathways and reimbursement; or build the operational infrastructure required for sustainable growth.

Get in touch: launchpad@hoganlovells.com

Learn more: bit.ly/HL-launch-pad

**Hogan
Lovells**

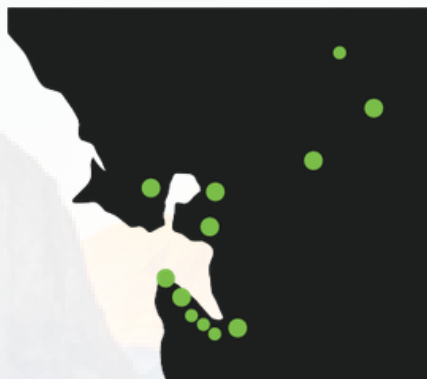
www.hoganlovells.com

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INCUBATOR SPACE THAT GROWS WITH YOU

Emerging innovators thrive through partnerships with established, affordable incubator spaces across the state, offering flexible lab and office environments that help early-stage life sciences teams get started quickly and grow at their own pace.

NORTHERN CALIFORNIA



SOUTHERN CALIFORNIA



Alexandria Real Estate Equities	San Francisco
ARE LaunchLabs	Palo Alto
Avalon BioVentures	La Jolla
Bakar Labs	Berkeley
Bonneville Labs	Berkeley
Bonneville Labs	Hayward
Bonneville Labs	South San Francisco
BioTether Innovation Labs	Novato
Charles River Laboratories	South San Francisco
DayBreak Labs	Livermore
Illumina Venture Labs	Foster City
IndieBio	San Francisco
Inventopia	Davis
JLABS San Diego	San Diego
JLABS SSF	South San Francisco

Lab Launch	Monrovia
LifeSpace Labs	Vacaville
Magnify @ CNSI	Los Angeles
MBC BioLabs	San Carlos
MBC BioLabs	San Francisco
Murietta Innovation Center (MIC)	Murietta
Novartis Biome	San Francisco
Pasadena Bio Collaborative Incubator	Pasadena
Riverside ExCITE	Riverside
Triple Ring Technologies	Newark
UC Berkeley	Berkeley
UC Davis	Davis
UC Riverside	Riverside
University Lab Partners	Irvine
Valley Bio Services	Mountain View

MARK YOUR CALENDAR

From investor forums to hands-on workshops and networking events, CLS creates opportunities for founders, funders, and future leaders to connect across the ecosystem.

EVENT	DATE	CITY
CLS Reception @ JPM	Jan 14	San Francisco
Life Sciences Academy	Feb 10-11	Yountville
Rare Disease Fly-In & Champions Reception	Feb 24	Sacramento
MedTech Fly-In & Reception	Mar 25	Sacramento
SoCal Social: Sustainability in Life Sciences	Apr 22	San Diego
Visionary Awards Reception	May 12	Washington, DC
Innovation Showcase	Jun 10	San Francisco
CLS Reception @ BIO International Convention	Jun 23	San Diego
An Evening With Thought Leaders	Sep 2	San Diego
Cell & Gene Therapy Symposium	Sep 17	San Diego
23rd Annual Pantheon Awards	Nov 5	San Francisco
End of Year Reception	Dec 9	Washington, DC
Innovation Showcase	Dec 10	Bay Area

To learn more about all of our upcoming events, visit ca-ls.org/events

CONNECT. GROW. BELONG.

At CLS, we believe startups thrive when they have access to the right partners, tools, and community. That's why we've built programs that meet you where you are, and help you go further.

From lab savings to investor connections, our ecosystem is designed to fuel bold ideas and breakthrough science.

If you're building something that could change the world, you don't have to do it alone. **CLS is here to help.**

TALK TO OUR TEAM

Have questions about membership, partnership opportunities, or how CLS can support your startup's growth? Our **Business Development team** is here to help you navigate resources, connect with key partners, and unlock the full value of the CLS network.



Sam Assmann

VP, Membership & Business Development
bd@califesciences.org

STAY CONNECTED

Stay up to date on funding opportunities, founder programs, upcoming events, and life sciences news from across California. We highlight what matters most to startups and share ways to get involved.

-  ca-ls.org/stay-connected
-  [@CaliforniaLifeSciences](https://www.linkedin.com/company/california-life-sciences)
-  [@CALifeSciences](https://twitter.com/CALifeSciences)
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