



# OUP Webinar

Angel & Accelerator Funding for University Startups

# Today's Speakers



**Kirsten Leute**

Partner, University Relations, OUP  
*Moderator*



**Ashok Kamal**

Executive Director, Tech Coast Angels  
*Panelist*



**Serena Glover**

Angel Investor, Advisor, & Entrepreneur  
*Panelist*



**Jun Axup**

Chief Scientific Officer & Partner, IndieBio  
*Panelist*

# Panelist Bios



**Jun Axup, Ph.D**

Chief Scientific Officer & Partner | IndieBio

- Jun Axup is Chief Science Officer and Partner at IndieBio, a leading life science accelerator. Focused on turning scientists into entrepreneurs, IndieBio has funded and helped build 136 biotech companies spanning all applications including healthy food and ingredients, sustainable agriculture, consumer biotech, computational biology, therapeutics, biomaterials, neurotech, and climate solutions. At IndieBio, she advises companies, runs scientific programming, makes investment decisions, and builds community.
- Jun holds a Ph.D in chemical biology from The Scripps Research Institute.



**Ashok Kamal**

Executive Director | Tech Coast Angels

- Ashok Kamal is the Executive Director of Tech Coast Angels - San Diego, one of the largest angel investing groups in the world. Ashok is co-founder of several social enterprises over his 20-year entrepreneurial career and angel investors in dozens of innovative companies.
- He is originally from the Boston/NYC area, where he went to college and grad school (MS + MBA), and currently soaks up the sun with his family in San Diego.



**Serena Glover**

Angel Investor, Advisory, & Entrepreneur

- Serena Glover is an independent angel investor and board advisor to start-up mobile, cloud service, consumer, and VR/AR companies.
- In 2004 she co-founded Twango, an innovative consumer media sharing website and technology platform. She negotiated Twango's acquisition by Nokia in 2007. As Director of Communities at Nokia, Glover ran a global organization leading the effort to bring media-related web services to mobile devices.
- Prior to Twango, Glover spent 9 years at Microsoft in various management positions,

# Agenda

- Different Models
- Definitions: Pre-Seed & Seed Funding
- Raise Timing
- Structure
- Investor Mindsets
- Finding Your Investors
  
- Other questions

# Models Overview

- Individual angels
- Angel funds
- Incubators/accelerators
- Other funders

# What do we mean by pre-seed and seed funding?

- Round sizes
  - Pre-seed vs. seed vs. later rounds
  - Differences in industry areas
  - What are they raising for (what milestone(s))? How long?
- Structures (more in-depth information later)
- Pre-Series A, etc. - and why these are different

# Raise timing

- Seasonality
- Bank account balance
- Prep time
- Pitch time
- Full-time job

# Structure

- Notes
- SAFEs
- Priced rounds
- What do these mean for your cap table?
- Valuation - Pre and post



# Investor mindsets

- What are the investors looking to achieve?
- What do good pre-seed and seed investors do for the company?
- How to angels get comfortable with the company/people in which they are making an investment? How do they get beyond saying no?
- What is an accelerator's business model? What are their advantages?
- Tips on approaches and pitching to angels and accelerators

# Finding your investors

- How do each of you source your investments?
- Where should companies go in normal times to meet investors?
- What are you finding are differences during the pandemic?
- How do you learn about investor quality?
- Thoughts on finding the right investors/accelerator to match to a company

# Other questions

- Suggestions on ways to increase the chance of receiving funding regionally in the US - not just in a hot spot?
- Is there a centralized database for researchers and university leaders to go to quickly scan the best accelerators for a particular vertical?

# Thank You

## Summary

Osage University Partners (OUP) invests in startups that have licensed technologies from universities and research institutions. OUP has partnered with over 100 institutions to invest in pioneering technologies and visionary entrepreneurs targeting large market opportunities. The Fund invests across a range of technology sectors and company stages, and typically co-invests with other leading venture funds.

## Contacts

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