

## SCHEDULE

BOB 2012 takes place between February and October 2012. The competition is divided into 2 stages:

### Phase 1: Business Ideas // February - May 2012

DATE	EVENT	LOCATION
15 February – 07 March	Registration for Phase 1	Online registration
15 February – 07 March	One-on-one Meeting Registration	Online registration
15 April	Business Idea submission	Online submission
10 May	Awards for the best 3 business ideas	aws (Vienna)

### One-on-one Meetings (12-23 March 2012):

Opportunity to discuss the business idea with a BOB coach.

### Phase 2: Business Plans // May - October 2012

DATE	EVENT	LOCATION
11-25 May	Registration for Phase 2	Online registration
11-25 May	One-on-one Meeting Registration	Online registration
11 May	Workshop	aws (Vienna)
29 July	Submission of business plan and jury presentation documents	Online submission
09 September	Preselection of the best 10 teams	Notification by email
21-22 September	Coaching session for the best 10 teams	aws (Vienna)
07 October	Submission of reworked business plans / jury presentation documents	Online submission
17-18 October	Jury meeting	Vienna
18 October	Award ceremony	Vienna

### Workshop (11 May 2012):

Intensive training for all participants in business plan compilation, IP strategy, finance, marketing and related fields.

### One-on-one Meetings (25 June - 6 July 2012):

Opportunity to discuss the business plan with a BOB coach.

### Coaching Session (21-22 September 2012):

Individualized, intensive coaching session for the 10 best teams preselected to present to the jury.



# contact

get your business started!

If you have any questions, concerns, problems or feedback, please do not hesitate to contact us at:

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**BOB-Hotline:** +43 (0)1 501 75 350

Austria Wirtschaftsservice

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1030 Vienna

Austria

...or contact one of our partners:

#### Austria (AplusB-Centers):

Carinthia:  
www.build.or.at



Lower Austria:  
www.accent.at



Upper Austria:  
www.tech2b.at



Salzburg:  
www.bccs.at



Styria:  
www.sciencepark.at



Styria:  
www.unternehmerwerden.at



Tyrol:  
www.cast-tyrol.com



Vienna:  
www.inits.at



#### Czech Republic:

www.jic.cz



#### Hungary:

www.hungarianbiotech.org



#### Italy:

www.cbm.fvg.it



#### Poland:

www.lifescience.pl



#### Slovenia:

www.tia.si



# best of biotech

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BUSINESS PLAN COMPETITION

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## ABOUT BOB

BOB ("Best of Biotech - get your business started") is an international biotech & medtech business plan competition organized by Life Science Austria (LISA), a program run by Austria Wirtschaftsservice on behalf of the Austrian Federal Ministry for Economy, Family and Youth. After five very successful BOB competitions since 2000, BOB is now being organized for the sixth time and will be held in 2012.

### What are BOB's goals?

- // Motivating scientists and other creative individuals in the life sciences to become entrepreneurs
- // Translating life science innovations into professional business plans and presentations through comprehensive and individualized coaching for its participants
- // High visibility of the winners in the life science community and networking opportunities for all
- // Encouraging commercial exploitation of applications-oriented scientific research and innovation
- // Continued promotion of Austria and Central Europe as a life science business incubator

*"BOB was a great opportunity for us to challenge our business plan with experts from the Life Science Austria network and an international jury." Dr. Jason H. Slingsby, Founder and CEO, ProtAffin AG, Winner of BOB 2004*

*„The participation in the BOB competition offered us the unique opportunity to develop our business idea into a comprehensive company concept.“ Dr. Marion Noe, winner of BOB phase 1 in 2010.*

### Prizes:

**Business Ideas:** EUR 1,500 for the 3 best business ideas

**Business Plan:** 1<sup>st</sup> prize EUR 15,000  
2<sup>nd</sup> prize EUR 10,000  
3<sup>rd</sup> prize EUR 5,000

**LISAVienna Medtech Award:** EUR 10,000

## PARTICIPATION

### Why participate?

- // Develop your innovation into a business idea and a professional business plan.
- // Benefit from professional training and feedback from experts during the workshop, one-on-one meetings, the coaching session and the jury meeting.
- // Be recognized in the life sciences community with a business concept evaluated by a renowned, international jury.
- // Win the competition and cash in €15,000 for the best business plan, €10,000 for the 2nd best, €5,000 for the 3rd best, €10,000 for the best medical technology business plan and/or €1,500 as one of the best three business ideas!
- // Expand your entrepreneurial network during the competition with other founders, BOB alumni and the life science expert and financing community.
- // BOB is open to individuals and teams from all over the world. If you participate in phase 2 of the competition, be prepared to travel to Vienna in October 2012 to present your business plan to the jury.

- // Technology fields addressed include:
  - Red biotechnology (Biopharmaceuticals for humans or animals)
  - Green or blue biotechnology (Agro-biotechnology or marine biotechnology)
  - White biotechnology (Biotechnology applied to industrial processes)
  - Medical Technology/Medical Devices
  - Supply and service applications in the life sciences (e.g. new sequencing methods, bioinformatics)

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- // Though not obligatory, attendance at the workshop, one-on-one meetings, the coaching session and the award ceremonies/networking event is highly recommended.

### Who can participate?

- // Students, post-graduates, experienced scientists and other creative individuals who wish to translate their promising and marketable life science innovations into a professional business concept.
- // Companies that have already been formed may participate as long as they are not older than one year at the submission deadline of the respective phase.

## REQUIREMENTS

### General

- // Obligatory online registration for phases 1 and 2. After registration, contestants can log in to use the online submission function on our website.
- // The official language of the competition is English. All documents and presentations must be written in English.
- // No distinction is made with regard to evaluation of Austrian and Non-Austrian participants.
- // Participation in the competition and all related activities is for free. Travel and lodging costs are to be covered by the participants.

### Phase 1

- // Obligatory online registration (15 February - 07 March 2012).
- // Online submission of business ideas latest on 15 April 2012.

### Phase 2

- // Obligatory online registration (11-25 May 2012). Phase 2 is open for phase 1 participants and newly registered contestants.
- // Online submission of business plans and jury presentation documents latest on 29 July 2012.
- // Following the coaching session, optional resubmission of the reworked business plans and jury presentation documents latest on 07 October 2012.

### BOB Highlights

BOB since 2000 - statistics

**Participating Projects** 260  
**Company foundations** 52  
**Total prize money paid** € 211,560

### BOB Handbook

Detailed help on how to compile the business idea summary and the business plan is provided in the business plan handbook.

The handbook can be downloaded for free on our webpage > [www.bestofbiotech.at](http://www.bestofbiotech.at)