

Welcome to our February 2020 Newsletter!
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NSIV Website

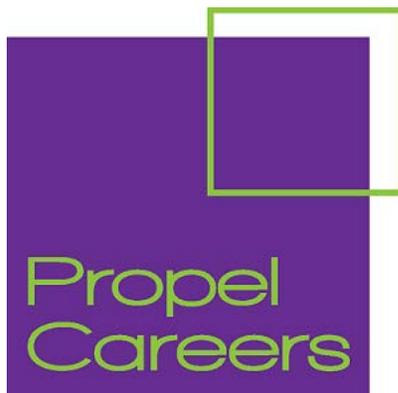
Find all these stories and more on our website! Stay informed at NSIV.org.

Keep Up With Us

NEW - Instagram!



Sponsor Profile: Propel Careers



Propel Careers joined NSIV as a sponsor in the fall of 2016. Since then many of our member companies, as well as NSIV, have benefited from the expertise that Founder and CEO Lauren Celano brings to her monthly office hours. This partnership offers our members a variety of valuable services.

Lauren describes Propel Careers as a relationship-driven organization focused on providing entrepreneurial life sciences organizations access to top talent for a wide range of roles including research, bioinformatics/big data, clinical, regulatory, medical affairs, project management, HEOR, and business development / commercial.

Propel Careers also cultivates current and future leaders in the life sciences sector by focusing on career and leadership development. The company thrives on developing personal relationships with everyone they work with to ensure that they



understand what motivates, drives, and enables growth.

It believes in the mission of organizations working to improve medicine and healthcare and operates with the intention of making clients stronger, more competitive, and more successful for being a part of the Propel Network.

To learn more, visit [Propel Careers](#) or contact Lauren at: Lauren@propelcareers.com.

Cleantech News



Cleantech Open's Start-up Accelerator program is now open!

So what is the [Cleantech Open](#) (CTO)? It's a national program working with startups across the country in six regional sites.

Here in New England it's CTONE (Northeast – MA, VT, ME, CT, RI, NH, NY, PA, NJ, and eastern half of Canada), led by Northeast Director, Beth Zonis.

The program includes intensive mentoring, hands-on training through workshops, monetary prizes, connection to a national network, visibility to investors, partners and customers, and additional benefits to alumni.

If you click on the page for [CTONE](#), you'll spot a photo of 2018 winner Kristin Taylor, CEO of **Radical Plastics**, a NSIV member.

An **Expression of Interest for 2020 Cohort** form is available [here](#). The application deadline is April 19th with an early bird fee available through February 29th.



[MassCEC's Catalyst Program](#) provides grants of up to \$65,000 to researchers and early-stage companies looking to demonstrate initial prototypes of their clean energy technologies. The program is jointly administered by MassCEC and the [Massachusetts Technology Transfer Center](#) (MTTC).

This program seeks to advance innovation of clean energy technologies and help to transform new discoveries from the research stage into commercially viable technologies, through grant awards and business



mentoring.

The Spring 2020 program is open now and applications are due on March 16, 2020. The links above will provide all you need to know about this opportunity.

Reminder - Commercial Strategy Workshop on March 23rd

**2020 NEW ENGLAND
CRO/CMO COUNCIL**

**COMMERCIAL STRATEGY
WORKSHOP**

NSIV and the **New England CRO/CMO Council** are hosting a workshop at NSIV on March 23rd. This workshop, led by three expert speakers who have all worked with companies that supply/service the life sciences industry, will offer attendees a variety of practical knowledge on

commercial strategies specifically for companies who supply and/or service the pharma and biotech community. Topics range from entrepreneurship to sales and marketing.

Attendees should expect to leave with applicable ideas and tools to improve their businesses, their access to revenues, and their ability to find and speak to their ideal customers.

This workshop is appropriate for business owners and heads of sales or marketing in contract R&D and supply chain companies. Included in the ticket are:

- Discounted DISC analysis and profile
- Discounted license to an integrated CRM and Marketing Automation platform, perfect for a start-up

To learn more, or register please visit: 2020 [New England CRO Commercial Strategy Workshop](#). Tickets cost \$95.

Keeping up with NSIV

News and updates from NSIV member companies:

TerraVerdae
b i o w o r k s

[TerraVerdae](#) is becoming more focused on performance biomaterials across a range of applications. The company had a major boost this past year with over \$4M in funding for 2 major programs in Edmonton, AB (performance biopolymers) and Charlottetown, PEI (marine biomaterials).

Now up to 12 people in the company and activities currently include over 8 major collaborators and industrial partners. TerraVerdae is also receiving

significant interest from the marketplace for its technology focus and product development projects which aim to eliminate the use of fossil-based carbon feedstock to develop performance biopolymers and biomaterials.

The company will be presenting at [GLOBE 2020](#) next week in Vancouver, which is the largest sustainability conference in North America. Watch for more updates on the TerraVerdae website soon.

What's Happening Around the North Shore & Beyond



Tech Hub Leadership Group Forum on Wednesday, Feb. 12th, 5:30-7:30 pm: *The Federal Reserve's View of the State of the Economy*

The guest speaker is Osborne Jackson, Senior Economist, New England Public Policy Center, Federal Reserve Bank, Boston.

The topic will cover trends in the New England economy related to wages, employment, types of jobs and current statistics and probability of recession.

Location: 100 Cummings Center, Suite 221-E, Beverly

Sustainability Forum Luncheon - Wednesday, March 4th - Watch for more details the NSTC website.

BioSciences Seminar - Wednesday, March 11th, 6:00-8:00 pm - *Stories and CEOs* - This fireside chat features leading founders/CEOs whose companies span different sectors of the Massachusetts Biotech industry. This is an opportunity to learn from five incredible women who have worked hard to make extraordinary strides in the industry and to have your questions answered honestly and openly - warts and all.

Location: Cummings Dunham Road Campus, 48 Dunham Ridge Road; Suite 1000, Beverly.

Tech Hub Leadership Group Forum on Wednesday, March 18th, 6:00-8:00 pm: *Artificial Intelligence*

Location: 100 Cummings Center, Suite 221-E, Beverly.

Details and registration info for NSTC events can be found [here](#).



The February **InnoVentures U** at NSIV will feature a "Lunch and Learn" with [MassBio](#). Join us on February 19th at noon to learn about all the benefits of a MassBio membership.

MassBio members enjoy a wide range of benefits including networking and educational events, savings through a Purchasing Consortium, business development and entrepreneurial support programs, public policy and advocacy engagement and economic

development support.
RSVP [here](#).

Jessica Sousa, Director of Member Engagement, will be presenting and answering your questions. Pizza will be provided by MassBio.

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