

H2BB since January 2017



79

Candidates enrolled in the Program by **48** companies



30

Subject Matter Experts are paired with each Intern for **external support** and **mentoring**



13

Partnerships with academic institutions with **19** postgraduate programs



380

Candidate applications to the H2BB Program



106+

Hours of webinar teachings, acting as a database of informational material for the candidate



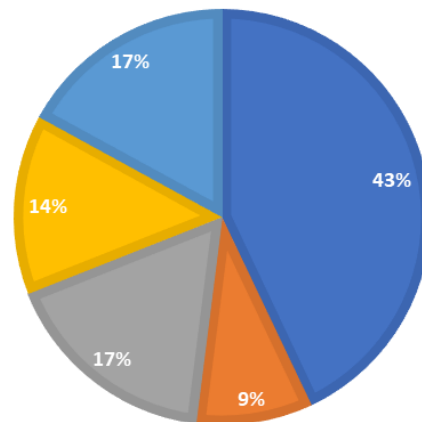
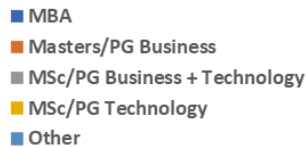
35

Industry-specific, business-related workshops, taught by industry experts, covering a variety of subjects

H2BB provides

Pre-screened business intern candidates with science and business skills
Subject matter expert mentors who support the intern
Industry expert led workshops, where the interns develop a practical understanding of health science business activities.


Candidate Education




Business Capabilities

- Market Research
- Competitive Analysis
- Market Segmentation
- Financial Statement Analysis
- Financial Modeling
- Valuation Support
- Marketing
- Sales & eCommerce
- Investor Material Prep.
- Investor Targeting
- Grant Writing
- Commercialization Plan
- Reimbursement Strategies
- Clinical Trial Planning


Workshop Topics Include

Market Research, Segmentation and Competitive Analysis 

 Digital and Strategic Marketing

Business Strategies for Early Stage Health Science Companies 

 Financing for Health Science Companies

Financial Analysis for Decision Making 

Who are the Subject Matter Experts?

"CEO of medical startup"

"Technology Commercialization Executive"

"Developed and launched multiple brands, 100's of products"

"Commercial executive with experience leading sales"

"VP of Marketing responsible for digital marketing and lead generation"

Supplementary OBIO H2BB Resources

OBIO's staff can help finding wage subsidy programs for H2BB interns

H2BB interns can work with a member of the OBIO team, giving them skills to use database resources such as **GlobalData** and **PitchBook**. This allows them to conduct analyses on

-- Market Size, Trends and Competitors

-- Investors based on past investment activity