

THE GANESHA LAB SCALE-UP PROGRAM

Transforming science
into good business

the GANESHA lab

The Ganesha Lab is a Global Biotech Scale up for science and technology-based startups in Latam

We generate value to achieve the internationalization of Biotech startups.

We prepare entrepreneurs to navigate the competitive global markets and translate science into good business.

We create acceleration with a clear goal.

Nobody understands Biotech business like we do!

What are we looking for?

We are looking for early-stage biotech startups from Latin America with the potential and vision to generate global impact.

What industries are we looking for?

BioAgro
BioFood
BioMedicine
Animal Health

Consumer Health
Medical Devices
Pharmaceutical
Diagnostic

What to expect from The Ganesha Lab Academy



Workshops & int'l methodologies and tools for sustainable business development with focus in global markets.



Coaching & mentoring from int'l experts tailored in your business field plus mentorship with UC Davis VC and J&J experts.



Validation and access to international markets through customized Soft-landing.

What to expect from The Ganesha Lab Academy

Module 1

Business Baseline

What does a biotech startup need to be successful? An excellent team with well-established goals based on a business model adjusted to biotechnology, the recipe for an unattainable startup!

Module 2

Clients & Market

Do you know your market better than anybody else? Have you engaged with your future customers? Knowing the market and empathizing with customers' pain is the key to launching a startup with meaning and with the power to communicate successfully.

Module 3

Global success and scale

Scaling-up in biotechnology requires knowing perfectly what the specific requirements are in each industry/region and how that impacts the business model. Turning the knobs in the right direction will enable creating the global impact you envision.

Module 4

Investors and Capital Raise

What makes capital raising so stressful? Not clearly understanding what investors really want to hear, what they are looking for and what they expect. The investment world is a culture that has codes, understanding these concepts in depth will make the journey much more effective.

Module 5

Going to the US CIC Miami & MIT

Internationalization is essential so that biotechnology startups, which require large initial investments and longer times to Market, can impact the world with their solutions and sustain themselves over time. As a first step, welcome to the US!

THE GANESHA LAB PROGRAM TIMELINE 2021



APPLICATION AND SELECTION PROCESSES

1

Open call

2

Application



Online application

3

Pre-selection



i. Personal interview
ii. Selection pitch

4

Selection



360° due diligence

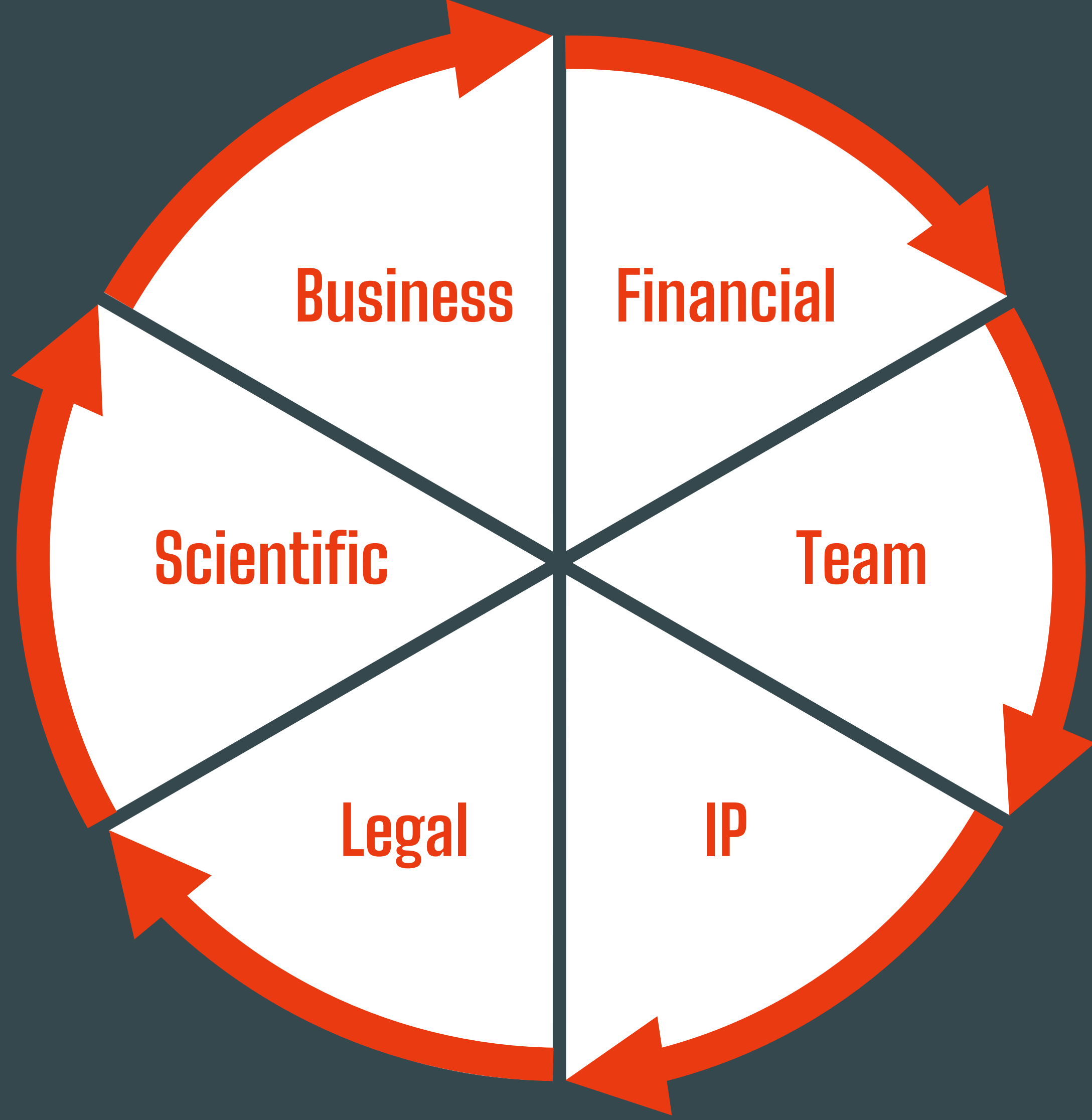
NDA and Agreements

5

Start program

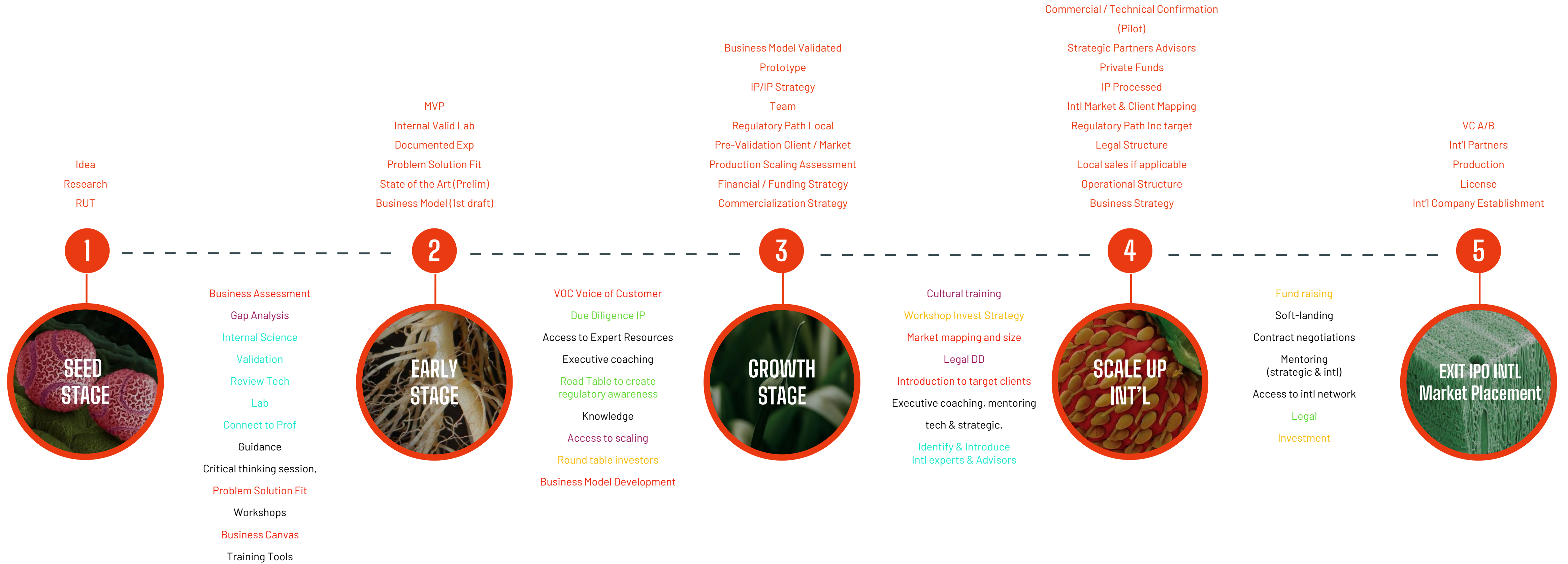


Rules & Regulations



360° DUE DILIGENCE

VALUE CREATION PROCESS



● SCIENTIFIC TECHNOLOGY

● COMMERCIAL MARKET

● REGULATORY & IP

● OPERATIONAL

● FINANCIAL

● TRANSVERSAL

WORKSHOPS AND TRAININGS

TECHNICAL
CONSOLIDATION

INTERNATIONAL
CULTURE

INVESTORS AND
CAPITAL RAISE

BUSINESS
INTELLIGENCE

CLIENTS

INTELLECTUAL
PROPERTY

MARKET
MAPPING

FINANCIAL
MAPPING

REGULATORY
AFFAIRS

TEAM DEVELOPMENT

THE GANESHA LAB MENTORS



Claudio Castro

Pharma CEO & CFO
Startup Mentor



Markus Schreyer

Investment and
Business Strategy



Luis Cuezco

Business Modeling
Startup Mentor



Gregory Mannix

Life science Investor
Startup Mentor



Andrés Jara

Legal Advice and
DD Secretary of the Board



Juan Pablo Toledo

IP & Licensing
Startup Mentor



Jane Chambers

Communication
Startup Mentor



Rodrigo Martínez

Market, Customer, Team
Startup Mentor



Martin Schäfer

Operations/ Scale-up
Startup Mentor



Juan Carlos Muñoz

Investor Strategy
Director of the Board

SOFT LANDING

For the best 2 startups of the generation

Botanical Solutions 

NEUROGNOS

PURPLE dental 

MEDX 

smart tissues 

BEE TECHNOLOGY 

SOLEIT 

PANNEX THERAPEUTICS 



INVERAN 

Luyef Biotechnologies 

glucolib 

VACuCh 

ActivaQ 

RetiDiag 

cuperscience® *ciencia + vida* 

cleanvet 

FH 

SCI PHAGE 

"Biotecnología de Vanguardia para el Control de Infecciones Bacterianas"

THE GANESHA LAB RECOGNIZED PARTNERS

MORSE

UC DAVIS
VENTURE CATALYST

AGROSUPER[®]

 **LIFE SCIENCE
NATION**
Connecting Products, Services & Capital

cic

ThermoFisher
SCIENTIFIC

Johnson & Johnson

MIT

Enterprise Forum
Cambridge

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THE TEAM

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