



# BPACHS INNOVATION CENTRE FOR HEALTHCARE VENTURES

Business Accelerator

for the

Health & Social Care Sector

## Calling Healthcare Entrepreneurs and Start-ups

BPACHS will select 3 startups and SMEs for a 3-month Business Accelerator where Founders will benefit from the following knowledge exchange.

- Gain knowledge from Brunel University London academics/students across numerous disciplines
- The potential to collaborate with BPACHS's links into the Health and Social Care sector for projects and trials
- Improve investment readiness and meet investors
- Grant of up to £3K

**January to May 2024 - 3 Months**  
**Brunel University London/Hybrid**



In Partnership with

**Unbounded Future**  
Supporting Innovation and Entrepreneurship in the Future





# THE BPACHS SERVICE

## Brunel University London

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Brunel Partners Academic Centre for Health Sciences is a unique partnership between healthcare service providers across the NHS, Health and Social Care organisations, Education and private industry. BPACHS provides its members access to Brunel University London's academic and student expertise, research facilities and knowledge exchange.

### **Key Benefits:**

- Workforce, Education and Employability
- Research & Innovation
- Networking & Knowledge Exchange



# GOALS OF THE BUSINESS ACCELERATOR:



Each Founder will receive mentorship, tools and networks to accelerate their business in the following key areas.

## **Product Commercialisation:**

- Shaping an MVP whether hardware or software services for future customer sales and adoption
- Strategy for pilot and early sales
- Regulatory strategy and pathway

## **Go-To-Market:**

- Market access strategies for public and private healthcare markets in the UK and beyond (USA, Europe). This includes:
- Creating and developing solution propositions and sales pitches for first customers
- Partnership scoping, strategy and enabling discussions
- IP protection including patenting

## **Investment:**

- Business Plan, Pitch review and refinement
- Due diligence readiness
- Investor prep and connections through events
- Support through investment discussion



# HOW IT WORKS

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BPACHS are piloting the Business Accelerator to support up to 3 businesses that are looking to engage with Brunel University London to achieve knowledge exchange, investment opportunities, and a small grant of up to £3K to support in key outcomes from the pilot.

Up to 3 businesses will be selected where BPACHS aim to match each business with an academic/student collaborator. They will also benefit from the following.

- **Business workshops**
  - Innovation & Productisation
  - Finance and Investment
  - Grant Funding UK & International
  - Legal, IP and Regulation
  - Commercialisation in Health
  - Skills - Brunel Talent Marketplace
- **Events**
  - Pitch event
  - Networking with academics and businesses
- **Mentoring**
  - One to one sessions
  - Group sessions

# MEET THE TEAM



**Gurnam Selvarajah**

**Innovation Director at Brunel University London**  
Strategic development of partnerships between academia and industry.



**Kari Chaudhry**

**Founder – The Atlantic Society**

A multi award-winning entrepreneur, investor, and designer. Fortune Business Review - one of ***The 10 Most Inspiring Women Leaders to Follow in 2023.***



**Athar Ali**

**CEO Unbounded Future**

A Digital Health Commercial Strategy, Product Design & Development expert with 20+ years experience in building spin-outs/start-ups ventures.



**Dr Rakesh Roshan**

**IP & Legal advisor Unbounded Future**

Expert with 20+ years in IP and Licensing. Previously an Oxford University Innovation where he led investment deals of multiple \$100M at companies



**Dr Samir Ali Khan**

**Market Access Advisor Unbounded Future**

Global Market Access, Pricing, HTA & Reimbursement expert with 10+ years experience in Pharma, Medtech, Digital & AI



# BUSINESS COMMITMENT

- Present a project brief
- Engage in opportunities to apply for research grant applications with Brunel University Academics
- Engage in opportunities for Brunel University student research collaborations
- Be open to investor feedback
- Be open to customer sales feedback
- Attend up to 2 events
- Attend up to 6 workshops
- Attend a minimum of 6 mentoring sessions

## HOW TO APPLY

- Application Form [Link](#) – **Deadline @ 12:00 on 22/01/24**
- Project Brief Form [Link](#) – **Deadline @ 12:00 on 22/01/24**
- Successful Applicants - **Informed @17:00 on 24/01/24**
- Programme – **Start/End Date 29/01/24 – 03/05/24**

**Any enquiries, please email: [bpachs@brunel.ac.uk](mailto:bpachs@brunel.ac.uk)**