Keynote 5
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- Example movies John Crawly
  - Built a company for his kids
- Our approach
  - Funnel component to clinical trials, fda approval then market
  - Trial area
  - Help companies to the next phase
  - Clinical trials
    - Company run out of cash
  - Idea
    - Get it through clinical trial
    - Then big pharma buys a component
  - Reward for risk is high
    - Enormous opp: multipliers in 3 digits
  - Shorten the phase
    - Then we have achieved a lot
- Attractive ROI
  - MT
    - People
    - Select companies
    - Knowledge
    - Patients commity
    - Thought leaders
  - Research
    - Strict process
    - Valley of death
  - Finance
    - Use funds much better
- Finding a cure
  - Market for ALS is substantial
  - 2 billion of spendings
    - Medical cost
    - Income
    - Nerv disease
    - People can do that much
  - 55.000 patients in western world
    - # increasing
      - Spreading faster?
      - Or beter recognition?
- Guido van Berkel
  - Robeco, Rabo, Blackrock
  - Global investment fund
- Topic
  - The business model: Our ALS fund
- Steps
  - Timing
  - Need
  - Capability
  - Fund
- Horizon of 5 years
  - Traditional funding gap
  - Need for assistance
  - Huge deal of uncertainty in company
  - Miss funding
  - Miss other accelerators
  - Gap
    - Experience
    - Leader
    - R&D
- What is the fund about
  - Fund manager
  - Experience in bio tech industry
  - Make proposals
  - Support by scientific advisory board
  - Centers of excellence
  - Patient empowerment
- Center of excellence speeding up time to market
  - **Accenture Accelerated R&D Services**
  - **3D PharmXchange B.V.**
  - **TricALS Institute**
  - Project mine
    - Largest DNA project
    - Faster smoother