Bridging the Translational Gap for Cardiovascular Innovations

ECHO 2024-2025

Entrepreneurship for Cardiovascular Health Opportunities

APPLY NOW
ECHo is a national entrepreneurship training and mentorship program designed to bridge the translational gap for cardiovascular innovations.

Funded and organized by the Translational Biology and Engineering Program, at the University of Toronto and the Ted Rogers Centre for Heart Research, in partnership with the Health Innovation Hub.
Founded in 2018, ECHO is a 12-month online training program with the main objectives to:

1. Provide entrepreneurship training, mentorship, partnership and funding opportunities for innovators of cardiovascular technologies.
2. Create more successful start-ups in the cardiovascular health sector.
3. Accelerate the application of cardiovascular innovations and their transfer from bench to bedside.

Any Canadian-based researcher, clinician, student and/or entrepreneur developing cardiovascular technologies and innovations is eligible to apply!

**ECHO is comprised of a unique combination of five complementary modules:**

1. **Principles of Entrepreneurship**
2. **Health Venture Rounds**
3. **Lessons from Leaders**
4. **Community of Mentors**
5. **Ignite Start-up Funding**
ECHO PARTICIPANTS

144 Members

- 38% Graduate Student
- 22% Other
- 15% Clinical/Postdoctoral Fellow
- 10% Research Scientist
- 9% Clinician
- 6% University Faculty

56 Ventures

- 83% Toronto
- 8% Rest of Ontario
- 6% Other Canadian Provinces
- 3% Outside of Canada

*Expanded to a National Program in Fall 2020

6 Cohorts

ECHO MENTORS

131 Mentors

- 36% Medtech/Biotech Companies
- 23% University/Hospital
- 13% Not-for-Profit/Government
- 12% Accelerator/Incubator
- 10% Investment Firm
- 6% Consulting Firm

160 Workshops

34 Seminars
Module 1.

PRINCIPLES OF ENTREPRENEURSHIP

October - December 2024

Corporate Governance

Corporate governance involves a set of relationships between a company’s management, its board, its shareholders and other stakeholders. Corporate governance also provides the framework through which the objectives of the company are set, and the means of attaining those objectives and monitoring performance are determined. Good corporate governance should provide effective incentives for the board and management to pursue objectives that are in the interests of the company and its shareholders and should facilitate effective monitoring.

OECD, Principles of Corporate Governance, 2004
The MaRS Entrepreneur’s Toolkit Workshops are a collection of experiential and hands-on workshops that are facilitated by veteran entrepreneurs. It targets fundamental entrepreneurship principles such as value proposition, business model, finance fundamentals, marketing and communication and pitching to investors.

1. **Value Proposition**
   - 2 sessions
   - Use a Lean Startup approach to validate problems and ideas with potential customers. Learn the process of writing a viable value proposition.

2. **Business Model**
   - 2 sessions
   - Develop a sustainable business model for your new venture and a process for validating the model.

3. **Finance Fundamentals**
   - 1 session
   - Forecasting and determining pricing for a medical company and a cash-flow forecast for your business.

4. **MarCom Toolkit**
   - 2 sessions
   - Learn key marketing and communication tools for a cost-effective, high impact MarCom strategy that supports opportunities for growth.

5. **Pitching to Investors**
   - 2 sessions
   - Learn how to engage stakeholders with a powerful pitch!
Module 2.

HEALTH VENTURE ROUNDS

January - June 2025

A series of interactive workshops focused on key subjects pivotal to the success of early stage start-ups in the health sector such as market research, corporate governance, intellectual property, regulatory strategy, clinical trials, quality systems, health technology assessment, procurement, funding and government resources, and investments, and partnerships. They are facilitated by academic, industry and government subject matter experts.
Market Research
1. Market Research Resources

Legal Aid
2. Corporate Finance & Governance
3. Patents & IP

Tech Transfer
4. How to Get Started... The Right Way
5. Product Development Fundamentals

Safety & Compliance
6. Regulatory Requirements 1
7. Regulatory Requirements 2
8. Clinical Trial Planning & Execution

Reimbursement & Procurement
10. Health Technology Assessment
11. Reimbursement Strategies

Funding, Investments & Partnerships
12. Government Funding & Resources for Entrepreneurs
13. Investor Perspectives on Healthcare & Life Sciences Startups
14. Team Building, Mentorship & Collaborations
15. EDI in Entrepreneurship & Innovation
LESSONS FROM LEADERS

January - June 2025

A webinar series in which successful entrepreneurs and business leaders will share their experiences in commercializing technologies in the cardiovascular health sector.

The webinars feature:

- The story of how the company was founded
- An overview of their technologies/products and the problems they are solving and are working to solve through their innovations
- The uniqueness of their team and company culture/philosophy
- Funding and partnerships that have been pivotal to their success (key strategies when dealing with investors and collaborators)
- The company’s progress to date
- The company’s short and long-term goals
- Challenges and big lessons learned in leading a successful company (this could include challenges/lessons associated with IP, regulatory strategy, team building, partnerships, etc.)
Our speakers come from early stage start-ups to late commercial stage companies. They are developing products in a variety of sectors: medical device, software as a medical device, therapeutics and cell & gene therapy.

Past Speakers

- 7D Surgical
- Alleviant
- AmacaThera
- Ananda
- ARMA Biosciences
- Aspect Biosystems
- Axolotl Biosciences
- BlueRock Therapeutics
- Cohesys
- Conavi
- Endotronix
- Fibrocor
- Interface Biologics
- JMP Labs
- Matrizyme
- Medchart
- Medly
- MindMics
- Morphocell Technologies
- Movn Health
- Myant
- Neuroene Therapeutics
- Notch Therapeutics
- Pearko Therapeutics
- Phenomic AI
- Qanatpharma
- Ripple Therapeutics
- SafeBeat
- Sotera Digital Health
- SoundBite Medical Solutions
- Tara
- Vitaa Medical Solutions
- XII Medical
Successfully-ranked ventures will become clients of the Health Innovation Hub (H2i), a University of Toronto campus-linked accelerator, and will have access to its various resources. Visit h2i.utoronto.ca for more information.

ECHO ventures will also participate in ECHO Accelera sessions – round table discussions focused on topics that are central to the issues and challenges faced by very early stage start-ups.

- Network of multi-sectoral advisors
- Peer-to-peer mentorship by H2i start-ups
- Quarterly meetings with lead H2i mentor
- H2i events
- Professional funding
- UofT libraries and market research

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**Empowering health matters**

- **210** Client Companies
- **130** Mentors Engaged
- **$162M** Dollars Generated*

* $67M Active Clients & $95M Graduate Clients
ECHO Accelera

A round table discussion group focused on topics central to the issues and challenges faced by very early-stage startups.

- Networking & Collaboration (Winter)
- Business Model (Spring)
- External Funding & Commercialization Milestones (Summer)
The program will culminate with pitch training, private pitch sessions and ECHO PITCH 2025 - a public pitch competition event, where the program ventures will have the opportunity to win start-up funding from a $250,000 pool. There will also be opportunities for follow-on funding via our partners.
Winners’ Stats

ROI ~ 3.5

$4.42M

$1.25M

ECHO Ignite Funds
Funds post ECHO

ECHO PITCH
ECHO Program Details

Program Timeline

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ELIGIBILITY

Any Canadian-based researcher, clinician, student and/or entrepreneur developing cardiovascular technologies and innovations is eligible to apply.

COMPETITIVE ENROLLMENT PROCESS

Application

Please submit completed application forms by 11:59 pm EDT on Sunday, August 11, 2024.

Interviews

Interviews will commence September 2024 for select applicants. The program begins October 2024.

PROGRAM REQUIREMENTS

Ventures accepted into the ECHO Program are required to:

- Participate in each program module for 12 months beginning October 2024
- Attend a minimum of 80% of the program’s virtual workshops and webinars
- Become an H2i member and engage with H2i mentors
- Participate in ECHO PITCH 2025, the final pitch competition, for the opportunity to win start-up funding

Limited space available - apply now!

Please visit tedrogersresearch.ca/ECHO for instructions and forms
The ECHO program is funded and organized through the Translational Biology and Engineering Program in partnership with the Health Innovation Hub (H2i). The Translational Biology and Engineering Program is the University of Toronto component of the Ted Rogers Centre for Heart Research, focused on heart failure research across the lifespan. H2i is a University of Toronto campus-linked accelerator facilitating the commercialization of health matters.

For more information on the ECHO program, please contact Soror Sharifpoor: soror.sharifpoor@utoronto.ca