



Module 2 - Bellinzona

Business Concept

Life Sciences

**Evening classes
on Tuesday
October-December
2025
17.30-21.15**

**Seminar Room
Bios+ Building
via Francesco Chiesa 5
6500 Bellinzona**



**Information
and registration**
innosuisse-training-ticino.ch

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Are you interested in entrepreneurship? Do you want to know how to bring your invention to market? Are you planning to start your own company?

Apply now for the free Business Concept Course – tailored for aspiring entrepreneurs in the life sciences!

In this hands-on training module, you'll learn the key skills to succeed in science-based entrepreneurship.

You will:

- sharpen and train your entrepreneurial thinking
- experience an exciting journey transforming an innovation into a business concept
- gain theoretical and practical competencies to master future leadership positions in a startup or succeed in founding your own company.

Participants	Students, doctoral students, postdocs, research and alumni of Universities and Universities of Applied Science; people who are interested in starting a science-based company.
Experiential Exercises	You will practice your acquired knowledge in a small group project.
Coaching	Our experienced trainers will provide feedback and support. They will share their entrepreneurial secrets when teaching interactively.
Entrepreneurial Ecosystem	You will gain access to the Ecosystem players in Ticino and have networking opportunities.
Costs	None
Online registration	innosuisse-training-ticino.ch



Registration deadline 30.09.2025

The number of participants is limited.
Candidates are advised to start the application process as early as possible to secure their place.

Course programme

07.10

Bootcamp

14.10

Protect your innovation

- Define your IP strategy
- Protect your assets

21.10

Assess your market opportunity

- Define your positioning
- Understand business model scenarios

28.10

Product development

- Define Target Product Profile (TPP)
- Plan your milestone-based roadmap
- Define your regulatory and market access strategy
- Plan to pivot

04.11

Engage with your main stakeholders

- Identify your main stakeholders (KOLs, patient associations, etc.)
- Validate your market assumptions
- Build traction through strategic partnerships

11.11

Financial planning

- Create your business plan

18.11

Startup Ecosystem

- Understand your support network
- Access non-dilutive funding

25.11

Establishing and developing a Team

- Build your core team
- Integrate advisors and BoD

02.12

Financing

- Access dilutive funding
- Get ready to negotiate with investors

09.12

Idea pitching

16.12

Projects presentations



«As a scientist, the Business Concept course helped me look at my work through an entrepreneurial lens. It gave me the tools and mindset to start exploring how to turn scientific discoveries into real-world solutions.»

Concetta Guerra

Post doc scientist at Institute for Research in Biomedicine (IRB)

Co-founder of MethyIX

The Business Concept is Module 2 of the Innosuisse Entrepreneurship Training Programme. This programme is offered throughout Switzerland and is structured into various modules based on the maturity level of the startup and the entrepreneurial skills.

From the idea to a successful company

