

Expand Your Biotech Business to Virginia

Greater Richmond Partnership, the Swedish-American Chambers of Commerce and SwedenBio invite you to a seminar about how to make it in the U.S. - in the Biotech business.

Do you want to grow your biotech business into the U.S. but don't know where to start? - Think Virginia with a major cluster of biotech and innovative care firms. The expanding Virginia BioTechnology Research Park specializes in health ICT and information and we hope that Swedish firms with appropriate technologies will recognize and wish to join.



grpva.com
Greater Richmond Partnership, Inc.

The Swedish Life Science Industry Organization
sweden BIO

We welcome you to two seminars in Sweden, where you can learn more about the Virginia BioTechnology Research Park, and the Greater Richmond region:

Stockholm, November 8, 7.30 - 10.00 am
Venue: SwedenBio, Wallingatan 24

Malmö, November 9, 7.30 am - 10.00 am
Venue: (TBC)

Program	7.30	Breakfast
	8.00	Welcome <i>Swedish-American Chambers of Commerce and SwedenBio</i>
	8.15	Deciding where to start in the U.S. and attracting U.S. funding <i>Greg Wingfield, President & CEO, Greater Richmond Partnership</i> Learn how to identify funding sources, which investors to target and how to organize your pre-approach to targeted investors at a state level.
	8.35	Entering the U.S. Market <i>Nicky Colomb, Bioscience Business Advisor, Virginia BioTechnology Research Park</i> Preparing your company for U.S. market entry and find out more about NIH and the new initiative to in license patents and patent applications related to drugs, vaccines or therapeutics.
	9.00	Negotiating a Profitable Contract with U.S. Partners <i>Doug Sbertoli, Partner, LeClair Ryan Lawyers</i> Hear real world examples of 'do's and don'ts' for bringing a product to the U.S. market.
	9.20	Close and one-to-one discussions



**The seminars are free of charge
- please RSVP by November 5 to SACC-Sweden**

SACC-Sweden is the Swedish entity of the Swedish-American Chambers of Commerce, the office is located at Jakobs Torg 3 in Stockholm. Contact us if you have any questions about doing business in the U.S. +46 (0)8 400 255 39 or ziba@sacc-usa.org