Global Soft Landing proposal from University City Science Center

uCity Square is the place for innovation to happen - and the Science Center is the nucleus that makes it all possible. Located in the heart of uCity Square, the Science Center catalyzes and connects innovation entrepreneurship and technology commercialization. For 50+ years, the Science Center has supported startups, research, and economic development in the life sciences, healthcare, physical sciences and emerging technology sectors. As a result, graduate firms and current residents of the Science Centerdrive $13 billion in economic activity in the region annually. By providing resources and programming for any stage of a business's lifecycle, the Science Center helps scientists, entrepreneurs and innovators take their concepts from idea to IPO – and beyond.

Flanked by world-class research institutions and hospitals, including the *University of Pennsylvania*, *Drexel University*, and The *Children's Hospital of Philadelphia*, the Science Center is rooted in the spirit of collaboration and community building. Its 31 shareholders include colleges, universities, and research institutions in Pennsylvania, New Jersey, and Delaware that value and support the Science Center's contribution to moving ideas to the marketplace.

We offer the following services to the international companies interested in landing and growing their business in Mid-Atlantic area:

Local Operations:

- Help setting up a legal entity in the US
- Virtual office with access to conference rooms, printers, wi-fi and mailbox
- Personal introductions to service providers, such as corporate attorneys, immigration attorneys, accounting firms, localization services and market research firms
- The ability to apply for the tax credit through KIZ program, if applicable
  https://dced.pa.gov/programs/keystone-innovation-zone-tax-credit-program/
- Access to all of the general public events at Quorum
  https://www.sciencecenter.org/discover/quorum

Growth support:

- Personal introduction to local network of Angel inverstors and VCs
- Introduction to Key Opinion Leaders and potential sales leads in the field through the Science Center network of participating stakeholder institutions (list attached)
- Support in building Advisory Board and Board of Directors through partnerships with American College of Physicians (ACP) and CEO Connection
  https://www.acponline.org/
  http://www.ceoconnection.com/
- Help to identify key hires

Additional service available from strategic partners:

Market Research & Corporate Strategy
- Market size & opportunity / Competitive peer analysis
- Regulatory landscape
- Sales strategies and pricing analysis
- Manufacturing / Supply chain / Logistics overview
- Talent resources & labor law
- Financing options

Go-to-market Implementation & Project Management
- Identify, negotiate and secure partnership agreements (Joint Venture / Licensing / Distribution/ Manufacturing)
- Identify, negotiate and secure financing partners
- Localize office
- Logistics & import

Local Operations
- Government relations and community support
- KOL network and brand management
- Supply Chain & manufacturing strategies for scaling

Stakeholder Institutions

The American College

Bryn Mawr College

The Children's Hospital of Philadelphia

Delaware State University

Drexel University

East Stroudsburg University

Haverford College

Lafayette College

Lehigh University

Lincoln University

Mercy Health System

NUS America (National University of Singapore)

The Penjerdel Council

Pennsylvania Hospital

Philadelphia College of Osteopathic Medicine

Philadelphia University

The Presbyterian Foundation for Philadelphia

Rowan College at Burlington County

Rowan University

Rutgers, The State University of New Jersey

Salus University

Swarthmore College

Temple University

Temple University School of Podiatric Medicine

Thomas Jefferson University

University of the Arts

University of the Sciences

University of Delaware

University of Pennsylvania

Villanova University

Widener University