



**FONDAZIONE
GOLINELLI**
L'intelligenza
di esserci



Activity report G-Force Acceleration Program

2020





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G-Factor

The incubator and accelerator of the Golinelli Foundation has been investing both capital and skills in early stage startups since 2018. It aims at responding to the need of increasingly favouring the integration between research, industry and market, leveraging on young people potential.



G-Force

The G-Factor acceleration program supports startupperes and researchers with high entrepreneurial potential to establish companies capable of successfully succeeding on the market by creating replicable and scalable models.

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G-Factor

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Andrea Zanotti,
President of Fondazione Golinelli

Marino Golinelli
Founder and Honorary President
of Fondazione Golinelli

Antonio Danieli
Vice-President of Fondazione
Golinelli and CEO of G-Factor

The Golinelli Foundation was born in Bologna in 1988 by the will of the entrepreneur and philanthropist Marino Golinelli. Today, the Golinelli Foundation is a unique example in Italy of a fully operational private foundation, inspired by the model of the American philanthropic foundations, which deals with education, training, culture, technology transfer, incubation, acceleration, innovation and venture capital in an integrated way. It promotes the intellectual and ethical growth of the society and the attitude to entrepreneurial development of young people, with the aim of fostering the sustainable development of our country.

G-FACTOR was born in 2018. The company, founded and 100% controlled by the Golinelli Foundation, is devoted to launching new entrepreneurial realities.

G-FACTOR is a real ecosystem to transform the young people and scientists' high potential in terms of innovation and technology into companies, through the provision of investments and customized acceleration programs for the growth of ideas and startups, with a sometimes patient approach - if and when necessary - but more broadly according to personalized and rigorous logics that take both science and the market into account.

G-FACTOR integrates technological skills with the development of the entrepreneurial potential of young people and researchers in order to enable new entrepreneurs to market, thanks to the availability of capital, the contribution of skills, the creation of stable relationships with the community of managers and entrepreneurs, partners and investors, ready to bet on the most promising companies.



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Cristiana Vignoli Director @ G-Factor

We help young entrepreneurs to grow in an ethical way, creating value for society.

We invest both capital and skills as we believe that the mix of finance and training is crucial for the business success.

We are constantly changing as we like to experiment with new solutions and we wish to better face the unpredictable challenges of the future.

We believe in human relationships as a driver of growth and we value our network of companies, managers, professionals, entrepreneurs and investors.

We believe in holding talks and listening, therefore our feedback is never personal and aims to create a climate of mutual trust in order to improve performance.

We are advocates of an approach in which decisions are guided by data and empirical evidence.

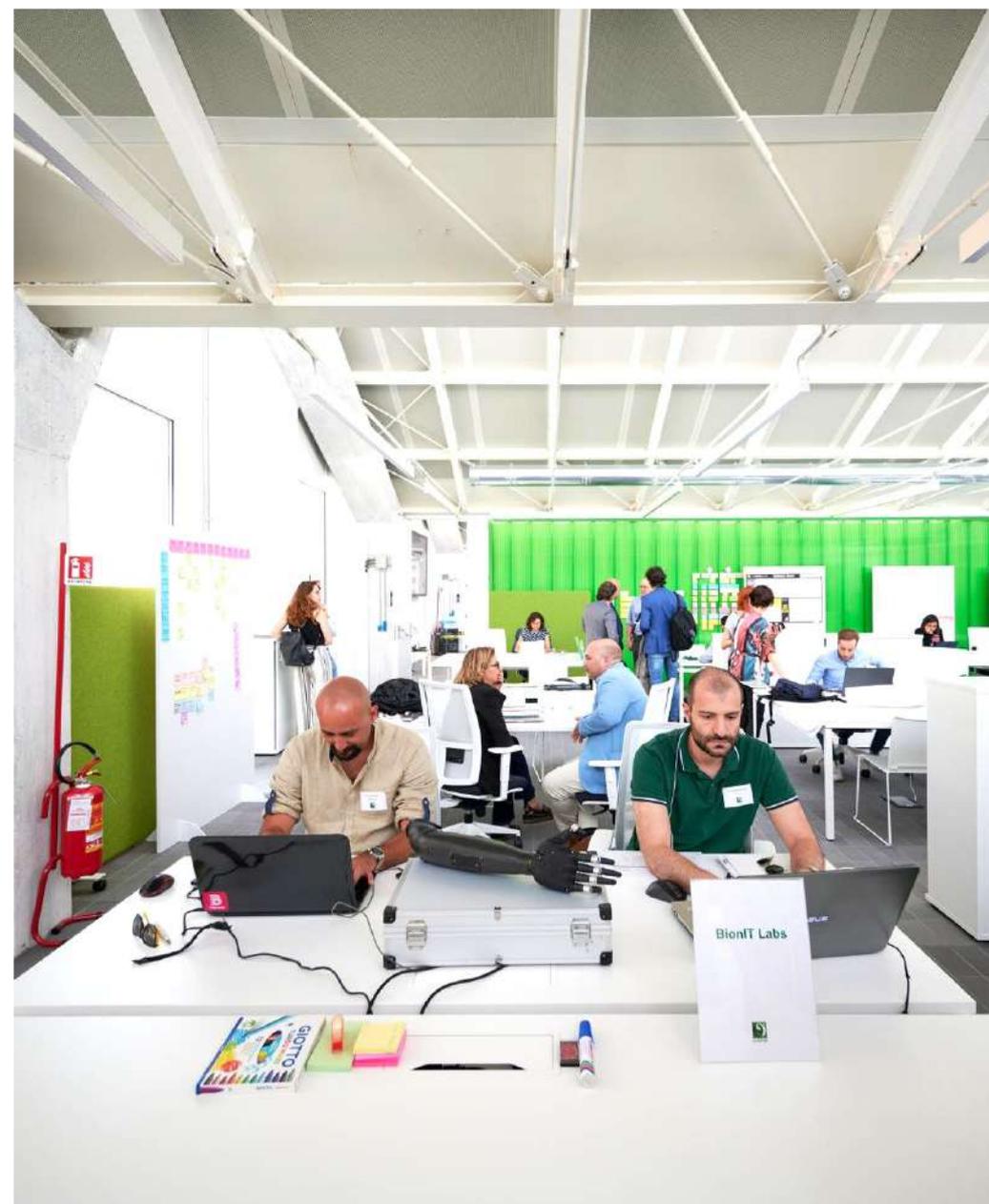
We work in an agile way to allow startups to create sustainable businesses in a scenario of great change.

We allow access to resources, structures and relationships in the innovation ecosystem.



Pietro Ferraris Head of Acceleration Program @ G-Factor

G-Factor



Numbers

Batch 2019 + Batch 2020



INVESTMENTS



1.625.000€

Directly invested by G-Factor (2019 - 2020)



+4.500.000€

Round committed on subsequent aucaps

ACCELERATION



1.766

Total hours of training provided, specifically:

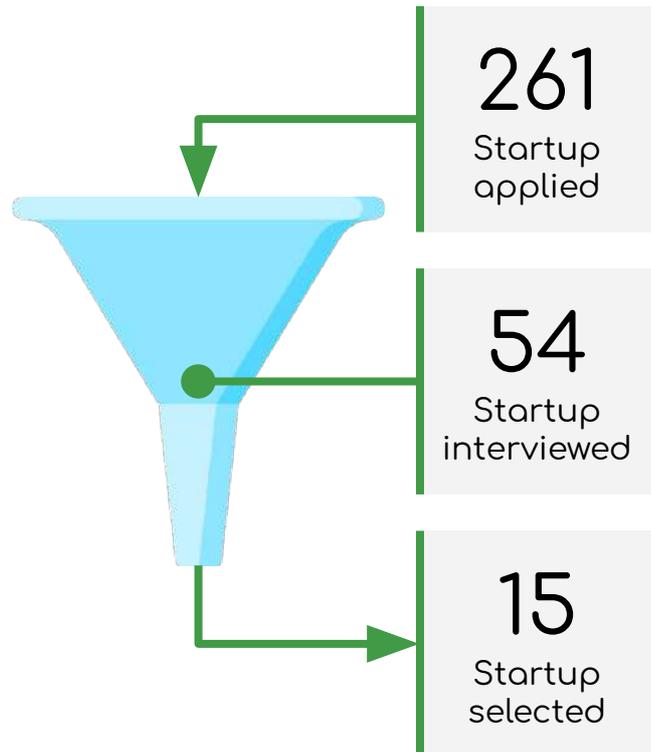
591 physical

387 all groups

1175 online

1379 one-to-one

SELECTED STARTUPS



MENTORS



+60

mentors with transversal skills available to startups

12 Scholars and scientists

12 Manager

10 IP, Legal & Business Consultants

10 Entrepreneurs

6 HR, Public Speaking & Communication Professionals

11 Investors

EVENTS & PROMOTION



56

47 Roadshow stages

3 Investor Days

3 Matching Days

2 Demo Days

1 Open Day

Portfolio



Cosmeceuticals



Medtech



Bioinformatics



Diagnostics



Pharma



By means of a patented process, it proposes a new ingredient for cosmetics: pink layer. It is a powerful UV filter that will make personal care formulations safer and more effective.



BCI has designed and patented FACTA® technology, an industrial process capable of increasing the life of biological surgical valve prostheses by maximizing their biocompatibility.



BionIT Labs has developed Adam's Hand, the world's first fully adaptive bionic prosthesis, capable of automatically adapting to the shape and size of the objects being held.



Complexdata has developed ARIADNE, a platform that uses artificial intelligence to estimate the risk of metastasis in cancer patients.



Diamante develops biotech nanomaterials with diagnostic and therapeutic applications through plant viruses and their natural ability to replicate in plants.



eVai is a cloud platform for interpreting genomic variants identified by sequencing and supporting geneticists in diagnosing inherited diseases.



After 10 years of R&D in the scientific field, Genoa Instruments develops and produces innovative instrumentation for the super-resolution optical microscopy market.



Holey has developed a solution capable of producing custom-made 3D printable orthopedic braces, which can replace both traditional plaster and braces on the market.



Lighthouse develops a device for liquid biopsy which, thanks to an innovative method based on cellular metabolism, isolates and separates circulating tumor cells, keeping them intact and viable.



MgShell proposes a bioabsorbable drug-delivery ocular device capable of increasing the adherence of maculopathic patients to therapy, reducing the risk of blindness.



It offers an innovative kit to screen prostate cancer and reduce the number of unnecessary tests, costs, waiting times and discomfort for the patient.



P4P Proposes SmartH, an innovative polymer processable with additive manufacturing techniques to create drug delivery systems ensuring a controlled release of drugs over time.



PerFormS develops a technology capable of improving the performance of a molecule with anti-inflammatory activity to treat acute or chronic dermatological inflammations, such as psoriasis.



Recornea has developed the first implantable therapeutic medical device for the treatment of keratoconus, a progressive and degenerative disease of the cornea.



Relief has developed an innovative magnetic endourethral sphincter that can be inserted in a minimally invasive manner for the treatment of urinary incontinence.

Network



INDUSTRIAL PARTNERS



INVESTORS



INSTITUTIONS AND ECOSYSTEM



Staff



Antonio Danieli
Vice President
General Director
@ Fondazione Golinelli
CEO @ G-Factor



Silvia Cozzi
Project
Manager
@ G-Factor



Cristiana Vignoli
Director
@ G-Factor



Anna Franzoni
Project
Manager
@ G-Factor



Pietro Ferraris
Head of Accelerator
Program
@ G-Factor



Fabio Bersani
Jr Project
Manager
@ G-Factor



Elena Galli
Startup Advisor
@ G-Factor



Rossella Govoni
Jr Project
Manager
@ G-Factor



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Call Life Science Innovation 2020

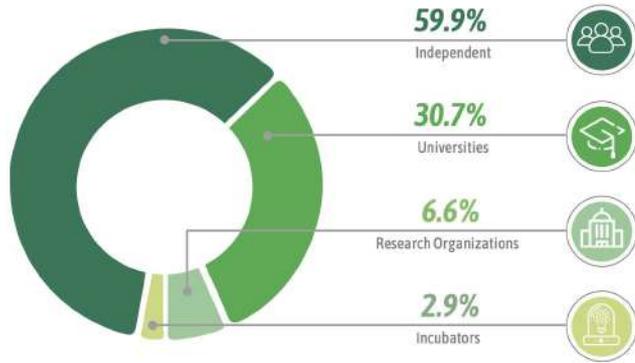


Applications

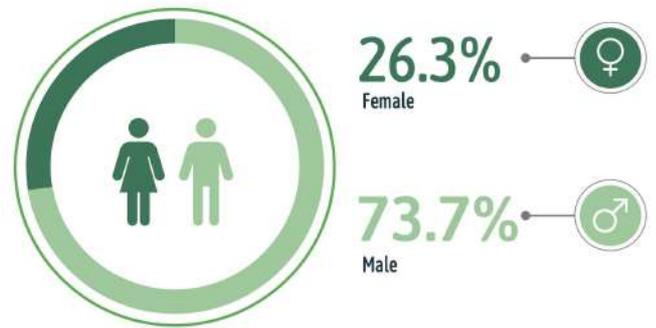
Call Life Sciences Innovation 2020



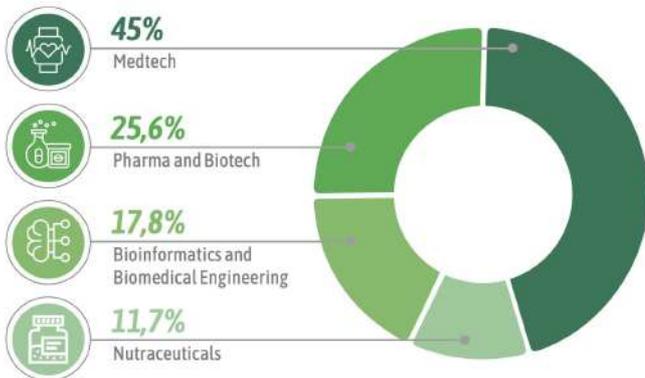
PROVENANCE



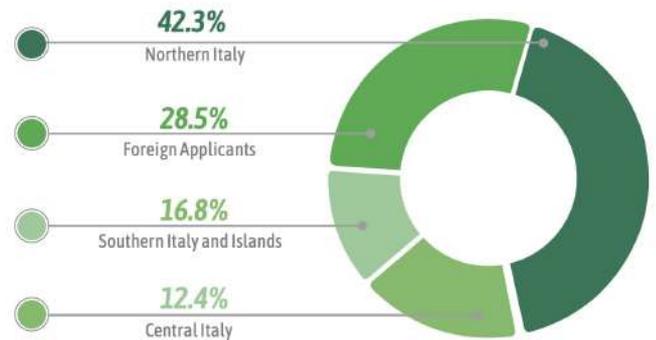
TEAM LEADERS



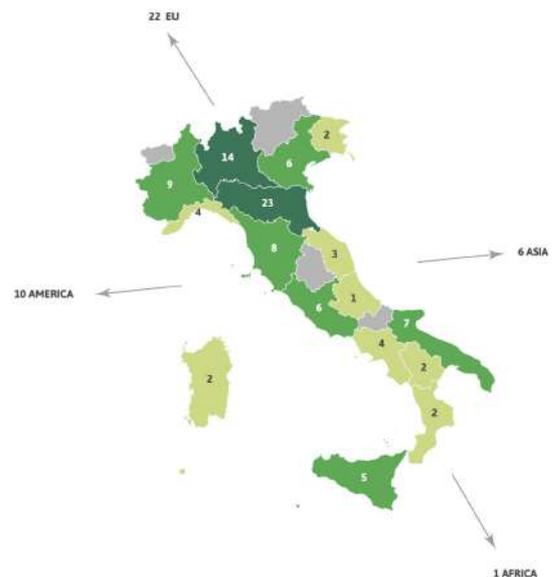
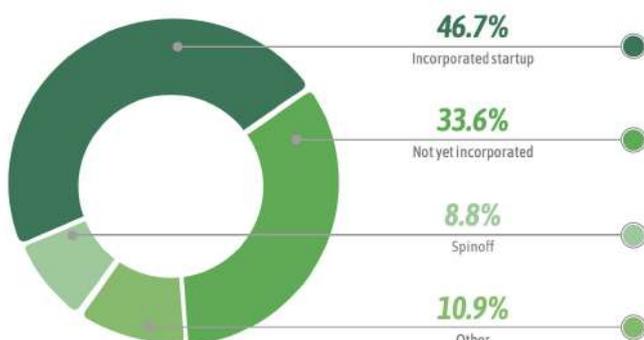
AREAS OF INTEREST



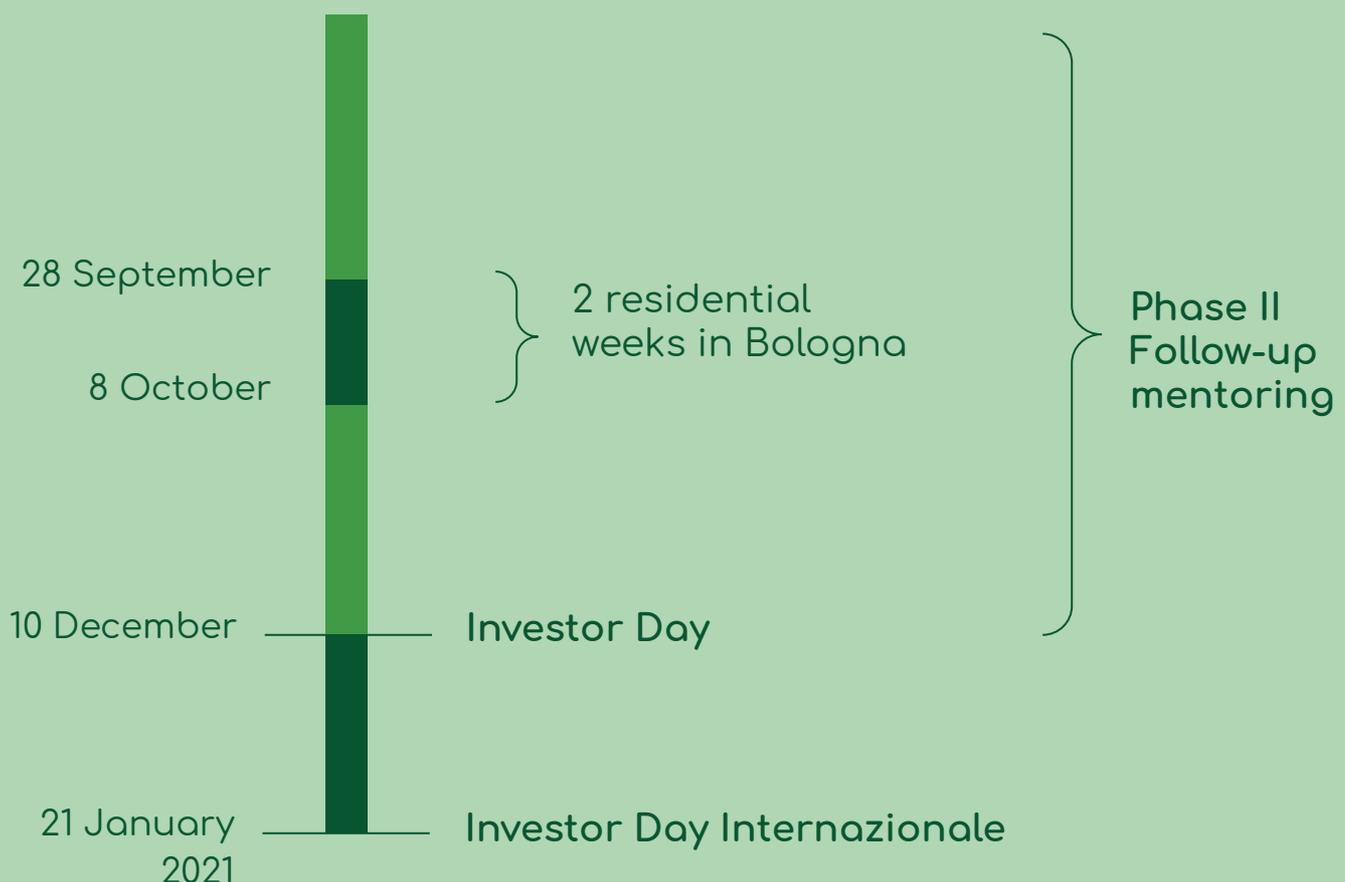
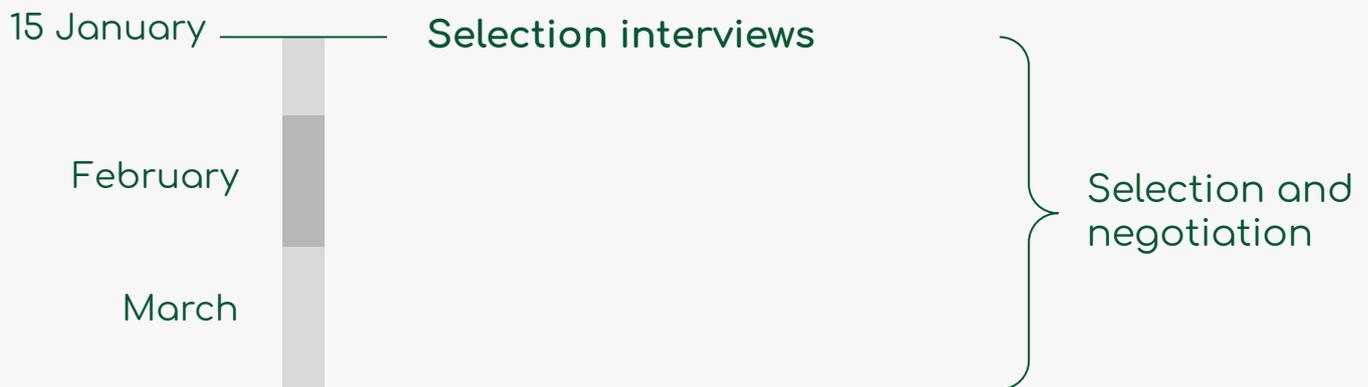
GEOGRAPHIC AREA



STAGE OF THE COMPANY



Steps 2020



Achievements 2020



INVESTMENTS



625.000€

Directly invested by G-Factor (2020)



+3.000.000€

Round committed on subsequent aucaps

ACCELERATION



939

Total hours of training provided, specifically:

67 physical

225 all groups

872 online

714 one-to-one

PROMOTION



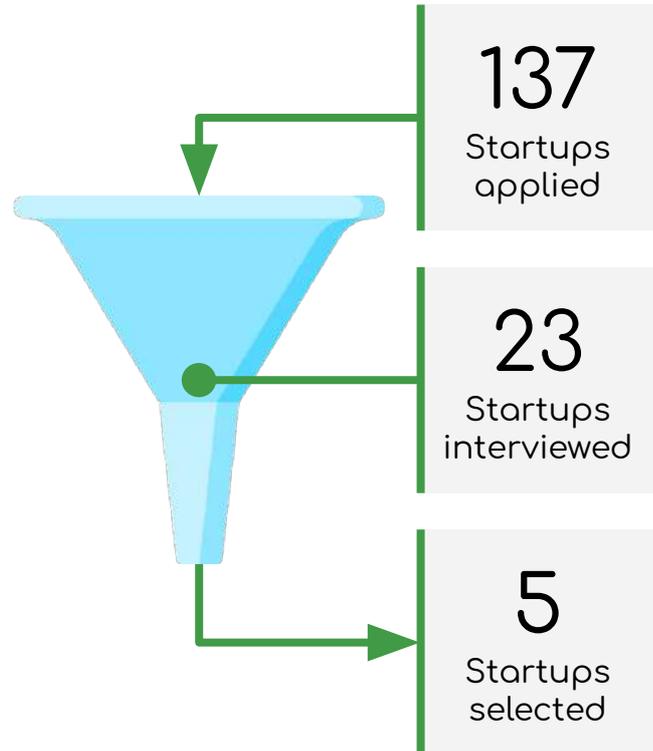
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OPEN DAY

33

ROADSHOW STAGES

SELECTED STARTUPS



EVENTS & NETWORK



15 Pitch Sessions

16

reviewers



2 Investor Days

100

investors



1 Demo Day

80

partners



2 Matching Days

110

people

Startups 2020



Batch 2020



By means of a patented process, it proposes a new ingredient for cosmetics: pink layer. It is a powerful UV filter that will make personal care formulations safer and more effective.



NUTRACEUTICS



LIGHTHOUSEBIOTECH
LUMEN PRO VITA

Lighthouse develops a device for liquid biopsy which, thanks to an innovative method based on cellular metabolism, isolates and separates circulating tumor cells, keeping them intact and viable.



MEDTECH



It offers an innovative kit to screen prostate cancer and reduce the number of unnecessary tests, costs, waiting times and discomfort for the patient.



DIAGNOSTICS



PerFormS develops a technology capable of improving the performance of a molecule with anti-inflammatory activity to treat acute or chronic dermatological inflammations, such as psoriasis.



PHARMA



Recornea has developed the first implantable therapeutic medical device for the treatment of keratoconus, a progressive and degenerative disease of the cornea.



MEDTECH

Un unusual 2020



We know that 2020 has been a peculiar year as the health emergency forced many companies to rethink and implement new working methods very quickly. As for G-Factor, this meant rethinking the program to be entirely remote, equipping itself with the appropriate tools, reviewing workshops, re-contacting dozens of mentors and re-planning over 200 hours of speeches. This rescheduling activity took place between February and March, just a few weeks after the start of the acceleration program, which should have taken place in Bologna with the startups physically there.

It was worth it! The 2020 acceleration program was extremely intense both in terms of interactions between the startups, the mentors and the staff and in terms of results achieved by the startups. Compared to the face-to-face mode, the remote mode let the groups participate in all the activities very often with the whole team and this allowed to work in a fast, efficient and coordinated way.

In addition, during our second year, the startups we invested in have collected total investments for over € 3,000,000 (in addition to the € 625,000 invested directly by G-Factor) and this is certainly a very encouraging result and an important validation of the work done with startups by the market.

We worked with 5 exceptional teams, selected from over 130 applications received, which have been the result of a roadshow of 33 stages and a widespread communication action directed to universities and research centers.

We face 2021 with confidence, ready to welcome the new batch with the next 5 investments and to follow the growth paths of the 15 startups we have in our portfolio.



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G-Force 2020 Program



What is G-Force



G-FORCE is an acceleration program lasting 8 months (3 intensive + 5 follow-up mentoring) which accelerates the most talented teams with a high degree of innovation and a relevant technical-scientific profile.

In March 2020 the program was reshaped due to the worldwide health emergency in order to ensure both training and remote follow-up.

For each entrepreneurial project, the program included frontal webinars, workshops, mentoring and customized coaching on all strategic issues of business development.

Below are the topics covered and the time allocated to each of them.

 Market Validation	 Business Modelling	 Fundraising
 Lean startup + Design thinking	 Business model creation	 Weekly sessions of pitching and public speaking
 Market size evaluation	 Product & financial planning	 Development of the founding team's soft skills
 Go-to-market strategy	 Customer development & Communication	 Networking with investors and industrial partners
 Strategic positioning	 Legal aspects, IP & Regulatory affairs	 Investor simulations and negotiations
 Marketing & Sales	 Targeted meetings with managers and partners	

Hours of acceleration



939 Total hours of training granted in the two phases, distributed as follows:

Phase I : intensive acceleration

APR

MAY

JUN

JUL

AUG

SEP

OCT

NOV

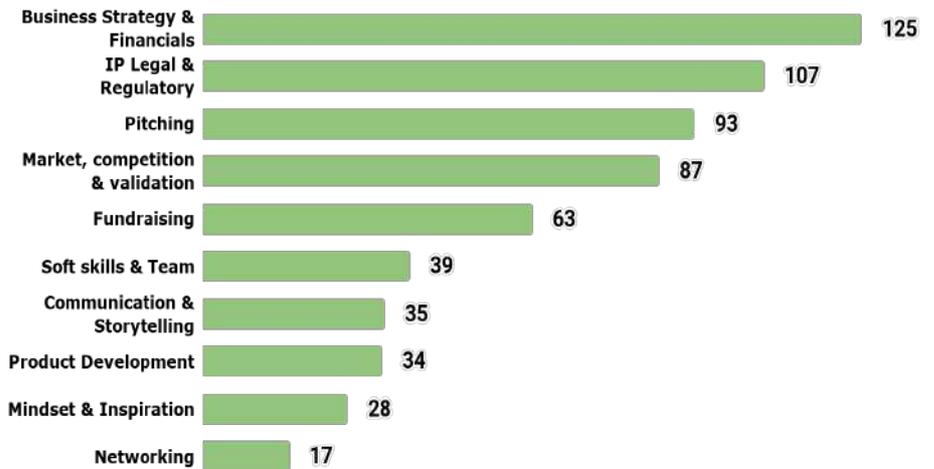
DEC

421

one-to-one
hours

205

group
hours



Phase II : Follow-up mentoring

APR

MAY

JUN

JUL

AUG

SEP

OCT

NOV

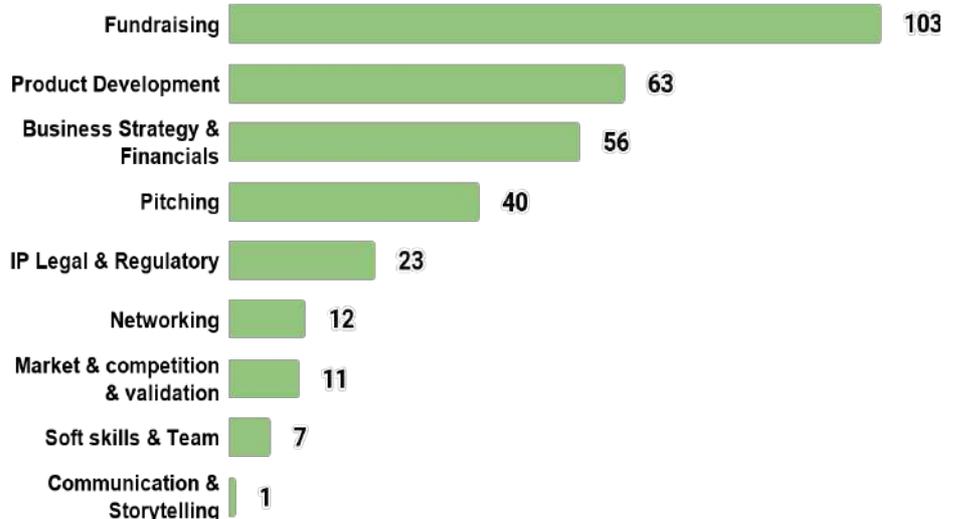
DEC

293

one-to-one
hours

20

group
hours



Mentoring



Staff

For the first 3 months, the acceleration schedule provided for intensive daily training and mentoring activities by both the staff and the mentors, while for the next 5 months, the follow-up activity with remote mentoring was carried out one day a week.



Network

Dozens of entrepreneurs, teachers and managers with different specializations and professional backgrounds to cover all the needs of accelerated startups: from product development to business storytelling, from IP to negotiation, from hard skills to soft skills.

The real power of the program: 60 exceptional mentors

G-Force mentors



Investors



Barbara Avale
COO Doorway
Angel Investor IAG



Edoardo David
Investment Analyst
Mamacrowd



Matteo Elli
Deep Tech Investor
Pariter Partners



Antonio Falcone
Venture Capital and
Private Equity



Leonardo Giagnoni
Investment
Manager
IAG



Antonella Grassigli
Co-Founder & CEO
Doorway srl
Angel Investor IAG



Bill Morrow
Founder
Angels Den



Jari Ognibeni
Co-Founder
Pariter Partners



Rodolfo Quagliuolo
Venture Capital
investor
Kauffman Fellow



Carlo Tassi
CEO B-Engine
Angel Investor IAG



Claudio Zuccolotto
Angel Investor
IAG

Communications, HR, Public Speaking Professionals



Angelo Argento
HR Professional
Stars & Cows



Sara Battistoni
HR Consultant
Stars & Cows



Valentina De Matteo
Innovation and Change
Management Senior
Consultant
Bip - Business Integration
Partners



Mavi Gianni
Actress & Trainer
ZOE Theatres



Maurizio Matrone
Business storytelling
coach
Adacta Consulting



Paola Nobile
National Press Office
Delos

G-Force mentors



Entrepreneurs



Aldo Cocchiglia
Consulting High-Tech
in Health-Care
AC Consulting



Enrico Di Oto
CEO
OaCP



Luca Foresti
CEO
Santagostino
Medical Center



Daniele Gazzola
President, CTO &
Founder
CellDynamics



Chiara Giovenzana
CEO
Binella175



Gabriele Grecchi
CEO
Silk Biomaterials



Marcella Gubitosa
Co-Founder & CEO
Stars & Cows



Marco Mazzone
CEO
Ygoss srl Consulting



Alessandro Rizzoli
Founder
GetConnected



Luca Rossetti
CEO & Founder
D-Orbit

Scholars and scientists



Bernardo Balboni
Contamination Lab
Chief
Unimore



Simone Borsci
Assistant Prof HF &
Cognitive Ergonomics
Twente University



Andrea Cavalli
Coordinator of the PhD
program in Data Science
and Computation
University of Bologna



Simone Ferriani
Entrepreneurship
Professor
University of Bologna



Steve Gedeon
Entrepreneurship Professor
& Angel
Investor
Ryerson University



Davide Golinelli
Surgeon, Specialist in
Hygiene, Epidemiology e
Public health
University of Bologna



Lorenzo Massa
Chair in Corporate
Strategy & Innovation
EPFL



Pasquale Pierimarchi
Chief Scientific
Manager, Institute of
Translational
Pharmacology, CNR



Gianluca Sferrazza
Research Fellow
CNR



Ennio Tasciotti
Scientist in
nanotechnology
and Professor of
Regenerative
Medicine



Matteo Vignoli
Director open
Innovation program
Almacube



Henry Xu
Senior Fellow
The Wharton School

G-Force mentors



Managers



Diego Ardigò
R&d Rare Diseases
Unit Head
Chiesi Group



Michele Barletta
Sales & Marketing
Lead
Sanofi Genzyme



Francesco Bonvicini
Corporate
HR Director
Alfasigma



Filippo Cipriani
Head of Open
Innovation Projects
Sanofi Genzyme



Giulia Falcone
Strategic
Development Director
Rafarm



Giuliana Gavioli
Head of Regulatory
Affairs
B.Braun Avitum Ag



Danilo Mazzara
Strategy Advisor
Open Innovation Lead
Accenture Strategy



Marcella Origgi
Innovation
Ambassador
J&J



Luca Spaccapelo
Head of Opportunity
Evaluation Group
Chiesi Group



Arturo Zanni
Healthcare Expert
Advisor & Mentor

IP, Legal & Business Consultants



Luca Bracchi
Quality Assurance -
Regulatory Affairs
Consultant



Luca Canepa
Executive Management
and Board Roles
LVC Management
Service and Consulting



Matteo Canonico
Associate | Gianni,
Origoni, Grippo,
Cappelli & Partners



Valeria Croce
European Patent
Attorney
Jacobacci & Partners



Federico Dettori
Partner
Gianni, Origoni, Grippo,
Cappelli & Partners



Marco Giacomello
Co-Founder & Head
of Legal Division
Makemark Company



Roberto Pagni
Regional Sales Manager
ACON Laboratories



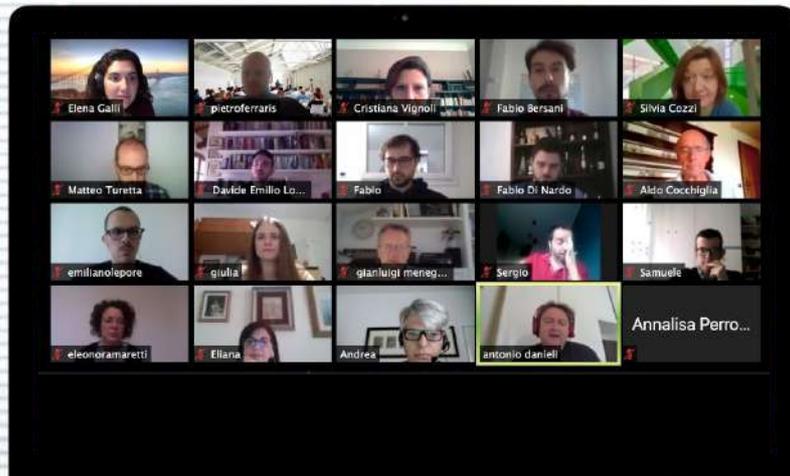
Federica C. Pellegrino
Group Legal
Counsel - Business
Transactions Expert
Chiesi



Giovanni Trombetti
Accountant
Studio Trombetti

Tools and Formats

G-Force 2020



Digital tools have been a key asset during the lockdown. They allowed us to effectively work with startups using different interaction formats and keep them engaged for the entire duration of the acceleration path.

FORMATS



Webinar



One2one mentoring



Roundtable discussions



Interactive workshops



Pitch sessions

TOOLS



Feedbacks by the Startups



"This experience has allowed the startup to test itself and grow in a selective environment. We expected us to be immersed in a network that was relevant to our sector and so it was. In addition to the support of the mentors, the comparison, albeit virtual, with the other teams proved to be very important."

Giulia Guadalupi, CEO & Co-Founder @ Bacfarm



"The experience in the G-Factor program has given us the opportunity to learn more about important aspects of our project with professionals in the various sectors of medtech. G-Factor is certainly a Business Accelerator reality with characteristics of uniqueness because of its "life science" focus within the Italian panorama. After Entrepreneur First, our first investor in Singapore, we are delighted to have joined forces with our second investor G-Factor in Italy to help us bring the GROSSO® implant for keratoconus to market."

Emiliano Lepore, CEO & Co-Founder @ Recornea



"The G-Force acceleration program has provided us with the foundations necessary to enter the twisted business world. The desire to help us young startupperes shown by all the figures who were involved in this program has incredibly impressed us. From this experience, PerFormS has drawn a greater awareness of its limits as well as of the strategic points on which to base its value proposition."

Eleonora Maretti, CEO & Co-Founder @ PerFormS



"During the G-Factor acceleration program we had the opportunity to meet with several high-profile mentors who helped us make the most of the benefits of our project and work on the weak points. From this experience, we bring home an important network of contacts and a great personal and professional growth."

Sergio Occhipinti, CEO @ Nib Biotec



"By joining G-Factor we agreed to question our project, involving the whole team. The credit given to the group has allowed us to broaden the perspective, to have important people to deal with, to adopt techniques of analysis, evaluation, definition and presentation of our proposal to investors, which was our real goal in this phase to be able to effectively achieve our dream. Now we feel safer and convinced that we are moving towards a concrete implementation thanks to the strong positive push we have received, the partners we have acquired and the weapons suitable for our challenges."

Gianluigi Meneghini, CEO @ Lighthouse Biotech



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To receive more information about G-Factor, please write us at info@g-factor.it, visit our website, www.g-factor.it and subscribe to the [newsletter](#).

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