

An aerial photograph of Boston, showing a dense urban skyline with various skyscrapers and buildings. In the foreground, a large, lush green park with many trees and winding paths is visible. The sky is overcast with grey clouds.

Catalyst

Basecamp Boston

Overview Schedule
16–21 March 2025

At a Glance: Basecamp Boston 2025

Sunday 16 th March	Monday 17 th March	Tuesday 18 th March	Wednesday 19 th March	Thursday 20 th March	Friday 21 st March	
Travel and arrival	08:30 – 09:00 Arrival / Registration	08:30 – 09:00 Arrival / Refreshments	08:30 – 09:00 Arrival / Refreshments	08:30 – 09:00 Arrival / Refreshments		
	09:00 – 09:30 Welcome & Programme Overview	09:00 – 10:00 Mentor Meetings	09:00 – 10:00 Grants & Foundations: non-dilutive funding (life science)	09:00 – 10:30 Spinnaker Sales Workshop	09:00-10:00 Debrief with all companies	
	09:30 – 10:00 US Political Update	10:00 – 11:00 Mentor Meetings	09:00 – 10:00 Greentown Labs, CarbonFit			
	10:00 – 11:00 Welcome from CIP, Tim Rowe CEO of CIC, Naomi Berlin, Assistant Secretary for Business Growth	11:00 – 12:00 Mentor Meetings	10:00 – 10:30 Break	10:30 – 12:00 Reimbursement Strategy Workshop (life science) - Sales workshop for non-life science companies with Kent Summers	Meeting spaces are available and CIP/Catalyst Team are available for consultations. Some companies may have customer facing meetings, others can use the time to follow up on opportunities presented to them throughout the week.	
	11:00 – 12:30 Legal Session - Setting up in the US		10:30 – 12:00 FDA Strategy, Tunnell Consulting (life science)			
	12:30 – 13:30 Lunch	12:00 – 13:00 Lunch	12:00 – 13:00 Lunch	12:00 – 13:00 Lunch		
	13:30 – 15:00 CAP Table & Data Room Workshop	13:00 – 14:00 Mentor Meetings	13:00 – 14:00 Mentor Meetings	13:00 – 17:00 Site visits, reimbursement 1-2-1 meetings, and customer facing meetings		
		14:00 – 15:00 Move to 1 Broadway	14:00 – 15:00 Mentor Meetings	14:00 – 15:00 Lab Central Tour (sign up required)		
	15:00 – 15:30 US Hiring & Recruitment	15:00 – 16:00 Investor Roundtable	15:00– 16:00 Mentor Meetings			
	15:30-17:00 Practicalities for US expansion Panel Discussion	16:00 – 16:30 Break	16:00 – 17:00 Mentor Meetings	17:00 – 19:30 Venture Café		
	17:00-19:00 Welcome Reception: Consulate Residence	16:00 ubloquity, Gulfstream meeting	16:30 – 18:00 Cohort Pitches			17:00 – 19:00 Basecamp Boston Mixer networking event
		17:00 Close	18:00 – 18:30 Move to Catalyst Restaurant			
			18:30 – 21:00 Networking Dinner			

Applicable to everyone
 Sector Specific
 Break

Time	Basecamp Boston Sunday 16 th March
N/A	Travel and check-in at hotel
17:00–19:00	<p>Evening Drinks Reception at British Consulate Residence 15 Chestnut Street, Boston MA 02108 (Boston's historic Beacon Hill district near the State House)</p> <p>Join us for an exclusive and engaging drinks reception at the UK Consulate Residence for an evening of networking, knowledge exchange, and collaboration. Dress code smart casual.</p> <ul style="list-style-type: none"> • 17:30 Welcome address from Consul General, David Clay MBE • 17:40 Address from Catalyst's Director of Entrepreneurship, Fiona Bennington • Insights on an entrepreneurial journey in the US from Sharon Cunningham, CEO and co-founder of Shorla Oncology, followed by Networking

Time	Monday 17 th March CIC, 245 Main Street, 3rd Floor
08.30-09.00	Arrival, Registration, Light Breakfast
09.00-09.30	<p>Programme Overview</p> <p>Catalyst will review the week ahead and answer any scheduling questions.</p>
09.30-10.00	<p>US Political Update</p> <p>A discussion led by Alec Scicchitano, Head of Politics, Press & Public Affairs, UK Consulate-General</p>

10.00-11.00	Welcoming Remarks Opening insights from esteemed speakers: <ul style="list-style-type: none"> • Abi Barrow, Cambridge Innovation Partners, • Tim Rowe, CEO of CIC, • Naomi Berlin, Assistant Secretary for Business Growth, Commonwealth of Massachusetts' Executive Office of Economic Development
11.00-12.30	Setting up in the US This session will focus on the legal and tax issues that every company will need to consider, with Mark Fitzgerald, corporate and securities partner from Wilson Sonsini Goodrich & Rosati, and Patrick Munnelly from Arthur Cox.
12.30-13.30	Lunch & Networking
13.30-15.00	Managing your CAP Table & Data Room Kristen Craft, Fidelity Private Shares, is a skilled business strategist, and enthusiastic community builder who has dedicated her career and business school degree to supporting startups. Kristen will share insights into managing your Cap Table and Data Room when raising investment.
15.00-15.30	Compensation for US hires & Recruitment Talent Works' Senior Vice President of North America, Jody Robie, will share insights on how to recruit the best staff for your needs in the US. We will explore effective talent sourcing strategies, retention and culture fit, commensurate salary scales, how to attract top talent and build high performing teams.
15.30-17.00	Practicalities for US expansion Panel Discussion Join Jody Robie from Talent Works, Robert Babine from Eisner Amper (accounting), Dan Goddard from Portal Innovations, & Molly Carey, visa expert from Fragomen Attorneys, as they share essential insights and strategies for navigating the complexities of expanding your business into the US market. Note: Ubloquity has a meeting scheduled with Gulfstream at 4pm
17.00	Close
	Remainder of evening at leisure (See back page for list of recommended restaurants)

Time	Tuesday 18 th March CIC, 245 Main Street, 3rd Floor
08:30-09:00	Arrival & Refreshments
09.00-10:00	Mentor Meeting Slot 1 (click here for mentor schedule)
10.00-11.00	Mentor Meeting Slot 2
11.00-12.00	Mentor Meeting Slot 3
12:00-13:00	Lunch
13.00-14.00	Mentor Meeting Slot 4
14.00-15.00	Change Venue to CIC, 1 Broadway, Asuncion Room, 3rd floor
15.00-16.00	Investor Roundtable <p>The roundtable discussions will provide an overview of the US investing landscape, highlighting key factors that influence investment decisions. Sector specific VCs will share their own perspectives, giving insights into their investment focus areas and the rationale behind their investment strategies. Investors include:</p> <ul style="list-style-type: none"> • Amanda Chen, Vertex Ventures • Gorka Fius, Dreavent Capital • Fei Shen, Boehringer Ingelheim Venture Fund • Karl Ruping, IncTANK Ventures
16.00-16.30	Break
16.30-18.00	Cohort Pitches <p>Basecamp Boston companies will pitch to an audience of mentors, KOLs, and stakeholders. We have allotted 5 minutes per presentation with 4 minutes for Q&A and allowing a 1 minute turnaround between pitches.</p> <p>Order of pitches:</p> <ul style="list-style-type: none"> • ARC Regulatory Ltd. • Carbonfit Limited • Eolas Medical • eXRt Intelligent Healthcare • BDIC MedTech Ltd (formerly Galvani TECH) • Gran Lab Ltd • Respiratory Analytics Ltd • Saltroad Ltd • ubloquity • VascVersa Ltd

18.00-18.30	Change venue to Catalyst Restaurant , 300 Technology Square, Cambridge
18.30-21.00	Networking Dinner <ul style="list-style-type: none"> • 18.30-19.15 Networking Reception, 30 second company intros • 19:15 Catalyst Welcoming Remarks • 19.30-21:00 Seated Dinner

Time	Wednesday 19 th March CIC, 245 Main Street, 3 rd Floor
08:30-09:00	Arrival & Light Breakfast
09.00-10:00	Grants & Foundations: non-dilutive funding in the US Discover valuable funding opportunities as Laura Hales from Isis Group and Robert Gottlieb of Cambridge Innovation Partners discuss strategies for securing non-dilutive financing in the life sciences sector. Note: CarbonFit has a meeting scheduled at Greentown Labs at 9am
10.00-10.30	Break
10:30-12:00	FDA Clinical Strategy Workshop Melissa Allensworth and Don Ashbrook from Tunnell Consulting will host discussions on clinical strategy and operations in the US for medtech and therapeutic companies.
12:00-13:00	Lunch
13.00-14.00	Mentor Meeting Slot 1 (click here for mentor schedule)
14.00-15.00	Mentor Meeting Slot 2
15.00-16.00	Mentor Meeting Slot 3
16.00-17.00	Mentor Meeting Slot 4
17.00-19.00	Basecamp Boston Mixer This networking session connects you with experienced professional service providers and stakeholders essential for your success in the US market.
	Remainder of evening at leisure (See back page for list of recommended restaurants)

Time	Thursday 20 th March CIC, 245 Main Street, 3rd Floor
08.30-09.00	Arrival & Light Breakfast
09:00 – 10:30	Product Market Fit & GTM Strategies Workshop This workshop will look at customer prospecting, product market fit for the US market, Ideal Customer Personas, building your sales channel, and expert sales tactics with Michael Levinger from Spinnaker Sales Group . Even if you are pre-revenue the customer prospecting for Primary Market Research will still hold value.
10:30 – 12:00	Reimbursement Strategy Workshop Join Ed Berger from Larchmont Group for an in-depth workshop focused on developing effective reimbursement strategies to optimize financial outcomes in the healthcare sector. Note: Kent Summers from Spinnakers Sales Group will continue the Sales Strategies Workshop with Saltroad & Ubloquity during this session.
12:00 – 13:00	Lunch
13.00-17.00	Site visits, 1-2-1 follow up reimbursement meetings with Ed Berger, and customer facing meetings For the afternoon of the last programmed day, we have tried to set customer meetings for some of the cohort through our engagement with invest NI and Spinnaker Sales Group. If we have not scheduled meetings for you, participants have the option to set your own meetings or attend site visits to organisations that have relevance to your sector. Please check the Thurs/Fri Customer Meetings Tab in the Mentor Schedule Google Sheet.
17.00-19.30	Venture Café @ CIC

Friday 21 st March: Non-Programmed Day
<p>9am Debrief for all companies to get feedback from the week. Some companies may have customer facing meetings, others can use the time to follow up on opportunities presented to them throughout the week.</p> <p>Meeting spaces are available at CIC 1 Broadway, and CIP/Catalyst Staff are available for consultations.</p>

Restaurants for Evenings at Leisure

There are more than 30 restaurants in walking distance from Kendall Sq and the CIC venue. We have compiled the following for your consideration:

- Russell House Tavern - <https://russellhousecambridge.com/>
- Miracle of Science Bar + Grill - <https://miracleofscience.us/>
- Sulmona - <https://sulmonacambridge.com/>
- Pepper Sky's - <https://www.pepper-skys.com/>
- Catalyst Restaurant - <https://www.catalystrestaurant.com/>
- 730 Tavern, Kitchen & Patio - <https://730tavern.com/>
- Glass House - <https://www.glasshousecambridge.com/>
- The Mad Monkfish - <https://www.themadmonkfish.com/>
- Roxy's Grilled Cheese & Burgers (Hamburger/Grilled Cheese Restaurant however, they have an arcade attached offering a unique experience) - <https://www.roxysgrilledcheese.com/cambridge-arcade>
- Flour, 190 Massachusetts Avenue, Cambridge, MA 02139 - <https://www.flourbakery.com/>
- Soloniki Greek, 181 Massachusetts Ave. Cambridge, MA 02139 - <https://www.salonikigreek.com/locations>
- Naco Taco - <https://www.nacocentral.com/location/naco-taco/>
- Shy Bird - <https://www.shybird.com/location/shy-bird-kendall-square/>
- Althea - <https://www.altheacentralsq.com> (in your hotel)
- Viale - <https://www.vialecambridge.com>
- Row 34 - <https://www.row34.com/cambridge/>
- Batifol - <https://www.batifolcambridge.com>
- Fuji - <https://www.fujiatkendall.com>
- Sumaio Hunan Kitchen - <https://www.sumiaohunan.com>
- Saigon Babylon - <https://resy.com/cities/cambridge-ma/venues/saigon-babylon?date=2024-05-29&seats=2> (on the rooftop of Sonder hotel)

And for Ice Cream.... Toscanini's - <https://tosci.com/flavors/>