

Catalyzing Innovations in Biofabrication:

From Concept to Commercialization with ARMI

At the heart of the **ARMI BioFab Startup Lab** lies a unique opportunity for emerging companies. Supported by a grant from the U.S. Economic Development Administration, the ARMI BioFab Startup Lab acts as a catalyst for nascent companies, propelling them towards transforming biofabrication research into tangible products, both regenerative therapies and enabling technologies.

Removing the Barriers to Market Success

If you're developing a regenerative therapy or an enabling technology, the BioFab Startup Lab can leverage the wrap-around support of ARMI's manufacturing, regulatory, standards and business resources to position your company to scale. Whether it's developing your IND or validating and scaling your manufacturing technology across various cell- and tissue-based therapies, our bespoke approach will help identify and overcome barriers to reach maximum impact.

A Confluence of Expertise

When you're accepted to the BioFab Startup Program, you enter a partnership with experts committed to your success. Within the ARMI BioFab Startup Lab, you'll find a dynamic confluence of industry experts, visionary mentors, and passionate entrepreneurs. This rich ecosystem - bolstered by the expertise of ARMI's nearly 200 members and manufacturing infrastructure - provides an unparalleled opportunity to exchange knowledge, learn from experienced minds, and develop your biofabrication innovations for the marketplace.

From Lab to Market

It's not just about ideas; it's about execution. We're committed to helping guide your technology from its early concept to real clinical impact. With resources tailored to your needs, you'll be equipped to navigate the intricacies of the biofabrication landscape and steer your company towards sustained success.





As a valued partner in the ARMI BioFab Startup Lab, your company gains access to a comprehensive suite of support services specifically designed to accelerate your journey from innovation to commercialization.

Business Essentials, Simplified: We understand the complexities of running a startup. That's why we offer a suite of essential back-office support services, ranging from accounting and legal counsel to HR guidance, website development, and strategic marketing – all tailored to unburden you from administrative concerns so you can focus on your innovation.

Guiding Your Funding Path: Whether you have a funding strategy or need help developing one, our experts can help. For those seeking non-dilutive funding, navigating the intricacies of SBIR/STTR funding can be daunting. Through UNHInnovation's FOSTER initiative, seasoned coaches will provide you with expert guidance, enhancing your chances of securing critical funding for your biofabrication endeavors.

Expanded Access to Investors and Funders: Investors are quickly learning that companies partnered with ARMI have an advantage - collaborations that mitigate the risk to market. Forge valuable connections within our investor network, unlocking opportunities for partnerships and funding that propel your company forward.

Crafting Your Market Strategy: Entering the market requires meticulous planning. Our experts will collaborate with you to formulate a comprehensive market entry strategy and reimbursement approach, ensuring that your innovation not only reaches the market but thrives within it.

Milestones and Beyond: Regulatory and reimbursement hurdles are a part of the journey. We'll be with you every step of the way, providing phase-appropriate regulatory and quality control guidance through crucial milestones to ensure compliance as you progress towards market readiness.

Tapping into Expertise: In the ARMI BioFab Startup Lab, you're not alone. Benefit from our partnership with ARMI | BioFabUSA – a reservoir of technical and scientific knowledge in regenerative medicine and biomanufacturing technology to enrich and refine your innovations.

Workspace for Growth: Establish your base at our co-working space in Manchester, NH – a federal HUB and Opportunity zone. Prioritize your growth within a conducive environment that fosters collaboration and innovation and provides access to talent you need to expand.

Pathways to Promotion: Gain preferential access to marketing and promotional opportunities at conferences and with potential partners, enhancing your visibility within the biofabrication ecosystem.

Showcased Excellence: Be in the spotlight at the BioFab Investment Summit showcase, where your innovative strides will be featured, attracting attention from investors, collaborators, and stakeholders.

Affordable Advantages: Access discounted fee-for-services within ARMI | BioFabUSA, maximizing your resources while availing world-class facilities and expertise.



Let's collaborate and innovate together.

Contact us today at startuplab@armiusa.org

Modeled on and partnered with the renowned NIH-funded DRIVEN Accelerator Hub, the BioFab Startup Lab is built on a foundation of proven success and expertise. Benefit from a proven track record in propelling startups to market.

WHO WE ARE

The Advanced Regenerative Manufacturing Institute (ARMI) is a membership-based, non-profit organization. The Department of Defense awarded ARMI more than \$100 million in grants to operate BioFabUSA. BioFabUSA is a public-private partnership with more than 200 members, including companies, academic institutions and not-for-profit organizations working to manufacture cells, tissues and organs.