

Accounting horsepower for early-stage life science companies

We help venture-backed life science companies develop audacious ideas and change the world.

How?

By taking a ton of finance and accounting strain off their shoulders.

The essential facts

- Established in 2012 by veteran Bay Area life science pros
- A strategic partner for venture-backed companies
- Everything an accounting department in a large company does
- Sophisticated accounting, not book-keeping
- Systems, processes and controls that grow as you do

An ultra-efficient business engine

- Cloud-based systems, proven processes and seasoned specialists
- We can handle everything, from your AP processing to SEC reporting
- Be prepared for your next board, banker or management meeting, funding round or annual audit:
GAAP-financials; actionable management and venture reports; monthly closings, with full account reconciliations; annual budgets, with periodic updates
- Compliance, including:
Delaware franchise tax, statement of information, business licensing, sales and use tax reporting

Services you need, when you need them

These are the typical services and levels of service growing companies need. We start with these, then adapt to them to your specific situation.

| CFO-Level advisory | Incubator/Early Stage | | | | | | Development | | | | | | Commercialization | | | | | | Growth & Change | | | | | |
|--|-----------------------|---|---|---|---|---|-------------|---|---|---|---|---|-------------------|---|---|---|---|---|-----------------|---|---|---|--|--|
| Strategic CFO assistance | | ● | ● | ● | ● | | ● | ● | ● | ● | ● | ● | ● | ● | ● | | | | | | | | | |
| Bank and equity financing | | ● | ● | ● | ● | | ● | ● | ● | ● | ● | ● | ● | ● | ● | | | | | | | | | |
| Board of director reports | | ● | ● | ● | ● | | ● | ● | ● | ● | ● | ● | ● | ● | ● | | | | | | | | | |
| Budgets and forecasts | | | ● | ● | ● | | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | | | | | |
| Outsourced Accounting | | | | | | | | | | | | | | | | | | | | | | | | |
| Management and GAAP reporting | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | | | | | |
| Project accounting and reporting | | | | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | | | | | |
| General ledger maintenance | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | | | | | |
| Fixed asset maintenance | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | | | | | |
| Payroll and human resources | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | | | | | |
| Customer invoicing & accounts receivable | | | | | | | | | | | | | ● | ● | ● | ● | ● | ● | | ● | ● | ● | | |
| Process company credit cards | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | | |
| Process vendor invoices and payments | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | | |
| Other Services | | | | | | | | | | | | | | | | | | | | | | | | |
| Business compliance | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | | | | | |
| Stock administration | | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | | | | | |
| Income tax support | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | | | | | |
| SEC reporting | | | | | | | | ● | ● | ● | | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | | |

Selected life science clients

💰 = IPO supported by Engine Room

3-V Biosciences

AcelRx Pharmaceuticals (ACRX) 💰

Achaogen (AKAO) 💰

Aerin Medical

Annexon Biosciences

Avalanche Biotechnologies (AAVL) 💰

Bolt Biotherapeutics

CapsoVision

Circuit Therapeutics

Coherus (CHRS) 💰

Cytokinetics (CYTK) 💰

E-Scape Bio

Intarcia Therapeutics

Meissa Vaccines

MyoKardia (MYOK) 💰

NeuroVia

Nevro (NVRO) 💰

Soleno Therapeutics (SLNO) 💰

Synthego

Tempest Therapeutics

TranscripTx

Versartis (VSAR) 💰

Vium

VCs who fund our clients

- Kleiner Perkins
- Lux Capital
- Menlo Ventures
- NEA
- Novartis Ventures
- Versant Ventures
- WI Harper Group

Six reasons to partner with us

- Talent start-ups can't typically afford
- A complete F&A team, with specialists in every critical role
- Turn-key processes, and cloud-based F&A systems
- High-level counsel — without the cost of a full-time CFO
- Life science specialization
- The level of support you need, at every stage of your growth

Engine Room Management

**ENGINE
ROOM**

Mike Rose

- 30 years in F&A for public and private companies
- Part-time CFO for many biotech and pharmaceutical companies
- Has helped dozens of young biotechs grow and gain funding
- Hands-on expertise in general accounting, tax and SEC reporting, forecasting, budgeting and planning
- Also business finance, including IPOs, mergers and private placements, and IT department management, system planning and implementation

Carole-Lynn Glass

- 30 years in senior management and finance reporting
- Experience in international financial management, mergers acquisitions and divestiture
- Expert in designing and implementing scalable processes and systems, specialist in IPO readiness
- Past financial exec with start-ups and large publics, from pre-revenue to \$300MM
- Diverse background in life science, hardware, software, consumer goods and professional services

Mark Delane

- 30 years consulting on IT and finance transformation
- Retired principal of Deloitte Consulting in SF
- Led Deloitte's Oracle and IT practices
- With Deloitte and as independent consultant, has helped biotech and tech companies design, develop and implement major systems