

Shared Labs: A Guide for Founders & CEOs

The Capital-Efficient Path for Emerging Biotechs

Freeing Founders & CEOs to focus on their science and scale their businesses

The Challenge: Lab Setup for Emerging Companies

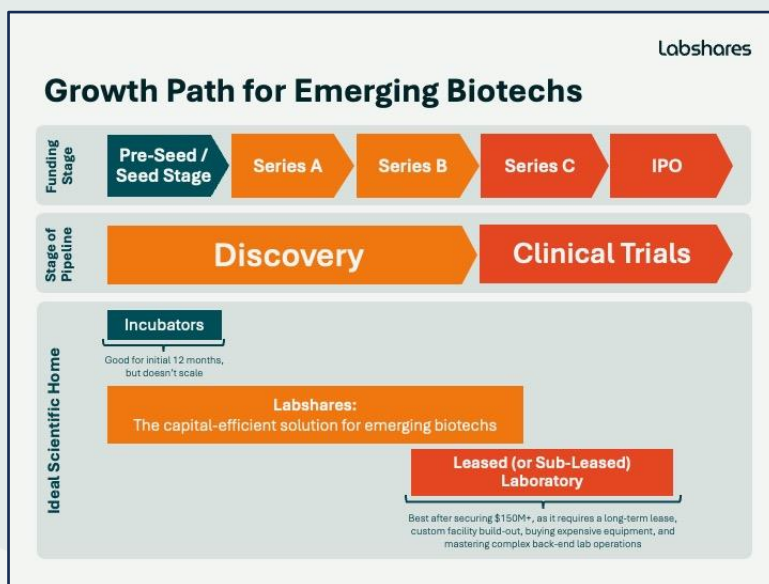
Emerging biotech and life science companies face steep hurdles in establishing laboratory operations. **Incubators** can be a solution for a company's first 12 months, but incubators don't allow companies to seamlessly scale from Seed through Series A, B, and C funding. Alternatively, **traditional laboratory leases** (or sub-leases) demand long-term commitments, significant capital investment, and specialized operational expertise—costly distractions from scientific progress.

For founders and CEOs, the pressure to hit scientific milestones and secure the next round of funding is immense. Managing laboratory operations—from setup to ongoing maintenance—takes valuable time and energy away from advancing your science and driving your company forward.

The Solution: Why Shared Labs Are the Smart Choice for Founders & CEOs

Shared laboratories have emerged as the preferred solution for emerging biotechs, offering flexibility, scalability, and cost transparency. They eliminate the need to shoulder heavy upfront investments in lab space, equipment, and operational services.

- **Technical Expertise and Operational Support:**
 - Handle the operational complexities, from lab safety to equipment calibration, allowing you to focus on achieving your milestones.
 - Companies can be up and running within days of signing a contract.
- **Flexibility and Scalability:**
 - From as little as 6-month commitments to long-term partnerships, you can start small with a single bench, and scale seamlessly to a private suite (small, medium, or large) as your science progresses and the company grows.
 - Avoid the costly and disruptive process of moving your lab multiple times.
- **Capital Efficiency:**
 - Bundled pricing includes space, equipment, and lab services, significantly reducing hidden costs like taxes, utilities, and maintenance fees.



Labshares: Designed with Founders & CEOs in Mind

Labshares is built to support the needs of Founders and CEOs who want to focus on science and growth without operational distractions.

- **Exceptional Customer Satisfaction:**
 - 80% of members give Labshares their highest possible marks.
 - Labshares' community-driven environment helps you attract and retain talent and expand your biotech ecosystem network.
- **World-Class Lab Equipment:**
 - Access more than \$7M worth of cutting-edge laboratory equipment.
 - 99%+ equipment uptime ensures employee productivity, process efficiency, and the ability to hit milestones without delay.
- **Deep Operational Support:**
 - Labshares' experienced team is your partner to handle all back-end lab ops.
 - A proven onboarding process ensures companies can hit the ground running, providing members with equipment training and daily lab support.
- **Transparent & Trustworthy:**
 - Some shared labs impose hidden, layered fees: a fee for lab space, another fee for team members, a third for desk usage, and sometimes even equipment usage fees
 - Labshares pricing is straightforward. One all-inclusive rate covers lab space, equipment, and essential services—no hidden fees.
- **Convenient Location:**
 - Located in Newton, MA, Labshares combines proximity to Boston with ample free parking and avoids Kendall Square's logistical hassles.
 - Unlike some incubators, Labshares welcomes visitors, making it convenient for meetings with investors and key strategic partners.

After spending a year evaluating more than 20 shared labs and sublease options, one customer ultimately chose Labshares for its unmatched value, pointing to the breadth of equipment, quality of services, and modern facilities as the best they had seen.

Trusted by Founders & CEOs

Labshares, one of the oldest and most experienced shared lab operators, has been home to over 80 innovative biotech companies. Known for its capital efficiency, world-class equipment, and scalability, Labshares has earned its reputation as the go-to shared laboratory for life science companies.

Founders & CEOs: Focus on What Matters Most

Let Labshares handle the operational challenges so you can dedicate your time to advancing your science and scaling your company. Visit [Labshares.com](https://labshares.com) to learn more about how we can support your growth.

Appendix A: Cost Comparison

To understand the true cost of operating a lab, below is a cost analysis that compares (A) the total cost for a laboratory sublease, including rent, equipment and lab services, and (B) the total cost for a shared laboratory.

	All-In Cost for a Biotech with 2-4 FTEs		All-In Cost for a Biotech with 10-15 FTEs	
	Sublease (Micro)	Labshares Benches	Sublease (Small)	Labshares Private Suite
1. Lab space rental				
Square footage (1)	2,000	Included	6,500	Included
Rent per sq. ft	\$80.00	Included	\$80.00	Included
Taxes + Utilities + CAM fees	\$25.00	Included	\$25.00	Included
Annual rent expense (2)	\$210,000	Included	\$682,500	Included
2. Laboratory Equipment				
Lab Equipment (total price)	\$510,800	Included	\$792,400	Included
Annual cost of 3-year equipment lease (3)	\$187,293	Included	\$290,547	Included
3. Back-End Laboratory Services				
Annual cost of lab services and personnel	\$269,700	Included	\$593,250	Included
Total Annual All-In Cost	\$666,993	\$153,000	\$1,566,297	\$570,000

(1) Finding attractive sublease space under 10k sq. ft. is challenging.
 (2) No build-out costs assumed for sublease option.
 (3) Includes 7% annual financing for lab equipment lease.

Labshares' all-inclusive model saves 60–70% vs. subleases. You know exactly what you'll pay, no surprises.

Question: "What's one piece of advice you'd offer to biotech CEOs today?"

Answer: "I'm telling every company: **Don't build cathedrals!** Be nimble and flexible, both with your space and with hiring. That's the way forward in this environment."

- Camille Samuels, biotech VC at Venrock, 2024