



CASE STUDY

Dan Lane is the founder of ValidateLabs, a University Spinout from the University of Leicester supporting clinical laboratories.



"We saw tangible business growth due to the dedicated focus and support from the FundingHero Accelerator."

FOUNDER: DAN LANE
COMPANY: VALIDATELABS

Business stage: Pre-Seed
Funding target: £150k

PROGRAMME NEEDS

- **Wanted to understand all facets of fundraising as it wasn't covered during academic training.**
- **Sought clarity on the best fundraising route for a business at our stage and size.**
- **Needed help demystifying business jargon and understanding the fundraising ecosystem.**

BENEFITS

- **Gained significant confidence in communicating the company's equity story.**
- **Felt prepared and empowered to speak to investors and stakeholders without hesitation.**
- **Found the programme to be a perfect progression after a more general accelerator, helping transition from setup to growth strategy.**



AT A GLANCE HIGHLIGHTS

- **Benefited from expert guest sessions including IP clinics, legal expertise and commercialisation advice.**
- **Appreciated the weekly structure, which provided a consistent routine while balancing academic responsibilities.**
- **Saw tangible business growth due to dedicated focus and support from the programme.**

WHAT'S NEXT?

"We're moving away from relying solely on grants. We've realised that equity funding is the right route to take our business forward which can now approach with thanks to our stronger grasp on the investment landscape, refined messaging, and clearer strategy."

