

# FLC 2017 MID-ATLANTIC REGIONAL MEETING

## Entrepreneurs in Residence

**RICH BENDIS, PRESIDENT & CEO**

**BIOHEALTH INNOVATION**

**NOVEMBER 14, 2017**

**THE UNIVERSITIES AT SHADY GROVE**



# **BIOHEALTH INNOVATION (BHI) IS A COMMERCIALIZATION INTERMEDIARY**

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Public-Private partnership to enable and promote progression of commercially relevant technologies

- Global reach with local focus

## **Three main focus areas**

- Support Maryland based Institutions that include federal labs, research performing institutions and small businesses
- Support funding and access to funding for commercially relevant life science companies
- Build a community of current and future biotech talent in the region (includes NIH staff)

# ACCESSING RESOURCES WITHIN BHI PARTNERS

## Private Sector



## Government



## Academia



## NGOs



# UNIQUE ACCESS TO BHI BOARD

Private Sector



ALEXANDRIA



GlaxoSmithKline



Government Academia NGOs



# WHO ARE THE BHI ENTREPRENEURS- IN-RESIDENCE (EIR)S

## EIRs have:

- **Product development experience**
- **Investment experience that encompasses technology diligence**
- **Fund raising experience**
- **Operational experience running a company**



Ken Malone

@ University of  
Maryland  
Serial Entrepreneur  
Angel Investor



Albine Martin

@ John's Hopkins  
University  
25+ years of industry  
experience



Ethel Rubin

Medtronic  
BioFortis  
CSA Biomedical



Steve Wolpe

Genetics  
Institute (Pfizer)  
WellStat/IGEN  
Multiple Startups



Luis Gutierrez

Covance  
Inovalon  
Aptiv Solutions  
Theranostics Health



Anthony Saleh

Former NCI  
Mimetas &  
Mirecule CEO

# **SUMMARY OF NIH OUTCOMES**

## **What has been accomplished so far**

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- **Built Public-Private Partnerships through outreach**
- **Shaped extramural initiatives with focus on outcomes**
- **Facilitated product development for intramural investigators**
- **Supported marketing and licensing of intramural technologies (TTOs)**
- **Provided advice, perspectives and connections on commercialization focused efforts**

# SELECT EXAMPLES OF A BHI-EIR WITHIN NCATS!

## Supporting Marketing, Licensing and Outreach of intramural investigators and technologies

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- Introductions to “appropriate” licensees (small and large business)

## Building partnerships with investors and industry to supporting existing NCATS Programs such as TRND, BrIDGs, R&D Day and Discovering New Tx Uses

- Bringing in “high-value” projects where immediate impact is realized
- Supporting R&D day through mentorship, coaching and outreach (previous experience)
- Leveraging existing NCATS expertise to “showcase” products under development

## Intermediary for existing initiatives that require product development, investment and commercialization expertise

- Screen projects across initiatives through a commercialization focused lens to select, foster and exit appropriate projects
- Intermediary for Pfizer-CTI & CTSA programs to align industry, academic and government agendas thus ensuring sustainable programs

## Building out new programs by building public-private partnerships

- Device track build out with the help of Medtronic, Sorin, Edwards and Boston Scientific

# **BUILDING PUBLIC-PRIVATE PARTNERSHIPS**

## **NIH Centers for Accelerate Innovation (NCAI) and Reach**

- Conducted industry listening session to provide recommendations for program that were implemented within 1 year
- Brought in 11 industry partners (see next slide)
- Expanded program to all 27 NIH IC's via REACH program
- To date, conducted diligence and provided feedback to over 100 technologies which have spun out 13 companies and gone on to raise over \$50M follow on funding

## **Established collaborations between NIH and Industry through outreach**

- Medimmune/AstaZeneca has a MOU with NHLBI
- Quest has a relationship working with division on diagnostic related efforts (invited us to Quest for a site visit)
- United Therapeutics are working on multiple fronts
- Roche is building collaborations with NIH through its relationship with BHI

## **Brought in potential “funders” for NIH programs**

- Relationship with philanthropic ventures, eg: between NHLBI and Broadview Ventures
- New Alliance being formed by Office of Director, OER, with Angel Capital Association
- New VC panel presence in national venues

# **BRINGING A COMMERCIAL PERSPECTIVE ON EXTRAMURAL INITIATIVES**

## **NIH Centers for Accelerated Innovations**

- Run two working groups (Partnership and Licensing WG, Technology Review Committee)

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- Continuously shaping the program to achieve better outcomes
- Building relationships with individuals at institute to understand the NHLBI mission and buying into it

## **Supported multiple investor forums for NIH funded companies and academics**

- **NCATS R&D Day, 6 NHLBI Regional Innovation conferences & NINDS NIO through a contract**
- Mentored and advised the companies on pitched to investors
- Brought in investors and stakeholder into the room
- Brought in a commercial perspective on commercial viability of products

## **Supporting other product development / translational focused programs within NHLBI's 4 extramural divisions**

- CADET. VITA, etc.

# BUILDING INDUSTRY-GOVERNMENT-ACADEMIC PARTNERSHIP WORKSHOP (BIGAPW)

NAME	ORGANIZATION	POSITION
Bethany Mancilla	Amgen	Executive Director, Transactions, External Research & Development
Noel Harvey	Becton Dickinson	VP Research and Development
Anya Schiess	Cardinal Health	Vice President, Strategy & Business Development
Mickey Kim	MedImmune	Director, Partnering & Strategy, Global Partnerships
Sanjeev Munshi	Merck	Director, Business Development & Licensing
Gabriele Proetzel	Takeda	Associate Director, Takeda New Frontier Science
Bruce Harris	Roche Pharmaceuticals	Director, Academic Relations and Collaborations
Rahul Kakkar	AstraZeneca	Director, Emerging Innovations
David Knapp	Boston Scientific	Vice President, Corporate Research
Kuldeep Neote	Johnson & Johnson	Senior Director, J&J Innovation Center – Boston
Matthew Birdsall	Medtronic	Senior Director of R&D



# **FACILITATED PRODUCT DEVELOPMENT FOR INTRAMURAL INVESTIGATORS**

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## **NHLBI**

- **Dr. Alan Remaley with apo-C2 peptide therapeutic for dyslipidemia (Corvidia)**
- **Dr. Robert Lederman with medical device development for heart valve (J&J, Mehr Medical)**
- **Dr. Stewart Levine with apo-a1 peptide therapeutic for asthma (J&J, Medimmune)**

## **NINDS**

- **Dr. Dorian McGavern with brain delivery device for large and small molecule therapeutics (Takeda, Boston Scientific)**

# **SUPPORTED MARKETING AND LICENSING OF INTRAMURAL TECHNOLOGIES**

## **Resource for OTT to**

- **Identify appropriate licensees**
- **Identify if a technology should be patented (commercial diligence, member of TRG and TEAC)**
- **Identify if a technology is ready to be licensed**

## **Diligence on over 200+ intramural technologies**

**Facilitated the licensing of over 10+ technologies in a 2 year window by showcasing the technology and bringing the right partners**

- **Not just involved in licensing but also working with the companies to ensure appropriate product development**
- **Magnifygen (IRA Paston labs), PKM2 inhibitor (Craig Thomas NCATS), etc.**

**Provided opinions on NOT to patent a technology and thus saving patenting budgets**

# BHI Contact

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