

# My Bio•Biz Experience



Work History highlights  
from my “About” page

# Bioscience Business Development Work History

CDx  
Precision  
Health Care



Northwestern INVO/TTP  
Innovation & New Ventures Office  
Technology Transfer Program



Bio-Com  
International

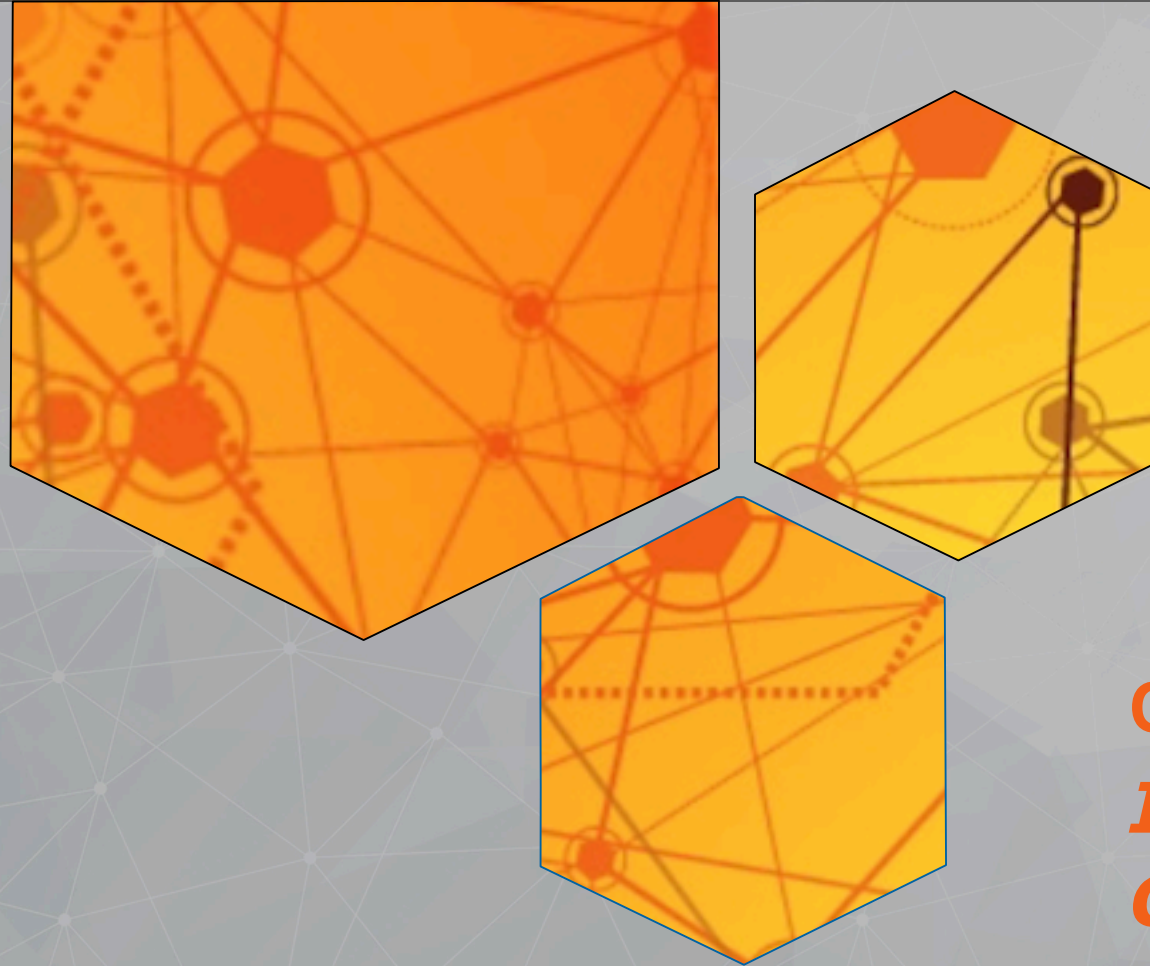


Moto Life Sciences

ACLARA  
BioSciences



Pangene Corporation



# Catapulting *I*nnovation to *C*ommercialization



# CDx Precision Health

Propelling patient care from the genomics  
research lab bench to the patient's bedside







# CDx Precision Health

Bio•Business Development

Better **Biz Dev**  
deals by splitting  
**\$250 M savings**  
for CDx **stratified**-  
clinical trials

To prevent pharmaceutical bullying,  
analyzed **pharmaco-economics**  
for omics-**CDx** test providers to →

**LEVEL**  
THE PLAYING FIELD

# Bio•Biz Dev Experience

CDx  
Precision  
Health

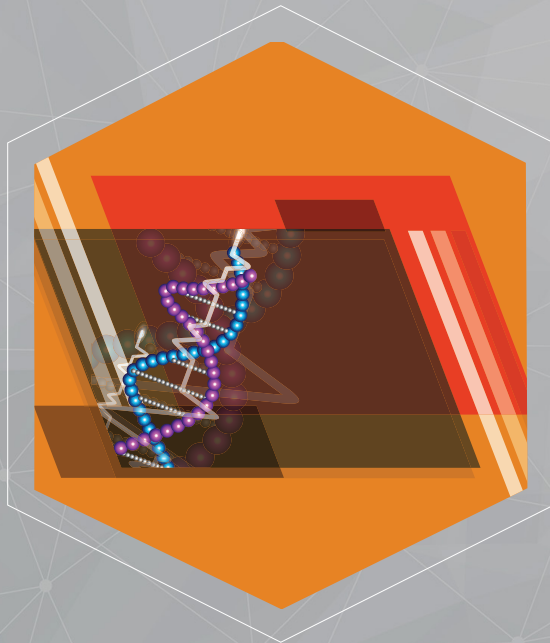
Health Economics &  
Outcomes Research  
(HEOR)-led negotiations  
maximize Biz Dev results  
for biomolecular Dx Co's

Bio-Com  
International



Life  
Sciences





# Bio-Com International

Catalyzing ***I**nnovation to **C**ommercialization*  
via new product roadmapping, competitive  
landscaping, and Return on Investment (ROI)  
analysis employing financial Real Options

# Bio-Com International

Strategic Business Development

Navigated corporate cross-functional **silo** communication challenges:



Multi-Lingual



*I*<sub>2</sub>*C* Assessment



ROI Valuation

**Translated Bio•*I*<sub>2</sub>*C* value to be > \$65 million**

# Bio•Biz Dev Experience

CDx  
Precision  
Health

Health Economics &  
Outcomes Research  
(HEOR)-led negotiations  
maximize Biz Dev results  
for biomolecular Dx Co's

Bio-Com  
International

Strategic roadmapping  
& resource allocation  
methods contributed to  
value creation + a boost  
to the financial bottom line

Life  
Sciences





## MLS eSensor

Commercializing genomic tools  
to enable tomorrow's treatments  
that are powered by multi-plexed  
electro-analytical DNA detection



Financial Forecasting



Creative Problem Solving



Collaborative Partnering



# MLS eSensor

Biotoools • Business Development

Addressed seemingly  
insurmountable  
licensing issue:

**Negotiated** multi-million  
dollars of **cost savings**  
to access biomarker IP





## MLS CodeLink

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Productizing innovative platforms  
that link the promise of genomics to  
practical pharma drug development  
solutions for the benefit of patients

# MLS CodeLink

Biotoools Business Development

Won   
*BRAVO!*  
Award

Championed *Gx/Rx*-discovery  
initiative, created biz-plan, closed **BD** deal

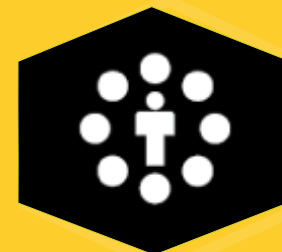
Strategic Roadmapping + Execution



Pipeline  
Planning



Platform  
Positioning



Project  
Marshaling

# Bio•Biz Dev Experience

• A Track Record of Spearheading **I<sub>2</sub>C** Success



# My Business Development Hats



**Planning**

—  
Strategist



**Prospecting**

—  
Explorer



**Appraising**

—  
Judge

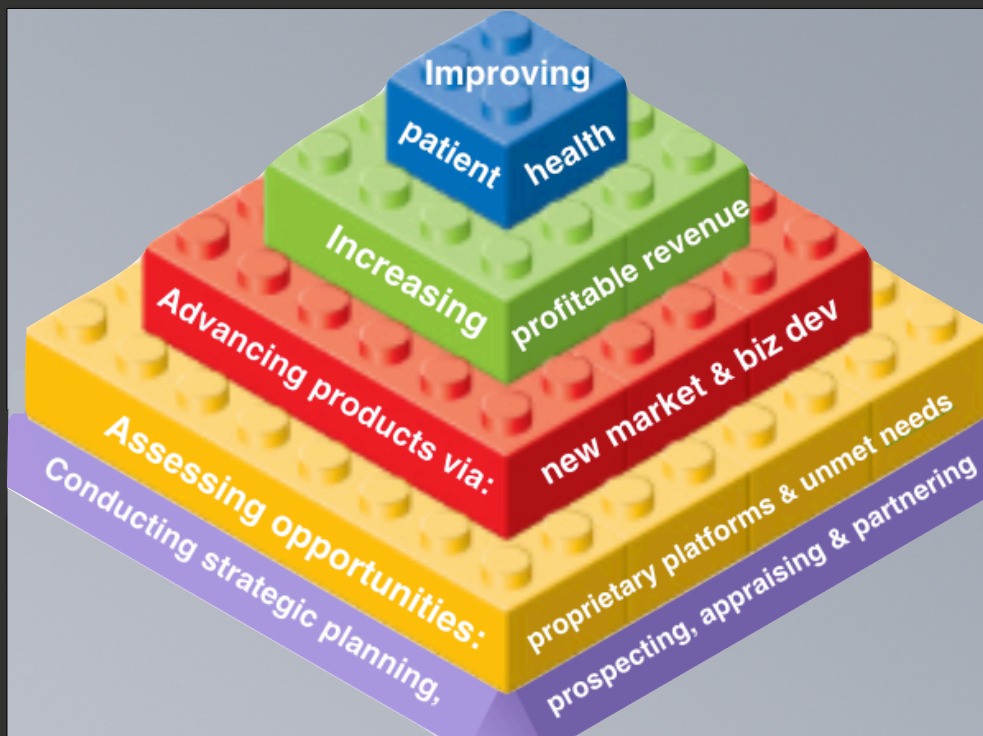


**Partnering**

—  
Warrior

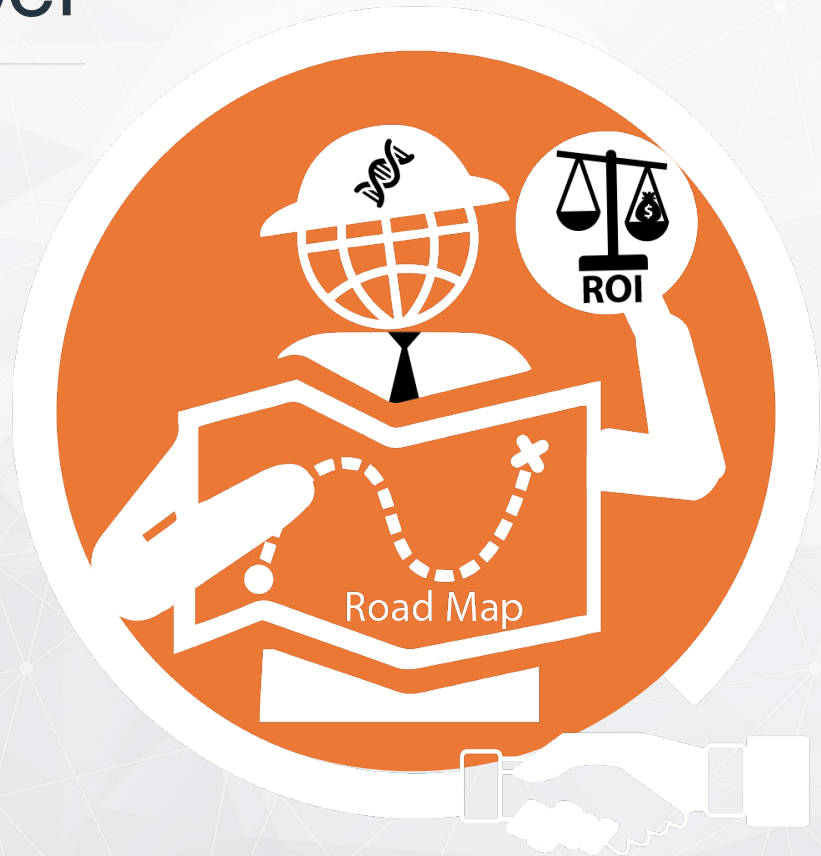
# Boosting Bio • Biz Building

- Optimizing commercial outcomes & creating value



# Bio • Business Developer

Connecting  
omics • **I<sub>2</sub>C** dots  
that others may miss



# My Bio•Biz Experience

