Biomedical Entrepreneurship Program

The year-long Biomedical Entrepreneurship Program begins in the fall, with additional project-based learning opportunities offered in the spring.

Courses and workshops are led by Sadhana M. Chitale, PhD, MBA, Senior Director, Life Sciences/Technology Transfer, Technology Opportunities and Ventures (TOV), with guest faculty, investors, and entrepreneurs delivering lectures and leading case study discussions.

For more information, email Dr. Chitale at sadhana.chitale@nyulangone.org.

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Fall Course: Introduction to Biomedical Entrepreneurship - Foundations of Biomedical Startups

Great ideas have little impact if you keep them to yourself, but taking them to the next level can be daunting. Luckily, the I**ntroduction to Biomedical Entrepreneurship** course is here to help! The course will teach you what it takes to take novel ideas and turn them into marketable drugs, devices, and digital health solutions. Participants will have a chance to learn from, and interact with, leaders in relevant fields and start building a support system to help along the way.

All members of the NYU Langone and NYU community are invited to join.

Click here to register.

Course Details

Course Director:
Dr. Sadhana Chitale
Senior Director, Life Sciences & Technology Transfer
Technology Opportunities and Ventures

Prerequisites:
None

Credits Allocated:
3 credits

Dates and Time:
Thursdays, 5:00 – 7:30 PM, September 4, 2025 to December 11, 2025

Location:
Translational Research Building, Room 120, 227 East 30th Street.This course is not being offered virtually, and no recordings are being made.

For those taking the class for credit, please register at the above link and also through your respective course registration portals:

Albert/Vilcek:
BMSC-GA 4535

NYUSOM:
Course ID: 237250, Class Number: 2040

For those wishing to apply credits towards their Undergrad, Masters or M. Phil degrees, please have a written confirmation from your advisors that credits from this course could be applied towards your degree requirements before registering for the course.

Course Objective

This course will provide an introduction to Biomedical Entrepreneurship, with a special focus on the commercialization of academic discoveries and inventions, and the entrepreneurial journey of scientist-entrepreneurs. Through a variety of reading materials, lectures, and case studies presented by guest speakers, participants will gain an understanding of the requirements for launching and building a new venture in the complex and highly regulated life sciences industry, and of the special challenges related to long timelines, reimbursement, globalization, etc.

Requirements and Deliverables

Performance will be assessed and taken into consideration in acceptance decisions for follow-on courses in the Biomedical Entrepreneurship Program. We have recruited a roster of some very experienced speakers and hope that all participants will respect the speakers' time by being engaged and actively participating in the discussions.

Evaluation:

Student grades will be based on:

- Class participation: 80%
- Homework assignments: 20% elevator pitch

Basis of Grade Determination:

Pass/Fail

Course Books

Note: Participants will be given a hard copy of each book on the first day of class.
Research to Revenue: A Practical Guide to University Start-Ups, Don Rose, Cam Patterson

The Founder's Dilemmas: Anticipating and Avoiding the Pitfalls That Can Sink a Startup, Noam Wasserman

Course Schedule

All classes are held from 5:00 PM to 7:30 PM. Attendance Sheets will need to be signed in to record attendance.

Week	Date	Topics	Guest Lecturers
1	September 4	General introduction class and entrepreneur interview	Speaker - Marc Sedam
2	September 11	The healthcare/life sciences industry - an overview	Ed Saltzman
3	September 18	Evaluating the market opportunity	Danielle Lewis Steven Smith
4	September 25	Licensing IP – How to work with the technology transfer office	Abram Goldfinger
5	October 2	Intellectual property basics Patent 101 How this works at NYU	Shilpa Patel
6	October 9	*Commercializing* medical devices	Brooke Huang
7	October 16	Building the team	Michal Gilon Yanai
8	October 23	From clinical practice to CEO of a biotech public company: Lessons learned along the way (Francois Nader) Entrepreneurial Strategy (Deepak Hegde)	Francois Nader / Deepak Hegde
9	October 30	Critical legal issues every startup must know	Irina Vainberg Joe Walsh
10	November 6	Digital health	Hassan Naqvi
11	November 13	The process for bringing a therapeutic to market (technical, clinical and business aspects)	Gaspar Taroncher-Oldenberg Stevin Zorn
12	November 20	Budgeting in a startup	Loren Busby
13	December 4	Understanding valuation/dilution	Loren Busby

14	December 11	Panel discussion: Being an entrepreneur Elevator pitch by students	Moderator: Frank Rimalovski Panelists: Sid Angle

Syllabus and Suggested Readings

September 4

Marc Sedam - Class intro and discussion

- How does the entrepreneurial process start?
- What are the main challenges you face in making the transition from academia or clinical practice?
- What does it take to be an entrepreneur? Can it be taught?

Reading:

- https://www.ctsi.ucla.edu/researcher-resources/files/view/docs/EGBS4_Kolchinsky.pdf
- https://ecrcommunity.plos.org/2016/12/07/how-to-transition-to-a-biotech-startup-after-your-phd/
- **Research to Revenue: A Practical Guide to University Start-Ups** / Don Rose, Cam Patterson – chapters 1&2.

September 11

Ed Saltzman - The healthcare/life sciences industry – an overview

This class will introduce the business side of Life Sciences – how the industry is structured, and how different stakeholders interact to make it work. The following questions and more will be addressed:

- What are the main characteristics of the industry?
- What are its main verticals?
- What are some special challenges in launching a business in this industry?
- How do different stakeholders in the system interact, specifically with regard to new products and ventures?

September 18

Daniel Marra and Steven Smith - Evaluating the market opportunity

Why and for whom we are launching a new venture to develop new products or services? We will address the following questions, among others:

- What is the difference between market risk and technology risk?
- How do we perform a market assessment?
    - How do we find out who our target customer is?
    - How do we take into account the uniqueness of the healthcare system, where the customer is a complex entity, and the buyer is not necessarily the user?
    - What is the problem that our customer needs to solve, and is it significant? Are customers currently paying or willing to pay for a solution to this problem?
    - Is the market big enough to make it worth pursuing?
    - Is it competitive? What current solutions exist to the customer's problem?

Reading:

- Research to Revenue: A Practical Guide to University Start-Ups / Don Rose, Cam Patterson (p127-135)
- Examples of Pharmaceutical Market Research Analysis https://smallbusiness.chron.com/examples-pharmaceutical-market-research-analysis-79360.html
- Pharma's first-to-market advantage https://www.mckinsey.com/industries/pharmaceuticals-and-medical-products/our-insights/pharmas-first-to-market-advantage
- https://www.sba.gov/business-guide/plan-your-business/market-research-competitive-analysis
- https://seraf-investor.com/compass/article/room-run-startup-uniqueness-competition (not biomedical specific but still pertinent)
- https://www.coursera.org/lecture/pharma-medical-device-innovations/4-2-1-medical-device-device-competitor-analysis-0mQQ1 (medical device-focused course)

September 25

Abram Goldfinger - Partnering with NYU Technology Opportunities & Ventures (Tech Transfer)

- Protecting and licensing IP – a key resource of a new venture based on academic research. How is IP protected? How does the process of licensing IP work, what are the typical terms, what are some potential challenges/conflicts and what can be done to avoid them?

- "The alphabet soup of agreements - What you need to know about the paperwork your institution requires when disclosing and commercializing your research."

Reading:

- The alphabet soup of agreements; What you need to know about the paperwork your institution requires when disclosing and commercializing your research. Sadhana Chitale, Colm Lawler & Scott Macfarlane (https://www.nature.com/articles/nbt.4088)

- Closing the deal; A checklist for negotiating robust licensing agreements. Sadhana Chitale, Colm Lawler & Scott Macfarlane (https://www.nature.com/articles/nbt.3687)

- Licensing lessons learned: If I knew then what I know now, technology transfer professionals stress the importance of communication, staying informed, and having flexible expectations. Sadhana Chitale, Colm Lawler & Scott Macfarlane (https://www.nature.com/articles/nbt.2551)

- So you want to start a biotech company; Sadhana Chitale, Colm Lawler & Arthur Klausner (https://www.nature.com/articles/s41587-022-01239-9.pdf?origin=ppub)

- Research to Revenue: A Practical Guide to University Start-Ups / Don Rose, Cam Patterson (p. 34-43, 121-127)

October 2

Shilpa Patel - Intellectual property basics

Reading:

- https://www.universitylabpartners.org/blog/what-are-patents-and-how-do-they-work-in-biotechnology
- https://www.science.org/content/article/how-battle-lines-over-crispr-were-drawn

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October 9

Brooke Huang - The process for bringing a medical device to market (technical, clinical, and business aspects)

- The timeline and product development stages
- De-risking milestones
- Key decision points
- Regulatory requirements and process/pathways
- The required resources
- GTM strategy
- Monetization (revenue models) and exit strategies

Reading:

- https://www.physicianleaders.org/news/turning-eureka-moment-marketed-medical-device
- https://www.sciencedirect.com/science/article/pii/B9780128155851000267
- https://www.fda.gov/medical-devices/device-advice-comprehensive-regulatory-assistance/how-study-and-market-your-device
- https://starfishmedical.com/blog/medical-commercialization-lessons-learned/
- https://infomeddnews.com/medical-device-commercialization-challenges/
- podcasts: https://blog.feedspot.com/medical_device_podcasts/

- https://www.biot-med.com/resources/best-10-medical-device-podcasts
- https://www.youtube.com/watch?v=Xr1P4Dvp9Bg
- https://www.youtube.com/watch?v=4mgJVFN8Nso (annoying background music in above video- but good pointers)
- https://www.youtube.com/watch?v=Bo32YaOaAAA (FDA process)

October 16

Michal Gilon-Yanai - Team creation

Team building: What skills are necessary to perform the company's core activities? What are your strengths and weaknesses as a founder? Who should you partner with, and what are some common risks? What skills and traits should you look for in team-members? What is a balanced team? How many founders should there be?

Reading:

- https://www.primary.vc/firstedition/posts/building-the-foundations-of-startup-team-culture/
- https://carta.com/learn/startups/founding-team/
- https://www.labiotech.eu/expert-advice/biotechnology-management-team/

October 23

Francois Nader and Deepak Hegde - Entrepreneurial strategy

This session will introduce participants to decision-making in a business context. In particular, we will focus on the following, in light of learning about the "three main pillars" of the business (market, product, and team):

- Reaching a "Go/No-go" decision - should you execute? Is there a market opportunity worth pursuing, and are you well-positioned to pursue it?
- If you've decided to execute, what should be your strategy with regard to the following?
    - The type of product/company you will build?
    - The beachhead market – who and where?

- The technology you will develop
- Who you will compete with?
- Milestones and decision points
- Potential partners
- Assessing personal and team strengths and capabilities, and addressing weaknesses

Reading:

- Foundations of Entrepreneurial Strategy / Joshua S. Gans, Scott Stern, Jane Wu
- The Entrepreneur's Purpose – How EY Entrepreneur of the Year Award Winners
- Outperform and Outlast the Competition / Harvard Business Review Analytic Services.

October 30

Irina Vainberg and Joe Walsh - Legal issues faced by startups

- https://www.forbes.com/sites/allbusiness/2020/02/01/legal-mistakes-made-by-startups/#69cfab3622a6
- https://www.ycombinator.com/documents/
- http://startup-port.com/references/documents-all-founders-must-have/
- https://www.youtube.com/watch?v=tAMpx98cTbQ (venture capital 101)
- https://alejandrocremades.com/sources-of-startup-funding/
- Research to Revenue: A Practical Guide to University Start-Ups / Don Rose, Cam Patterson (103-112, 164-177)

November 6

Hassan Naqvi - Commercializing digital health technologies

Reading:

- https://www.zdnet.com/article/what-is-digital-health/
- https://www.analyticssteps.com/blogs/what-digital-health-everything-you-need-know

- https://www.coursera.org/articles/digital-health
- https://www.fda.gov/medical-devices/digital-health-center-excellence/what-digital-health
- https://medtechfounder.com/get-started-in-digital-health/
- https://www.forbes.com/sites/forbestechcouncil/2021/06/01/commercializing-digital-health-trading-on-a-dynamic-data-marketplace/?sh=37612ad36f5c
- https://www.mckinsey.com/industries/life-sciences/our-insights/digital-health-an-opportunity-to-advance-health-equity
- https://www.asianhhm.com/information-technology/commercialisation-of-digital-health

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November 13

Gaspar Taroncher Oldenberg and Stevin Zorn - The process for bringing a therapeutic to market (technical, clinical, and business aspects)

- The timeline and product development stages
- De-risking milestones
- Key Decision Points
- Regulatory requirements and process/pathways
- The required resources
- Monetization (reimbursement) and exit strategies
- GTM strategy

Reading:

- https://endpts.com/special/new-approaches-to-accelerating-and-de-risking-early-drug-development/
- https://www.ddw-online.com/business/p149556-innovate-while-derisking-drug-development:-yes-we-can!.html
- https://www.researchgate.net/publication/51438784_De-risking_drug_discovery_with_ADDME_-_Avoiding_Drug_Development_Mistakes_Early
- https://www.youtube.com/watch?v=CaWK2M7Opvw - Drug Discovery talk by Bill Zamboni.
- Research to Revenue: A Practical Guide to University Start-Ups / Don Rose, Cam Patterson (p. 192-199)

November 20

Loren Busby - Budgeting in a startup

Estimating realistic startup costs is one of the key elements of the financial plans of any startup. Understanding what it will take to start your business can help you secure loans and attract investors, estimate profits, identify potential tax deductions, conduct breakeven analyses. Many people underestimate startup costs and start their business in a haphazard, unplanned way. This can work in the short term, but it is usually much more difficult to maintain.

Every single industry and business requires vastly different expenses, which means there's no simple formula for calculating startup costs. This session will help you understand how to make an educated guess that accurately reflects the needs of your business.

Reading

- **Research to Revenue: A Practical Guide to University Start-Ups** / Don Rose, Cam Patterson (p.157-168)

December 4

Loren Busby - Sources of funding and understanding valuation and dilution

How do different types of investors think about an investment opportunity? What kind of securities and contracts do they offer? How should a company decide what is a "good deal"? this session will introduce you to the challenges and pitfalls of financing new enterprises. You will learn the basic tools for valuating companies, including a very basic level understanding of discounted cashflow analysis in Excel and understanding how to apply this model to your entrepreneurial venture. You will then learn how valuation works with different types of securities that investors use to finance startups, from bank loans to venture capital to angel investing.

Reading:

- https://tangelo.co/insights/blog/how-to-make-a-cap-table
- https://blog.adioma.com/how-startup-valuation-works-infographic/
- https://www.youtube.com/watch?v=uoGGi1ZDink
- **Research to Revenue: A Practical Guide to University Start-Ups** / Don Rose, Cam Patterson (p. 169-192)

December 11

2-4 min (will depend on class size) Elevator pitch & entrepreneur's panel led by Frank Rimalovski

Elevator Pitch: 50 pts, 5 criteria for grading (10 pts each critera): Ability to grab attention/set the hook, well defined problem/pain and solution, market, ability of team to succeed, and desire to find out more about this venture. Prize for top pitcher.

Speaker Bios (in order of appearance)

Marc Sedam (Sept 4)

Marc Sedam, Vice President, Technology Opportunities & Ventures, New York University and NYU Langone Health. Marc is responsible for the commercialization enterprise across NYU's $1bn research enterprise, including its #2 ranked medical school and #3 ranked healthcare system, for one of the top performing tech transfer offices in the US. NYU regularly ranks in the top 10 nationally for license income and startup formation, and recently hired the first full-time equity research analyst in a tech transfer office to support startup formation. Marc also operates NYU Langone Health's $25MM in-house venture fund dedicated to accelerating startup success.

Prior to joining NYU, Marc ran the innovation enterprise at the University of New Hampshire where he achieve a #6 ranking in innovation impact amongst mid-sized universities, founded its entrepreneurship center, was PI of the I-Corps Site, and built an internationally-recognized program in the commercialization of digital and creative works. During COVID Marc helped build and operate UNH's COVID testing lab from scratch, going from concept to CLIA certification in 100 days, which at its peak tested over 25,000 samples/week across the state of New Hampshire.

Marc has also served as AUTM Chair, VP and COO of Qualyst (a UNC-Chapel Hill startup), an advisor to Ferocity Capital, and is currently the co-President of the New York Intellectual Property Alliance. He holds a BS in biochemistry from UNH and an MBA from UNC-Chapel Hill.

Ed Saltzman (Sept 11)

Ed Saltzman is President and Founder of Defined Health, a leading strategic business development advisory firm serving senior executives in pharma, biotech and investment sectors. Leveraging 25+ years of experience consulting for biopharma companies, he provides guidance to Defined Health's senior project leadership who work with clients across multiple therapeutic areas. Ed is an in-demand speaker on industry issues and has been recognized widely as an early "spotter" of key trends that go on to have significant impact within the life sciences industry, especially as these pertain to the licensing and business development field. He notably coined the term "Proof of Relevance," to describe indisputable demonstration of clinical and economic value in drug development. He is a recent recipient of the LES Frank Barnes Mentoring Award for his contributions to education in the life sciences sector. Ed is an advisor to the Israel Biotech Fund, and a member of the Licensing Executives Society (LES) and the New York Pharma Forum. He is a graduate of New York University

Danielle Marra, MS, MBA (Sept 18)

As a Principal with Cello Health BioConsulting, Danielle leads projects focused on market access strategy, opportunity assessments, therapeutic area growth strategy, identification and evaluation of partnering opportunities, and asset valuation. She heads the antibiotic practice and co-leads the autoimmune and inflammatory practice at CHBC; however, her experience spans the therapeutic landscape.

Prior to joining Cello Health BioConsulting in 2011, Danielle was a Scientist in the Bioanalytical Development group at an emerging biotech company in New Jersey where she was responsible for the design, development, and validation of a number of immuno- and cell-based assays for use in preclinical and early phase clinical studies for metabolic and autoimmune bone diseases. Danielle was also involved in performing competitive intelligence for the Business Development team to identify potential partners for licensing, as well as competitors in the peptide therapeutic space.

Danielle received a Master's Degree in Cell and Developmental Biology and an MBA with concentrations in Pharmaceutical Management and Marketing from Rutgers University. Her Masters research focused on the NAD-dependent deacetylase, sirtuin-1, and its activity in colon, breast, and pancreatic cancer. She holds a B.S. in Biology from The College of New Jersey.

Steven G. Smith, PhD (Sept 18)

Steven is a life sciences senior consultant who has been with Cello Health BioConsulting since January 2017. He co-leads the gastroenterology practice at CHBC, but also has experience in a wide range of therapeutic areas, including hepatology, dermatology, and autoimmune and inflammatory diseases. Steven has been a part of many opportunity assessments, therapeutic landscape evaluations, and company strategy projects during his time with the firm.

Prior to joining Cello Health BioConsulting, Steven earned his PhD in Biomedical Sciences from the Icahn School of Medicine at Mount Sinai, where he conducted medicinal chemistry research in a laboratory focused on epigenetic drug discovery. His work resulted in numerous peer-reviewed publications, including research articles, reviews, and book chapters.

While in graduate school, Steven interned with a biotechnology company that helped academic entrepreneurs translate their technologies into clinical-stage programs. He also interned with a venture capital firm, evaluating early-stage opportunities in the life sciences industry. Prior to graduate school, Steven received his BS in Biochemistry from Tufts University.

Steven is a member of the American Chemical Society (ACS), the New York Academy of Sciences (NYAS), and the American Association for the Advancement of Science (AAAS). At Cello Health BioConsulting, Steven looks to continue to use his scientific expertise to help clients position their products to have the greatest possible impact on patient health.

Shilpa Patel (Sept 25)

Shilpa is the Director of Intellectual Property at NYU Technology Opportunities and Ventures. She is a registered patent agent and graduate of Fordham Law School

Abram Goldfinger (Oct 2)

Abram Goldfinger is the Executive Director of the Office of Industrial Liaison at New York University, which is responsible for the commercialization of university technologies. He has been involved in academic technology transfer for more than 20 years, and has negotiated over 700 license agreements with industry and helped to form over 100 university spin-off companies. Prior to joining NYU, he served as the Director of Technology Transfer at Thomas Jefferson University, an academic medical center in Philadelphia. He has been involved in research and development in both industry and academia, including work at the MIT Artificial Intelligence Laboratory, Raytheon Company's Advanced Systems Laboratory, and several startup companies. He has also provided consulting to large and small companies and venture capital firms, regarding market analysis, technology assessment, and business plan development. Abram received a B.S. in electrical engineering from MIT and an MBA from the Wharton School. He has also passed the patent bar exam and is registered to practice before the U.S. Patent and Trademark Office.

Brooke Huang (Oct 9)

Brooke Huang, PharmD, is a commercial biopharma and medtech executive with a unique combination of medical, clinical and commercial expertise. As SVP of Global Product and Portfolio Strategy at Novocure, Brooke established the company's first long-term strategic and commercialization plans to maximize the commercial potential of its innovative medical device to treat cancer to over $600 million in revenue. Her strategic foresight and planning prepared the organization for the successful global launch of four oncology indications, and she delivered growth across markets leading the accelerated launch in glioblastoma. Brooke's experience includes leadership roles at Daiichi Sankyo and Sanofi in medical affairs, lifecycle management and US and global marketing roles. She is currently providing consulting expertise as Founder of BioMed Architects LLC for portfolio optimization, global commercialization & operational support in rare disease, oncology & bioelectronic medicine.

Michal Gilon-Yanai (Oct 16)

Michal Gilon-Yanai is venture partner at 2 lanterns and has been the founder and director of entrepreneurship programs in three academic institutions in the US and in Israel, most recently at the NYU school of medicine. Through this work, she has developed a keen understanding of technology and science commercialization, and has supported dozens of innovators and entrepreneurs for nearly two decades. Michal began her career at a healthcare IT startup where she filled several roles, finally serving as director of global marketing and member of the company's management team. During this time, she gained valuable experience in addressing many challenges facing startup companies. Eager to share this knowledge, she became the

founding executive director of the MBA Innovation & Entrepreneurship track at IDC, Israel in 2010. Between 2014-2016, Michal managed two programs at MIT's entrepreneurship center, and in her most recent role she developed and headed the NYU Biomedical Entrepreneurship Program. In this capacity, she taught core topics in venture creation, recruited world class guest speakers and industry sponsors, and was awarded an NIH-NIDDK grant to support the program. Michal has served as a mentor and judge in multiple startup acceleration programs, and in 2011 she played a critical role in launching the MassChallenge Israel program, joining its advisory board for several years.

Michal served in the IDF Intelligence corps, received computer science and law degrees from Tel Aviv University, and earned her MBA from the MIT Sloan School of Management in 2007.

Francois Nader (Oct 23)

Dr. Francois Nader is currently the chair of Acceleron Pharma and a leading value builder in the biopharma industry. He was president, CEO, and executive director of NPS Pharma from 2008 to 2015, when the company was acquired by Shire for $5.2B. Dr. Nader transformed NPS Pharma into a leading global biotechnology company focused on delivering innovative therapies to patients with rare diseases. Dr. Nader currently serves as chair of the board of directors of Acceleron Pharma (NASDAQ: XLRN) and board director of Advanced Accelerator Applications (NASDAQ: AAAP), Clementia Pharmaceuticals, and ArRETT Neurosciences.

Deepak Hegde (Oct 23)

Deepak Hegde's research focuses on entrepreneurship and innovation. He studies how entrepreneurs and inventors in science and technology-based industries overcome the challenges associated with commercializing their ideas. His work has been published in journals such as Science, Journal of Finance, Management Science, Organization Science, Journal of Law & Economics, and Research Policy. He is a recipient of the Kauffman Faculty Fellowship for entrepreneurship research and the Thomas Alva Edison Fellowship awarded by the U.S. Patent and Trademark Office.

Professor Hegde teaches MBA courses on Competitive Strategy, Corporate Strategy and Entrepreneurship and coordinates a PhD course on innovation. He was named one of the world's best 40 under 40 business school professors by Poets & Quants.

Prior to joining Stern's Management and Organizations department in 2010, Professor Hegde had worked at Bosch, a large technology-based German company, and Abt Associates, a research and consulting firm for the U.S. government and business sectors. He earned his B.E. in Industrial Engineering with distinction from the Mysore University, M.S. in Public Policy from the Georgia Institute of Technology, and Ph.D. in Business Administration from the University of California, Berkeley.

Irina Vainberg (Oct 30)

Irina Vainberg is an Attorney at Troutman Pepper Locke and represents U.S. and foreign clients in patent prosecution, client counseling, and strategic patent portfolio development, opinions, due diligence, and freedom-to-operate studies. She also advises on licensing and collaboration agreements in the fields of biotechnology and pharmaceuticals. Irina's clients include universities, large corporations, and biotech startup companies. She has extensive research experience in biochemistry, cell biology, molecular biology, and genetics. Irina's patent experience includes immunology, microbiology, virology, neurobiology, transgenic plant technologies, and pharmaceutical and cosmetic formulations. In addition to her J.D., Irina earned her Ph.D. in cell biology and biochemistry. She is a registered patent attorney with the U.S. Patent and Trademark Office. She is fluent in Russian.

Joe Walsh (Oct 30)

Joe Walsh is an attorney at Troutman Pepper Locke. Joe's areas of practice include corporate finance and mergers and acquisitions. He has represented issuers and underwriters in a broad range of securities law and corporate finance matters, including initial public offerings (IPOs), secondary offerings of equity, and convertible securities, offerings of high-yield and investment-grade debt, shelf registrations and Rule 144A offerings. Joe has extensive experience in alternative financing techniques, such as confidentially marketed public offerings (CMPOs), registered direct offerings (RDs), private investments in public equity (PIPEs), and reverse mergers.Joe has particular experience advising issuers, underwriters, and investors on the IPOs of special purpose acquisition companies (SPACs), as well as SPACs, target companies, and investors in de-SPAC business combination transactions. With respect to mergers and acquisitions, Joe has significant experience representing both buyers and sellers in public and private transactions. He also advises clients with respect to general corporate and securities compliance and reporting matters.

Hassan Naqvi (Nov 6)

Hassan is currently leading Global Digital Health Strategy within the Oncology Business Unit at AstraZeneca.

With 15 years of experience in managing commercialization of novel technologies, Hassan brings a wealth of knowledge and experience to this role.

Previously, Hassan was Director of Corporate Partnerships at Johns Hopkins University where he focused on managing and commercializing technologies as well as building research collaborations in the life sciences and medical device arenas. Prior to JHU, Hassan was leading commercialization efforts in healthcare IT, imaging, therapeutics, diagnostics as well as for the Vanderbilt Vaccine Center at Vanderbilt University. Prior to joining Vanderbilt, Hassan was at Cleveland Clinic Innovations managing technologies in the life science and medical device spaces.

Hassan currently serves in several advisory roles to industry organizations such as BIO and AUTM (Association of University Technology Managers). A member of the program committee

for the BIO International Convention, Hassan focuses on digital health programming for the meeting. Hassan has also led the Annual Meeting programing committee for the AUTM Annual Meeting Hassan is also a Certified Licensing Professional (CLP) and has served as part of the Ethics and Appeals Committee at CLP.

Gaspar Taroncher-Oldenburg (Nov 13)

Gaspar Taroncher-Oldenburg is the director of Therapeutics Alliances. A versatile innovation leader in biotech/biopharma with a knack for facilitating the transition of basic science to commercial implementation, Dr. Taroncher-Oldenburg was a consultant to Fortune 500 companies, academic and research institutions, and foundations worldwide for the past nine years. Prior to becoming a consultant, he was the founding and managing editor of Nature's SciBX: Science-Business eXchange, a publication that bridged the translational divide by providing in-depth analysis of the scientific, clinical, and commercial context for the latest discoveries in the life sciences. Before launching SciBX in 2008, Dr. Taroncher-Oldenburg was a scientific editor of Nature Biotechnology and conducted research and taught at Princeton University, MIT, and Tufts University. Dr. Taroncher-Oldenburg holds a PhD from MIT and the Woods Hole Oceanographic Institution and a first degree in biology from the Universidad Autónoma in Madrid, Spain.

As director of Therapeutics Alliances, Dr. Taroncher-Oldenburg develops strategies to mobilize therapeutic innovation happening at NYU's School of Medicine in close collaboration with the school's faculty, other internal stakeholders, and external partners.

Steven Zorn (Nov 13)

Dr. Zorn has more than 27 years drug discovery, drug development experience across a broad range of neuro and psychiatric disorders and across the whole value chain for drug discovery and development. Dr. Zorn has a successful track record of leading a global therapeutic area and site business units of diverse, innovative scientists to conceive of, rigorously advance and enthusiastically prosecute a pipeline of novel druggable ideas through each phase of discovery and also through clinical development.

In conjunction with his responsibilities as President and CEO of MindImmune Therapeutics, Inc., Dr. Zorn is a Ryan Research Professor of Neuroscience at the University of Rhode Island.

Most recently, Dr. Zorn was Executive Vice President and head of Neuroscience Research for Lundbeck's Research Site in the USA, Lundbeck Research USA, board member for Lundbeck Research USA and Executive Scientist in Residence at Lundbeck LLC, Deerfield, IL. He has been a member of Lundbeck's Global Research Committee, Development Committee, R&D Management group, the R&D Executive Committee and US Management Group. He conceived of and built one of the first Neuroinflammation Disease Biology Units in the industry. There he established a talented group of scientists that brought together disciplines of Immunology, Inflammation and Neuroscience to capitalize on the recently growing knowledge base showing the relationship between Neuroinflammation and CNS diseases to advance new approaches for

the treatment of mental illness. He has been a member of the National Academies of Sciences, Engineering and Medicine's Forum on Neuroscience and Nervous System Disorders, The NIMH Biomarker Consortium and PHRMA's Biomedical Advisory Committee.

Loren Busby (Nov 20 and Dec 4)

Ms. Busby is President of Cresco Advisors where she serves as a venture partner to fund managers as well as a business advisor to portfolio companies. She currently works with several technology businesses operating at the intersection of artificial intelligence and healthcare as well as life science tools companies. She is also a co-founder of Life Science Vendor Expo, a conference series providing entrepreneurs with educational workshops that address some of their operating challenges. She has over two decades of experience in VC and was "one of the 6%," referring to the exclusive group of female investment professionals. She was a Partner at NGN Capital, a transatlantic, healthcare fund where she invested in healthcare IT companies and participated in deals in the therapeutics and medical device sectors. Ms. Busby joined NGN Capital from Walden Capital Partners, which invested in the technology, manufacturing and distribution industries. In the mid-1990s, Ms. Busby worked at Princeton University's endowment on its alternative asset portfolio. She began her career at Venture Economics and Thomson Financial, which at the time published the venerable Venture Capital Journal. From 2005-2009, Ms. Busby was a leader of CFA Society of New York's Alternative Investments Committee, which had 450 members. She is a Chartered Financial Analyst and also earned an M.B.A. from Columbia University as a McCain Scholar and a B.S. from Central Connecticut State University.

Frank Rimalovski (Dec 11)

Frank heads the Entrepreneurial Institute and is the Managing Director of the NYU Innovation Venture Fund which invests in early-stage NYU startups. He is a member of the national teaching team for the National Science Foundation's I-Corps program and an Adjunct Faculty at the NYU School of Engineering. He has been a venture capitalist for over 15 years.