

# ACS Entrepreneurial Summit 2014



**ACS**  
Chemistry for Life™

**DAY 2** Tuesday, October 14, 2014

National Education Association Auditorium  
1201 16th Street, NW, Washington, DC 20036

**7:00 – 8:30 am**

## Registration and Continental Breakfast

NEA Auditorium Atrium

**8:30 – 8:40 am**

## Welcoming Remarks

ACS's Executive Director & CEO, Madeleine Jacobs, will open the Summit with welcoming remarks.

**8:40 - 9:30 am**

## Getting Funded: Traditional v. Alternative Sources of Capital

ACS's Innovation Counsel and Administrator to the ACS Entrepreneurial Resources Center, Kenneth Polk, will interview experts in two different types of funding. Dr. Mark Vreeke will discuss co-founding the Chemical Angel Network and his experiences with the challenges entrepreneurs face as they navigate investment discussions. Scott Popma will discuss alternative financing trends such as crowd funding.

### **Scott J. Popma, Founder, Ballast IP Capital Group**

Mr. Popma is the founder of Ballast IP Capital Group and former partner at Finnegan, Henderson, Farabow, Garrett & Dunner, LLP's Washington, DC office. He is an industry leader on issues surrounding the intersection of intellectual property law and emerging technologies and advises clients on a wide variety of IP legal issues including licensing, crowdfunding, crowdsourcing, litigation strategy and monetization.

### **Dr. Mark Vreeke, Co-Founder, Chemical Angel Network**

Dr. Vreeke is a cofounder of the Chemical Angel Network, which brings together entrepreneurs and investors who are working on growing companies with a strong chemistry component. The Network casts a wide net that encompasses the areas for measurement, manufacturing and materials. Vreeke's specialties are in the broad areas of medical devices/diagnostics, information technology and energy transportation.

**9:30 – 10:30 am**

## Innovation Spotlight: DuPont

### **Dr. William Provine, Director, Science & Technology External Affairs, DuPont**

Dr. Provine is currently the Director of Science & Technology External Affairs at DuPont. In this role, he has responsibility for defining strategic direction for DuPont programs with external collaborators and stakeholders including governments, other companies, universities, non-profit organizations and the public sector at large. External to DuPont, Dr. Provine has served on a diverse set of advisory boards including those giving oversight to science centers, energy institutes, U.S. government agencies, non-profit organizations and international organizations.

**10:30 – 11:00 am**

## BREAK & NETWORKING

NEA Auditorium Atrium



**ACS Entrepreneurial Resources Center**  
▶ Empower ▶ Develop ▶ Showcase

11:00 am – 12:00 pm

## Managing Risk & Opportunity: Partners Ready to Assist

The panel will show you how to maintain a successful business while minimizing your professional and business liability risks. Whether you consult occasionally, have your own full-time business or are just beginning to think about a getting into business for yourself, this panel will offer practical information from which all chemical business professionals can benefit.

*Moderator:* **Dr. Dennis Chamot, Member of the Board of Trustees, Group Insurance Plans for ACS Members**

Dr. Chamot recently retired as Associate Executive Director of the Division on Engineering and Physical Systems of the National Research Council. He served as a member of the Board of Directors of the American Chemical Society for ten years and is a Fellow of the ACS and of the American Association for the Advancement of Science (AAAS).

*Panelist:* **Henry Cifuentes, Vice President, Hays Companies, Program Administrator/Underwriter for the ACS Professional Liability Insurance Program**

Mr. Cifuentes has 13 years of Underwriting, Risk Management and Affinity Program underwriting and development experience across many professional service industries including environmental, health & safety, technology, life sciences, accounting, legal, and engineering.

*Panelist:* **Mr. William Henson, Senior Sales Representative, The Hartford**

Mr. Henson has been working in the insurance industry for nearly 14 years. Drawing upon his current role with The Hartford, Mr. Henson will describe the new commercial insurance plans that protect your business.

*Panelist:* **Richard Kissel, Partner, Kissel Hirsch & Wilmer, LLP, Claims Attorney for the ACS Professional Liability Plan for Lloyd's of London**

Mr. Kissel is a founding member of Kissel Hirsch & Wilmer and has represented the interests of insurers and reinsurers for over 30 years. His practice focuses on professional liability, with specific emphasis on lawyers, accountants, architects and engineers, D&O and corporate liability, financial institutions and cyber liability.

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12:00 – 1:00 pm

## NETWORKING LUNCH

NEA Auditorium Atrium  
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1:00 – 1:45 pm

## Corporate Ventures: Partners in Life Sciences Entrepreneurship

This session, focusing specifically on the pharmaceutical sector, explores the role that corporate venture partners play in developing promising technologies by providing expertise and funding.

**Moderator: Dr. Magid Abou-Gharbia, Associate Dean for Research, Laura H. Carnell Professor & Director of the Moulder Center for Drug Discovery Research, School of Pharmacy, Temple University**

Dr. Abou-Gharbia is widely recognized for his innovations over the past 20 years, receiving over a dozen awards and honors, including the “Most Prolific Inventors” list of the U.S. Patent & Trademark office.

Dr. Abou-Gharbia is inventor on over 100 U.S. patents and over 350 patents worldwide. Prior to his role at Temple University, he was Senior Vice President and Head of Chemical & Screening Sciences at Wyeth Research, where he oversaw the research efforts of over 500 scientists at 4 Discovery Research sites. Over the years Dr. Abou-Gharbia’s group research efforts led to the discovery of 4 marketed drugs and many more in evaluation.

**Panelist: Dr. Dan Daly, Director of the Alabama Innovation and Mentoring of Entrepreneurs Center, University of Alabama**

In prior roles, Dr. Daly spent 17 years as Technology Manager for several business development groups, including Texaco and Lubrizol, overseeing marketing, patent strategy and technology development for emerging companies. He also served as Director of Technology Transfer from 2005-2007. Dr. Daly has served as Program Chair for ACS Division of Business Development and Management (BMGT) and is currently division chair. He is also a certified Kauffman Foundation instructor for ACS Entrepreneurial Resources Center and teaches the Entrepreneurial Track for the ACS Career Pathway Series.

**Panelist: Dr. Amy Ripka, Associate VP of Program Management, SAI Life Sciences Limited**

Dr. Ripka has been an innovative scientist for Bristol-Myers Squibb, Infinity Pharmaceuticals, Daiamed and EnVivo Pharmaceuticals, as well as consulting, prior to her role with SAI Life Sciences. She is currently Industrial Councilor for the ACS Division of Medicinal Chemistry (MEDI).

1:45 – 2:30 pm

## Validating the Technology: The Role of Proof-of-Concept Centers

Proof-of-concept centers play a crucial role in validating the value proposition. The ability to create a prototype or a minimal viable product (MVP) of the invention and use the MVP during a customer development program such as “The Lean Launch Pad “ has proven to be a great benefit in finding partnering companies that will assist in statistically designed experiments in which the differentiating qualities of the innovation can be demonstrated against competitive technologies.

*Moderator:* **Dr. Dan Daly, Director of the Alabama Innovation and Mentoring of Entrepreneurs Center, University of Alabama** (*profile on previous page*)

*Panelist:* **Dr. Richard Kordal, Director, Office of Intellectual Property and Commercialization, Louisiana Tech University**, *an i6 recipient for Proof-of-Concept Center*

Dr. Kordal brings 18 years of experience in the in vitro diagnostics industry with Dade/Baxter, Boehringer Mannheim, Instrumentation Laboratory and Bionostics in many roles including industrial technology assessment. He helped co-found the medical device firm Uridynamics and was able to help raise its first and second rounds of private seed capital. During his career Dr. Kordal has taken more than 10 products from R&D to market. Kordal also co-founded an internet-based brokerage service, Techquisition.com, to make technology marketing and acquisition easier for both buyers and tech sellers.

*Panelist:* **Julie Weber, Business/Finance/Marketing/HR Manager, Battery Innovation Center**, *an i6 recipient for Proof-of-Concept Center*

Ms. Weber serves as the first Manager of Business, Finance, Marketing and HR at the Battery Innovation Center (BIC), a new non-profit energy storage research and development laboratory focused on bringing together world-class resources from industry, academia and government agencies to accelerate the commercialization of advanced battery solutions.

*Panelist:* **Andrea Wesser, Associate Director, University of Central Florida Office of Research & Commercialization & the International Consortium for Advanced Manufacturing Research**

In her technology economic development roles, Ms. Wesser has assisted thousands of entrepreneurs, research faculty and students in starting technology companies, pursuing federal funding for R&D and generating revenues. She has led the development and operation of 5 technology accelerator programs, some with federal partners such as Department of Energy and Economic Development Administration. Ms. Wesser now handles business development and industrial relations for the world’s first industry-led consortium focusing on advanced sensors and Internet-of-Everything for smart manufacturing.

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2:30 – 2:45 pm

## BREAK & NETWORKING

NEA Auditorium Atrium  
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2:45 – 3:45 pm

## Commercial Partners in Big Pharma: The Best Way to a Deal

This session discusses the driving needs for Big Pharma to collaborate more with external academics, entrepreneurs and biotechs on the deployment of novel chemistry platform technologies, development of novel therapeutic compounds and lower cost pharmaceuticals. The focus would be on how academics, entrepreneurs and small biotech companies should best go about making deals happen with pharma in the new biotech era.

*Moderator:* **Dr. Avi Spier, Director, Strategic Alliances, Novartis Institutes for BioMedical Research, Inc.**

A molecular neuroscientist, Dr. Spier co-founded Allon Therapeutics, Inc. and led the peptide therapeutic neurodegenerative disease focused company as its President and CEO through financing rounds and entry onto the Toronto Stock Exchange. In 2004, Dr. Spier joined the Genomics Institute of the Novartis Research Foundation (GNF), an approx. 600 person biomedical research institute within the Novartis Institutes for Biomedical Research (NIBR) where he is currently Director of Strategic Alliances. Here he is responsible for search and evaluation activities for the Cardiovascular, Metabolism and Diabetes (CVM), Global Discovery Chemistry (GDC), Center for Proteomic Chemistry (CPC) and GNF organizations.

*Panelist:* **Dr. Scott Forrest, VP, Business Development, The Scripps Research Institute**

A pharmacologist with understanding of drug discovery processes, Dr. Forrest brings the perspective of a life sciences professional to his extensive experience in strategic planning, healthcare partnerships and startup company launches. His focus is in designing and implementing partnering strategies.

*Panelist:* **Julius (Jay) Knowles, Partner, Innovation Fund, Partners HealthCare**

Mr. Knowles is a partner at Partners Innovation Fund, a \$70M evergreen fund focused on investing in companies based on technologies from Harvard hospitals. He has spent most of the last twenty-plus years looking to put together deals between pharma, academia and biotech. Mr. Knowles has done this from various vantage points: in biotech at Vertex in the early years, as a startup CEO and at Novartis as head of platform technologies for the strategic alliances team. Just this year he moved over to corporate venture at Partners.

*Panelist:* **Jonas Niaura, Director, Search and Evaluation, AstraZeneca**

Mr. Niaura joined AstraZeneca in December 2011 and currently serves as Director, Search and Evaluation for Infection. Prior to joining AstraZeneca, Mr. Niaura held leadership roles in business development at AMAG Pharmaceuticals and Achillion Pharmaceuticals.

*Panelist:* **Dr. Venkat Reddy, Senior Director, Strategic Alliances and Partnerships, Centers for Therapeutic Innovation (CTI), Pfizer Inc.**

Dr. Reddy heads the East Coast Strategic Alliances and Partnerships for Centers for Therapeutic Innovation of Pfizer. Prior to his current role at Pfizer, Dr. Reddy was in charge of Biologics Research in France, as Head of Bio-innovation in Paris, France. He also held the role of Global Head of Target Discovery for Oncology based in Boston, USA. Dr. Reddy started his pharmaceutical industry career as Group leader in Oncology and Immunology at Novartis Institute of Functional Genomics in San Diego, USA, with responsibility for oncology projects in drug discovery.

*Panelist:* **Dr. Paul Stead, Director - Business Development, Platform Technology and Science, GlaxoSmithKline**

Dr. Stead works with an R&D unit at GSK that works extensively with academic and pharma / biotech collaborators across a broad range of disciplines and has a strong focus on leveraging external innovation. Prior to his current role, Dr. Stead held various positions including Director of Transactions, Worldwide Business Development; Head of Competitive & Scientific Intelligence; and Head of Natural Products Chemistry.

3:45 – 5:00 pm

## Develop the Customer, Then the Business

This presentation will provide entrepreneurs with real experiences and strategies for finding and developing customers, determining their ability and willingness to pay and building customer relationships.

*Moderator:* **Lynette Horton, former Managing Director, Harbert Management Corporation, Marketing & Investor Relations**

As Managing Director at HMC, Ms. Horton was responsible for marketing HMC's private market and hedge funds. HMC is an independent investment firm focused on fundamentally-based private and public market strategies.

*Panelist:* **Dr. William Armiger, President, BioChemInsights, Inc.**

Dr. Armiger began his career by founding BioChem Technology as a high-tech R&D company developing, licensing and commercializing products and technology for use in bioprocessing. Since then he has served senior roles with Arthur D. Little, The Catalyst Group, Venture Catalysts, Lignol Innovations and NeuroGenomeX. Dr. Armiger has worked closely with clients to identify strategic partners and structure relationships for tech innovation and product marketing in chemical and pharmaceutical sectors. He has been involved in successful merger and acquisition assignments with specialty chemical companies and in growth-by-acquisition strategies.

*Panelist:* **Dr. Ron Kreis, Founder & President, BiMax, Inc.**

Dr. Kreis brings a wealth of experience in building an entrepreneurial chemical business. Since he founded BiMax over 20 years ago, the company has grown to 70+ staff operating a 24x7 chemical plant making specialty polymers and monomers. They are a major supplier to the contact lens business worldwide as well as the developer and supplier of coating for cell phones and computer screens.

*Panelist:* **Dr. Ronald Pierantozzi, Managing Partner, Cameron and Associates**

Dr. Pierantozzi, a technologist and inventor with 32 U.S. patents in the chemicals and materials domain, bridges the space between business strategy and technology. He has developed business opportunities for both large and small companies, serving as CEO of PPT Research, a high tech materials concern, as board member for Primet Precision Materials and as an advisor to Fortune 100 companies as well as startups. He continues to lecture on corporate entrepreneurship and innovation at The Wharton Business School, RPI Lally School of Management and other universities.

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5:00 pm

## Summit Closing & Concluding Remarks

ACS Innovation Counsel and Administrator to the ACS Entrepreneurial Resources Center, Kenneth Polk, concludes the Summit with closing remarks.  
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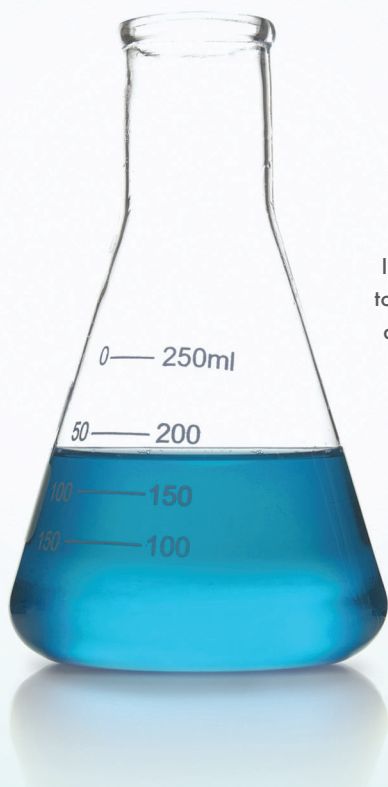
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