



ENTREPRENEUR AND INVESTOR LIFE SCIENCES SUMMIT 2018



MARCH 1-3, 2018

RICE-ECCLES TOWER | SALT LAKE CITY



BIOUTAH



THE BUSINESS PARTNER
FOR YOUR IDEAS





BOARD OF DIRECTORS

CHAIR
RICHARD JI
BD

VICE CHAIR
ROB ETHERINGTON
CLENE NANOMEDICINE

GEORGE HAMILTON
INTERMOUNTAIN HEALTHCARE

JOHN KNORPP
MERIT MEDICAL SYSTEMS

JOHN LANGELL
CENTER FOR MEDICAL
INNOVATION, UNIVERSITY OF
UTAH HEALTH SCIENCES

DIRKSEN LEHMAN
EDWARDS LIFESCIENCES

KIMBERLY LINTHICUM
MYRIAD GENETICS

JAY MUSE
MEDVENTURE HOLDINGS

DINESH PATEL
PATEL FAMILY INVESTMENTS

TARA SAUCEDO
STRYKER

BRANDI SIMPSON
NAVIGEN PHARMACEUTICALS

PRESIDENT & CEO
KELLY SLONE

PO BOX 58531
SALT LAKE CITY, UT 84158-0531

801-867-4061
WWW.BIOUTAH.ORG

MANY THANKS TO OUR SPONSORS

FLAGSHIP SPONSOR



SESSION SPONSORS

J.P.Morgan



CONTRIBUTING SPONSORS



CHUBB



TANNER

THORPE • NORTH
• WESTERN •

BIOUTAH ELITE MEMBERS



Ballard Spahr



BIOMERICS



MERITMEDICAL

stryker



VAREX IMAGING

ZIONS BANK



ENTREPRENEUR
AND INVESTOR
LIFE SCIENCES
SUMMIT 2018

LIFE SCIENCES VIP DINNER

March 1, 2018 | 6 pm - 8 pm

Natural History Museum | University of Utah | Salt Lake City, Utah

SUMMIT

March 2, 2018 | 8:30 am - 3:30 pm

Rice-Eccles Stadium | University of Utah | Salt Lake City, Utah

SKI DAY

March 3, 2018 | 9 am - 4 pm

Park City Mountain Resort | Park City, Utah

SUMMIT AGENDA



MORNING SESSION

7:30-8:00 am **REGISTRATION**

8:00-8:10 am **WELCOME & OPENING REMARKS**

Keith Marmer, Executive Director, Technology & Venture Commercialization, University of Utah



8:10-8:20 am **LIFE SCIENCES IN UTAH: ON THE MOVE**

Kelly Slone, President & CEO, BioUtah



8:20-9:20 am **KEYNOTE: STATE OF LIFE SCIENCES INVESTING**

Jonathan Norris, Silicon Valley Bank, San Francisco, CA



9:20-10:05 am **PANEL 1: WHAT TO KNOW WHEN YOU'RE RAISING CAPITAL**

Business operators and investors discuss their perspectives and experiences on investing in the Life Sciences space.

- Ted McAleer, Managing Director, PandoLabs (Moderator)
- David Bearss, PhD, CEO, Tolero Pharmaceuticals
- Josh Eckman, CEO, Carterra, Inc.
- Chris Gibson, CEO, Recursion Pharmaceuticals
- Martin Reece, CEO, Fabric Genomics



9:20-10:05 am **NETWORKING BREAK**

10:25 - 11:10 am

FIRESIDE CHAT: LIFE SCIENCES VENTURE CAPITAL—AN INSIDER’S VIEW

A past, present and future perspective on funding Life Sciences start-ups.

- Keith Marmer, Executive Director, TVC (Moderator)
- Vic Gatto, Founder and CEO, Jumpstart Foundry
- Michael Grey, Venture Partner, Pappas Ventures
- Sean Kendall, Associate, ARCH Venture Partners



11:10 - 12:00 pm

PANEL 2: INNOVATIVE PARTNERSHIPS & COLLABORATIONS

Business operators, corporate business development executives and investors discuss the details of their experiences in doing Life Science deals.

- Shawn Fotjik, CEO, Control Medical Technology/Distal Access (Moderator)
- Jim Dreher, Founder & Managing Partner, Option 3
- Greg Fredde, Merit Medical
- Dustin Cook or Nick Mark, Intermountain Healthcare
- Travis Sessions, CEO, Biomerics/Partner, MedVenture Holdings



AFTERNOON SESSIONS

**workman
nydegger**
Intellectual Property Law

12:00-1:15 pm

LUNCH

12:00-1:00 pm

KEYNOTE: A LOOK AT THE REGULATORY ENVIRONMENT

Nancy Taylor, Co-Chair of the Health Care & FDA Practice, Greenbery Traurig, Washington D.C.



1:15-2:15 pm

COMPANY PITCHES: 5-MINUTE PRESENTATIONS

By selected Utah Life Sciences start-ups

1:15-2:15 pm

ENTREPRENEURS BOOTCAMP 101

Interactive problem solving session about real life entrepreneurial challenges /Learn best tools on how to pitch to investors.

Entrepreneurs and their start-up companies face a number of unique challenges spread across diverse areas of business and law. Our Entrepreneur Bootcamp Session brings together experts in the areas of commercialization and innovation, communication and presentation, corporate formation, and intellectual property, for an informal discussion focused on the issues facing entrepreneurs. Bring your unique challenges and questions to the discussion and participate in this valuable breakout session.

- Chuck Meeker, PhD, Patent Attorney, Workman Nydegger
- Callie Rogers, Council, Workman Nydegger
- James Dreher - Founder & Managing Partner, Option3
- Jessica Yingling, PhD - President, Little Dog Communications



2:15-2:45 pm

PARTNERING / NETWORKING BREAK

2:45-3:30 pm

REVERSE PITCHES: 5-MINUTE PRESENTATIONS

By venture capitalists and corporate executives from:

- JumpStart Foundry
- KickStart
- MedVentures Holdings
- Option 3
- Pappas Ventures
- Park City Angels



Flagship Sponsor



SUMMIT KEYNOTES



JONATHAN NORRIS
SILICON VALLEY
BANK
SAN FRANCISCO, CA

Jonathan Norris is a managing director of sales origination for

Silicon Valley Bank. Norris oversees business development efforts for banking and lending opportunities as well as spearheading strategic relationships with many life science and healthcare venture capital firms. He also helps SVB Capital through sourcing and advising on limited partnership allocations.

In addition, he speaks at major investor and industry conferences and authors widely cited analyses of healthcare venture capital trends. Norris has more than sixteen years of banking experience working with healthcare companies and venture capital firms.

Norris earned a bachelor's degree in business administration from the University of California, Riverside and a juris doctorate from Santa Clara University.



NANCY TAYLOR
THE HEALTH CARE
& FDA PRACTICE,
GREENBERG TRAURIG
WASHINGTON D.C.

Nancy Taylor is Co-Chair of the Health Care &

FDA Practice and has advised clients on health and FDA related matters for more than two decades. She has broad experience in areas relating to the Affordable Care Act provisions, CMS reimbursement and policy issues relating to providers and plans, and she has done a significant amount of FDA regulatory work.

Prior to joining Greenberg Traurig, Nancy served 10 years as Health Policy Director for the Senate Committee on Labor and Human Resources and worked on a number of significant health and FDA laws, including NLEA, Safe Medical Device Act, Hatch-Waxman, COBRA and ADA. She also served as CEO of a start-up medical device company, where she obtained eight product clearances, including securing reimbursement coverage for each product.



Where Medical Innovations Take Flight

**YOUR SINGLE SOURCE
PRECLINICAL PROGRAM
SERVICE PROVIDER**



Diversified Insurance is proud to sponsor the Utah Life Science Summit



Insuring for Growth

PANEL 1



TED MCALEER
MANAGING
DIRECTOR,
PANDO LABS

Ted McAleer is currently the Managing Director of PandoLabs and was previously the 1st Executive Director of USTAR (Utah Science Technology and Research Initiative). He has also worked for SunGard SCT, Procter and Gamble, PepsiCo. and the US Army. He holds a MBA from Harvard Business School, a Master of Engineering from the University of Virginia and a BS in Engineering Management from the United States Military Academy at West Point. He volunteers his time as a Board Member or Trustee w the following organizations: Park City Angel Network, Mountain West Capital Network, Swaner EcoCenter, and PCCAPS.



DAVID J. BEARSS,
PH.D.
CEO,
TOLERO
PHARMACEUTICALS

Dr. Bearss brings a consistent and successful track record of drug discovery and development that spans the last 17 years in both academic and industrial settings. Dr. Bearss is an expert in small-molecule drug development and in the use of genetic model systems in drug discovery and has deep experience in translational research focused on drug development and the use of genetic markers to predict drug sensitivity. Dr. Bearss received his PhD in Cell and Structural Biology at the University of Texas

Health Sciences Center at San Antonio and was a post-doctoral fellow with Dr. Daniel Von Hoff, a recognized leader in drug development. Dr. Bearss was on faculty at the University of Arizona from 1999 to 2003 after which he co-founded Montigen Pharmaceuticals in 2003 where he served as Chief Scientific Officer until Montigen was acquired by SuperGen (Nasdaq: SUPG) in 2006. Dr. Bearss served as Chief Scientific Officer at SuperGen overseeing early drug discovery and development and subsequently as Co-director of the Center for Investigational Therapeutics at the Huntsman Cancer Institute, Associate Professor in the Department of Oncological Sciences at the University of Utah and Associate Professor of Physiology & Developmental Biology at Brigham Young University prior to co-founding Tolero. Dr. Bearss has published more than 70 manuscripts and book chapters, has more than 30 patents issued or pending and has won several awards for his scientific achievements.



JOSH ECKMAN
CEO,
CARTERRA

Since founding Carterra (formerly Wasatch Microfluidics) in 2005, Mr. Eckman has been instrumental in securing funding, attracting key employees and advisors, developing strategic partnerships, designing Carterra's proprietary flexible manufacturing process, securing international distributorships, and building out the sales channels for current products. Mr. Eckman previously worked with the Lassonde New Venture Development Center, moving university technologies into the marketplace. Mr. Eckman graduated summa cum laude in Business Administration and Asian Studies from the University of

Utah. At graduation, he was awarded the Outstanding Scholar in Business Administration and the Honors Baccalaureate Award. Mr. Eckman also received a M.S. in Mechanical Engineering (microfluidics focus) from the University of Utah.



**CHRIS GIBSON,
PH.D.**
CEO,
RECURSION
PHARMACEUTICALS

Chris Gibson, PhD, is the Co-Founder and CEO of Recursion Pharmaceuticals, a biotech company leveraging the latest in automation, artificial intelligence and biology to do drug discovery at scale. Chris developed the technology and approach underlying Recursion as part of his MD/PhD graduate work in the lab of Co-Founder Dr. Dean Li at the University of Utah. Chris left medical school to transform this technology into the rapidly growing company it is today. Chris is a graduate of Rice University with degrees in bioengineering and managerial studies, as well as a graduate of an intense entrepreneurship course at Stanford GSB. He is a Board Member of CureHHT, a patient advocacy group for Hereditary Hemorrhagic Telangiectasia, and a member of the Rare and Undiagnosed Network Advisory Board. Outside of work, Chris enjoys cycling on both the road and the trails that cut through Utah's great wilderness, as well as spending time with family.



**MARTIN REECE,
PH.D.**
CO-FOUNDER, CEO,
FABRIC GENOMICS

Dr. Reese is an internationally recognized expert and entrepreneur in Genomics and Bioinformatics. Prior to founding Fabric Genomics, Martin

served as Vice President of Discovery Informatics for ValiGen, and co-founded Neomorphic, where he served as President and Chief Scientific Officer. The human genome annotation software that Martin developed at Neomorphic, provided the foundation for the successful commercialization of microarrays by Affymetrix. During his career he has been actively involved in community-wide assessments of genome annotation. He organized the state-of-the-art Genome Annotation Assessment Project and was a member of the Berkeley Drosophila Genome Project, which provided the essential proof-of-concept platform for "shotgun" sequencing technology. At the Lawrence Berkeley National Laboratories Martin developed gene-finding algorithms for the Human Genome Project. He holds a Masters degree in Medical Informatics from the University of Heidelberg and a Ph.D. in Genetics jointly from the University of Hohenheim, Germany and the University of California, Berkeley.

FIRESIDE CHAT



KEITH MARMER
EXECUTIVE DIRECTOR
& ASSOCIATE VICE
PRESIDENT, TECH-
NOLOGY, VENTURE
& COMMERCIALIZA-
TION AT THE UNIVER-
SITY OF UTAH

Keith Marmar, D.P.T., M.B.A., is the Executive Director of Technology & Venture Commercialization and Associate Vice President of Research at the University of Utah. He joined the university with considerable experience in technology commercialization, entrepreneurship, and venture capital. He previously served as the Chief Business Officer at the Penn Center for Innovation at the

University of Pennsylvania, where he led the Center's day-to-day commercialization activities. Prior to this, Marmer directed Penn State College of Medicine's Technology Commercialization Office and served as an Associate Dean for Research innovation. Marmer has also founded and led four companies, his latest being a venture capital firm that targets early-stage life science companies. Marmer grew up in New York City and has resided in the Philadelphia area since moving there to attend college. He holds a Doctor of Physical Therapy, a Master of Business Administration and a Master of Physical Therapy, all from the University of the Sciences in Philadelphia. After graduating with his degrees in Physical Therapy, Marmer worked as a physical therapist. He then went on to found and lead the first three of his four successful companies, the first two being in the rehabilitation space, and the third being a consultancy for early-stage companies.



VIC GATTO
FOUNDER & CEO,
JUMPSTART

Vic has been an investor in healthcare and technology since joining the traditional venture capital firm Massey Burch in 2001. He has made over 120 investments in early-stage innovation companies in the areas of healthcare services, medical devices, diagnostic tools, technology, and data analytics.

Vic was the seed investor in Change Healthcare. He helped growth the company from a concept to the multi-billion enterprise

it is today. Vic served on the Board of Directors for seven years. He also joined Change in a fulltime capacity as President during a critical transition period. As President, Vic helped the original Founders define the skills needed to lead the company forward. He then recruited a two-person team of Chairman and CEO to leave a large publicly-traded healthcare company to lead the growth of Change Healthcare.

Vic co-founded the Briovation in 2014. Designed to be a new type of healthcare investment platform, Brio leverages multiple complimentary business units to covey and unfair advantage to investors, entrepreneurs and industry partners. Jumpstart Capital is the beneficiary of this strategic advantage.

Before starting Jumpstart, Vic served as a Partner at Solidus Company, focusing his investment activity primarily in healthcare services and technology. In the 1990s, before switching to the investor side of the table, Vic co-founded and subsequently sold a software company.

Vic lives in Nashville with his wife and two sons. He has a graduate degree from Vanderbilt's Owen School of Management and a BA from Amherst College. Vic is a member of the Nashville Healthcare Council's Fellow program. He is also on the board of directors of the Nashville Entrepreneurial Center, and Harding Academy.



MIKE GREY
VENTURE PARTNER,
PAPPAS VENTURES

Mike Grey is Executive Chair of Amplyx Pharmaceuticals, Inc. and Chairman and a Founder

of Reneo Pharmaceuticals, Inc., both private biotechnology companies. He also serves as Executive Chair of Spruce Biosciences, Inc. and venture partner at Pappas Ventures. Previously, he founded and was President and Chief Executive Officer at Lumena Pharmaceuticals, Inc., a company developing treatments for pediatric and adult orphan diseases, until its acquisition by Shire plc.

Mike has more than 40 years of experience in the pharmaceutical and biotechnology industries, and has held senior positions at a number of companies, including Executive Chair of Ziarco Pharma, Ltd., which was acquired by Novartis in 2017; President and Chief Executive Officer of Auspex Pharmaceuticals, Inc.; President and Chief Executive Officer of SGX Pharmaceuticals, Inc., which was acquired by Eli Lilly in 2008; President and Chief Executive Officer of Trega Biosciences, Inc., which was acquired by Lion Bioscience in 2001; and President of BioChem Therapeutic Inc. For approximately 20 years, Mike served in various roles with Glaxo, Inc. and Glaxo Holdings plc, culminating in his position as Vice President, Corporate Development and Head of International Licensing.

Mike serves on the Board of Directors of BioMarin Pharmaceutical Inc., Biothera Pharmaceutical, Inc., Horizon Pharma plc and Mirati Therapeutics, Inc.



SEAN KENDALL
ASSOCIATE,
ARCH VENTURE
PARTNERS

Sean Kendall is an Associate with ARCH, joining the company

as an analyst in 2015. Mr. Kendall focuses on identifying and evaluating new technologies in life science, materials, energy, and electronics. He provides operating assistance to early-stage portfolio companies.

Mr. Kendall was an early employee with LS9, Inc. (now REG Life Science), a synthetic biology company producing renewable chemicals. He next worked at Cobalt Technologies, another cleantech startup, bringing laboratory technology to the commercial scale. Mr. Kendall has contributed business efforts to NetEnergy, a Chicago-based energy storage startup, and Twist Bioscience, an ARCH portfolio company.

Mr. Kendall holds an M.B.A. on the Dean's Honor List from the University of Chicago, and a B.S. and M.S. in Chemical Engineering from Stanford University.

PANEL 2



SHAWN FOJTJK
CEO,
CONTROL MEDICAL
TECHNOLOGY/DISTAL
ACCESS

Shawn Fojtik has over 25-years sales and marketing management, product development, and general management experience at General Electric Medical Systems, Boston Scientific, Black & Decker, and start-ups. His medical device experience includes imaging,

cardiovascular, interventional radiology, electrophysiology, enteral feeding, and surgical device commercialization. He has over twenty-five (25) combined issued and pending patents on angiographic, angioplasty, thrombus extraction, biopsy, enteral feeding, imaging, electrophysiology, and diagnostic devices.



JAMES DREHER
FOUNDER &
MANAGING
PARTNER,
OPTION3

James has founded and helped launch a number of highly valued start-ups including: General Surgical Innovations, Inc. (acquired by Tyco Healthcare in 1999), Embolic Protection, Inc. (acquired by Boston Scientific in 2001), HotSpur Technologies (acquired by Teleflex in 2012), Access Closure (acquired by Cardinal Health in 2014) and both Axiom Technology Partners & Atsina Surgical (Axiom was acquired in 2012 and Atsina in 2015). When James is not playing hockey, baseball, or basketball with his son Dash, he also serves as an Industry Mentor & Advisor to UCLA's MedTech Innovations Program. Prior to his entrepreneurial career, James held various US and International Senior Management positions at Johnson & Johnson and Baxter Healthcare. James has authored and co-authored a number of patents and patent applications. He attended the Sorbonne University in Paris and obtained a Bachelor of Arts degree from Wabash College, where he also serves on the College's Advisory Board for The Center for Innovation, Business, and Entrepreneurship (CIBE).



GREG FREDDE
VP OF GOV.
AFFAIRS &
BUSINESS
DEVELOPMENT,
MERIT MEDICAL

Since joining Merit Medical in 2003, Mr. Fredde has participated in over sixty transactions with a total transactional value of \$620 million. These transactions have included equity investments, distribution agreements, asset and stock purchases, and technology transfers.

Mr. Fredde has also led on-site integration teams for Merit's acquisitions. These responsibilities have included consolidation of facilities, integration of retained employees, termination of previous business agreements, coordination of IT-based systems, and management of and compliance with ancillary agreement including CMAs, TSAs, and distribution agreements. Mr. Fredde currently represents Merit on four boards of directors in whose companies Merit is an investor.

Since 2005, Mr. Fredde has been involved in over 60 transactions totaling over \$700 million in transaction value and contributing over \$250 million in annual revenues. Prior to working with Merit, Mr. Fredde was President of the Utah Mining Association from 2001-2003. Mr. Fredde also served as Vice President of the Utah Taxpayers Association and has worked in a variety of local, state, and federal positions including the U.S. Department of State, State of Utah Community and Economic Development, and Ogden City's Mayor's Office.

Mr. Fredde graduated from the University of Utah with Bachelor of Science and Master of Arts degrees in Political Science.



DUSTIN COOK
BUSINESS
DEVELOPMENT
DIRECTOR,
INTERMOUNTAIN
HEALTHCARE

Dustin has spent the last six years creating new businesses and structuring joint ventures for Intermountain Healthcare that focus on helping people live the healthiest lives possible. Dustin has deep experience in venture design, product development and strategic marketing. Prior to working for Intermountain, Dustin worked for a successful start-up company, a large payer organization and a multi-national medical device manufacturer. When he's not in the office he can be found in the backcountry assisting in search and rescue efforts as a member of the Utah County Sheriff Search and Rescue Team.



TRAVIS SESSIONS
CEO,
BIOMERICS

Travis is the founder and CEO of Biomerics, LLC. He is also a founding partner of Med Venture Holdings and manages its investment strategy. Travis has over 20 years of business management experience, including business development, mergers and acquisitions, and operations. Travis has successfully started and grown multiple medical device technology companies.

Over the years, he has held leadership positions at Microsoft Corporation, Dow Chemical Company and Parker Hannifin Corporation. Travis has a BS in Chemical Engineering from Brigham Young University and a Master's in Business Administration from the University of Michigan.

Travis serves on various industry boards and private education organizations, including BioUtah, Salt Lake City's Life Science Angels, Brigham Young University's Industry Board, and American Heritage School.

ENTREPRENEUR BOOT CAMP

RILUS GRAHAM
SQUARE1 BANK

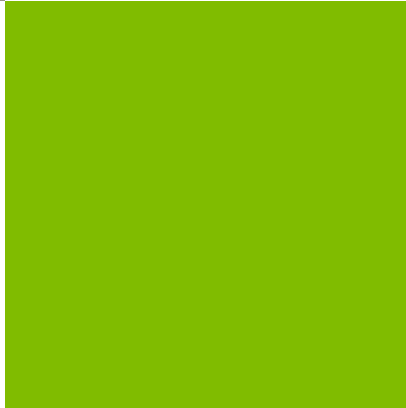
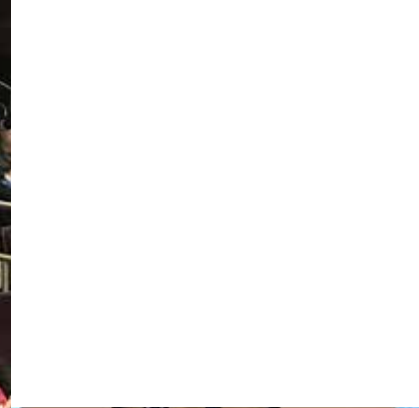
Rilus develops new client relationships with life sciences companies across the Pacific Southwest. Here, his time is primarily focused on biotechnology, medical devices, diagnostics, healthcare services and healthcare IT opportunities. Prior to Square 1, Rilus was an investment analyst at Point Financial, a boutique venture debt and private equity firm based in Phoenix. He is a co-founder of Spark Bio, Inc., a life science venture capital-focused association in Southern California. He received his BA in Business from Texas Christian University. Rilus joined Square 1 in 2007.

JIM HOGAN
PARK CITY ANGELS
PARK CITY, UT

Jim Hogan recently retired as a Division



ENTREPRENEUR
AND INVESTOR
LIFE SCIENCES
SUMMIT 2018



PRESENTED BY

