



MADISON SQUARE GARDEN

NEW YORK

August 25 & 26, 2005

*Speaker Biographies*

*National Finalist 2002 Ernst & Young Entrepreneur Of The Year Award  
Kauffman National Supporter of Entrepreneurship Award*

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## **Biotech & Life Sciences Global Venture Congress-2005**

*"Honesty, Integrity, Leadership, & Philanthropy"*

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### **Plenary Session I: Nobel Laureate Dr. Ferid Murad**

Winner, Nobel Prize in Physiology or Medicine, 1998

Dr. Ferid Murad is Professor and Chairman of the School of Medicine Department of Integrative Biology and Pharmacology at the University of Texas Health Science Center at Houston. He is also the Director of the Institute of Molecular Medicine for the Prevention of Human Diseases and the John S. Dunn, Sr., Distinguished Chair in Physiology and Medicine. In 1998 he was a co-recipient of the Nobel Prize in Physiology or Medicine for his work with nitric oxide as a signaling molecule in the cardiovascular system.

Dr. Murad and Robert F. Furchgott and Louis J. Ignarro, co-recipients of the award, discovered how this colorless gas can be used to signal blood vessels to relax and widen, thus lowering blood pressure. Nitric oxide is now recognized to have applications ranging from treatment for heart disease and shock, to reducing the possibility of pulmonary hypertension in premature babies.

His research focuses on the formation, metabolism, and function of nitric oxide and cyclic GMP in various cellular signaling processes. His work with nitric oxide began more than 20 years ago when he was at the University of Virginia School of Medicine. Despite initial disbelief from fellow researchers, Dr. Murad persevered in his conviction that the short-lived gas was crucially important to the body's signaling system. In the 1970s, Dr. Murad discovered that nitroglycerin relieves chest pain in heart patients by releasing nitric oxide. By 1992, Science magazine had named NO its "molecule of the year".

Dr. Murad has been active in both academic medicine and industry throughout his distinguished career. As the former president and Chief Executive Officer of Molecular Geriatrics Corporation, a biopharmacological company active in the field of neuro-degenerative diseases, he believes that collaboration and team work between medicine and industry is vital.

Among his many other awards and honors, Dr. Murad received the prestigious Albert and Mary Lasker Basic Medical Research Award in 1996, the American Heart Association Ciba Award in 1988, and the Baxter Award for Distinguished Research in the Biomedical Sciences from the Association of American Medical Colleges in 2000. He is also a member of the National Academy of Sciences, a member of the Institute of Medicine of the National Academy of Sciences, and Fellow of the American Academy of Arts and Sciences.

## **Plenary Session II: *Nobel Laureate Dr. Eric Chivian***

Dr. Chivian holds an A.B. degree cum Laude in Biochemical Sciences from Harvard College, and a M.D. from Harvard Medical School. He is Founder and Director of the Center for Health and the Global Environment, and an Assistant Clinical Professor of Psychiatry, at Harvard Medical School. In 1980, he co-founded (with Professors Bernard Lown, Herbert Abrams, and James Muller) International Physicians for the Prevention of Nuclear War, recipient of the 1985 Nobel Peace Prize.

During the past 14 years, he has worked to involve physicians in the United States and abroad in efforts to protect the environment, and to increase public understanding of the potential human health consequences of global environmental change. As part of these activities, he designed and organized the 1992 MIT/Harvard School of Public Health symposium "Human Health and the Environment: the Medical Consequences of Environmental Degradation", and was senior editor and author of MIT Press' Critical Condition: Human Health and the Environment. The book, published in 1993, the first on the subject for a general audience, has been used as a text at several medical schools, schools of public health, and universities in the United States and abroad. Editions have been published in German, Spanish, Japanese, Chinese, and Persian.

In 1996, Dr. Chivian founded and became director of the Center for Health and the Global Environment at Harvard Medical School, the first center at a medical school in the United States focusing on the human health dimensions of global environmental change. The Center (designated an official "Collaborating Center" of the United Nations Environment Programme) has developed and directed the Harvard Medical School course "Human Health and Global Environmental Change" (which has been disseminated to 55 other medical schools, colleges, and universities in the U.S. and abroad); has held briefings and courses for the U.S. Congress; has been a consultant to the U.S. State Department, the Department of Defense, NOAA, NASA, and the EPA; and

has advised the Environmental Ministers of the G8 nations on the health impacts of global climate change.

Currently, he directs a project for the World Health Organization, United Nations Development Programme and the United Nations Environment Programme that is preparing the most comprehensive report yet available "Biodiversity: Its Importance to Human Health," which will be presented to the United Nations Convention on Biological Diversity, the U.S. Congress, the European Union, and other policy-maker bodies. The report will be published as a book in 2005 by Oxford University Press with the working title Sustaining Life: How Human Health Depends on Biodiversity. See <http://www.med.harvard.edu/chge/Biodiversity.screen.pdf>

In 1978, Dr. Chivian, with Drs. Helen Caldicott and Ira Helfand, revived Physicians for Social Responsibility (PSR), and two years later, he designed and organized the first major public symposium on "The Medical Consequences of Nuclear War," which achieved widespread international press attention and which catalyzed PSR's national campaign to prevent nuclear war.

Dr. Chivian was the senior editor and author of Last Aid: The Medical Dimensions of Nuclear War, published in 1982 by W. H. Freeman and Co. (Scientific American), which also appeared in German, Italian, and Japanese editions. In the mid 1980's, he directed the first scientific survey of American and Soviet teenagers' attitudes about nuclear war and the future for the American Academy of Arts and Sciences and MIT's Center for International Studies.

Dr. Chivian was also Director of PSR's Project on Global Environmental Change and Health from 1993 to 1996. During this time, he was senior author of a report prepared for the White House, "Environmental Health: Issues for Health Care Reform", was a consultant to the White House Council on Environmental Quality and the White House Office of Science and Technology Policy, and a U.S. Government reviewer of the Intergovernmental Panel on Climate Change Working Group II 2nd Assessment Report.

Dr. Chivian has lectured widely in the U.S. and abroad, and has appeared on national television and radio and in the print media in several countries. He has over 40 publications. His area of interest is the human health consequences of habitat degradation, species loss, and ecosystem disruption.

**PANEL I: A Bird's Eye View, Biotech & Life Sciences Ventures In a Rapidly Changing Global Landscape**

**Jim Sherblom, General Partner, Seaflower Ventures**

Jim has 20 years experience in senior executive roles in the biopharmaceutical industry and investing in early-stage life science companies. He founded Seaflower Ventures in 1993 to invest his own personal capital and provide hands-on advice to biotech start-ups.

Jim is a founder, served for eight years on the Board, and is a past President of the Massachusetts Biotechnology Council (MBC). He also served for three years as a Director of the Industrial Biotechnology Association (IBA), which is now the Biotechnology Industry Organization (BIO).

Jim began his career at Bain & Company in Boston, London and Munich. From 1984 to 1989, Jim served at Genzyme as Senior Vice President Finance and Administration, Chief Financial Officer and Treasurer. He was a key member of the senior management team that grew Genzyme from a small niche player into one of the largest public biotech firms (Nasdaq:GENZ) in the U.S. with over 1700 employees. While at Genzyme, Jim was responsible for venture capital financings, a mezzanine financing, Genzyme's Initial Public Offering (IPO), several debt financings, and an R&D Limited Partnership.

In 1989, Jim left Genzyme to join Transgenic Sciences, Inc. (TSI), a biotech startup in Worcester, Massachusetts, as its seventh employee and as Chairman of the Board, President and Chief Executive Officer. Over the next four years, Jim grew TSI from a small biotech startup into a publicly traded firm (Nasdaq:TSIN) with 700 people. Jim successfully grew TSI from zero to \$35 million in revenues and raised a total of \$56 million in five financings including TSI's IPO in 1991.

He received his B.A. from Yale University and an M.B.A. with high distinction from Harvard Business School. In addition to his continuing role as an active investor, Jim is an ordained Unitarian Universalist minister. He holds a Masters of Divinity with honors from Andover Newton Theological School and was ordained in May 2004. He serves on the Investment Committee of the Unitarian Universalist Association.

**Philippe Chambon, Managing Director, New Leaf Venture Partners**

Dr. Chambon recently joined New Leaf Venture Partners and as Managing Director. Previously, he served as General Partner for The Sprout Group from January 1997 until the beginning of August 2005. He was Manager in the Healthcare Practice of The Boston Consulting Group from May 1993 to April 1995. From September 1987 to April 1993, he was an executive with Sandoz Pharmaceutical, where he led strategic product development, portfolio management and pre-marketing activities as Executive Director

of New Product Management. He is an active investor across a variety of Healthcare Technology sectors. Philippe did graduate research in molecular immunology at The Pasteur Institut, earned a MD, Ph.D. from the University of Paris and an MBA from Columbia University in New York.

**Walter Olesiak, *Investment Partner, Mitsui & Co. Venture Partners***

Mr. Olesiak is an Investment Partner with MCVP, focused on investments in the biotech and life sciences space. Most recently Mr. Olesiak was a Director with Cambridge Pharma Consultancy where he worked with pharmaceutical and biotech clients to address issues of market access for new products and technologies, to ensure consideration of the commercial value of products in strategic planning and to guide development of pricing and reimbursement strategies specific to the dynamics of different country markets. Prior to Cambridge, Mr. Olesiak spent close to ten years in Japan, initially with Genzyme Japan and later with SRL Incorporated. During his tenure in Japan he had responsibilities spanning business development, corporate strategy, contract negotiation and corporate partnering. Mr. Olesiak is a cum laude graduate in Biochemical Sciences from Harvard University and holds an MBA from the Johnson School of Cornell University.

**Mary Campbell, *General Partner, EDF Ventures***

Mary Campbell is a General Partner and founder of EDF Ventures. She has been an active investor both in health care and technology companies and also leads the firm's fundraising efforts.

Mary is a director of Direct Flow Medical, Inc., a company developing medical devices for interventional cardiology; HandyLab, Inc., which develops novel clinical diagnostic tests for human health designed to reduce the time, cost, and complexity of performing the tests while simultaneously improving the quality of the results; and Health Care Solutions, Inc., which delivers respiratory and infusion therapy for patients at home. She is also a Board observer for The Echo Group, which provides software solutions addressing the information management needs of the mental health market and Quadrespec, Inc., a company which has developed a label-free multiplex protein array detection platform for drug discovery and disease diagnostics. Mary led the firm's most successful transaction, Pixelworks, Inc., and has been the lead for six of the firm's investments in health care and five of its investments in technology companies.

Mary is active with The Stephen M. Ross School of Business at The University of Michigan, and currently serves as an advisor to the Zell Lurie Institute for Entrepreneurial Studies and its student-run venture activity, the Wolverine Fund. She is also a member of the Steering Committee for the State of Michigan's Technology Tri-Corridor (formerly the Life Sciences Corridor), a statewide initiative to foster research and commercialization.

Mary received her Masters of Business Administration from the University of Michigan; her Master of Special Education from Fairfield University; and her Bachelor of Arts in English from the University of Michigan.

### **Muz Mansuri, General Partner, Flagship Ventures**

Muz joined Flagship in 2002. Previously, he was with GPC Biotech where he was appointed Executive Vice President and Chief Operating Officer, Boston, following GPC's acquisition of Mitotix in March 2000. Prior to that, Muz was with Mitotix since 1994, most recently holding the post of Chief Executive Officer. Before he joined Mitotix, Muz spent nearly ten years at Bristol-Myers Squibb Company in various research positions, culminating in Director, Central Chemistry. He received his PhD in Organic Chemistry from University College, London.

Muz has served as Director of Flagship companies: BG Medicine, CGI Pharmaceuticals, and AVEO Pharmaceuticals.

**PANEL II: Straight-Talk, Investor Prospective of Biotechnology/ Life Sciences Ventures**

**Geoffrey Smith, *Managing Partner, Ascent Biomedical Ventures***

Mr. Smith has been an active founder, manager, and investor in healthcare and technology companies since 1995. Companies co-founded by Geoff include Interbind, Inc. (acquired by Killdara Corp. in 2001) and Alterity Partners, LLC (acquired by its management in 2000). Geoff has been instrumental as a member of senior management in raising over \$200 million in equity from the public and private markets for healthcare and technology companies including Med-E-Systems/AHT Corporation. Geoff currently serves on the Board of Directors of Biomerix Corporation and the Harlem Soccer Foundation.

Earlier in his career, Geoff was a corporate attorney in New York City with White & Case, LLP and Graev & Karabell. Prior to receiving his law degree, he served as a Research Associate at Harvard Business School. Geoff received a B.A. with honors from Williams College and a J.D. from the University of Pennsylvania Law School.

**Christopher W. Kersey, *Managing Director, Cogene Ventures***

Dr. Christopher W. Kersey serves as Managing Director of Cogene Ventures where he focuses on expansion-stage investments in the biopharmaceuticals, medical devices and health care information technology sectors.

Dr. Kersey's medical research background includes fellowships at the National Institutes of Health and the Emory University School of Medicine, during which time he specialized in molecular biology and cardiovascular surgery, respectively. Upon completing his medical school training, Dr. Kersey obtained an internal medicine residency position at Harvard Medical School before attending Harvard Business School.

He currently serves on the Board of Directors of the Memorial Hermann Hospital Foundation and is the incoming President of the Houston Venture Capital Association. He was named to the Houston Mayor's Task Force for Economic Development in January 2004.

Dr. Kersey volunteers time to his alma maters, having served as a judge in the business plan competitions at both Stanford University and Harvard Business School. Dr. Kersey is currently serving on the Texas Host Committee for the Harvard Business School Campaign for Texas.

Dr. Kersey is a graduate of Stanford University and holds a Doctor of Medicine degree from the Emory University School of Medicine and a Master's in Business Administration from the Harvard Business School.

**Parag Shah, *Managing Director, Life Sciences; Hercules Technology Growth Capital***

Parag is the head of Life Science investment activities for Hercules Technology Growth Capital. He has spent the last 8 years providing structured debt capital to companies at various stages in their lifecycle (start-up to public). During the last five years, he has focused exclusively on the Life Sciences industry.

Prior to Hercules, Parag founded Imperial Bank's East Coast Region Life Sciences Practice in 2000 and was a Senior Vice President and the Group Head of this Practice. In 2001, Imperial Bank was acquired by Comerica Bank and Parag remained as the head of the Practice at Comerica. While leading the expansion of the Life Sciences Practice, he focused on partnering with Life Sciences venture capitalists and investing in early and mid-stage biotechnology and medical device companies.

Prior to joining Comerica Bank, Parag was a Relationship Manager with BankBoston/Fleet in Boston, MA, and Buenos Aires, Argentina, where he managed a portfolio comprised of small start-up companies as well as large syndicated corporate accounts. His responsibilities included business development, customer relations, and mergers & acquisitions advisory.

Parag completed his Masters degrees in Technology, Management and Policy as well as his Bachelors degree in Molecular Biology at the Massachusetts Institute of Technology (MIT). During his tenure at MIT, Parag conducted research at the Whitehead Institute for Biomedical Research, and was chosen to serve on the Whitehead Institute's Board of Associates in 2003.

**Arthur Klausner, *Partner, A.M. Pappas & Associates***

In April 2005, Mr. Klausner joined the life sciences venture capital firm A. M. Pappas & Associates (AMPA) as a Venture Partner. With approximately \$200 million under management, AMPA focuses on companies within the fields of biotechnology, biopharmaceuticals, specialty pharmaceuticals, drug delivery, medical devices and health information systems.

Klausner had previously been a General Partner at the life sciences venture firm Domain Associates. He joined Domain in 1990 after earning an M.B.A. at the Stanford University Graduate School of Business. While attending business school, he completed summer internships emphasizing corporate planning and market research functions at ImClone Systems and Neurogen, two start-up biopharmaceutical companies that subsequently



went public. Previously, Klausner had spent six years at Bio/Technology magazine (now Nature Biotechnology), where as Senior Editor he researched and prepared over 200 articles concerning scientific and business aspects of applied biology. He has also performed consulting projects for the U.S. Office of Technology Assessment, Arthur D. Little Decision Resources, and a variety of pharmaceutical and biotechnology companies. Klausner's undergraduate degree from Princeton University is in Biology. He has served on the board of directors of various biopharmaceutical, specialty pharmaceutical, and medical device companies.

**Jesse I. Treu, *General Partner, Domain Associates***

Mr. Treu has been a General Partner of Domain Associates since its beginning in 1985. He has been a Director of over 20 early-stage healthcare companies, 13 of which subsequently went public. These include Biosite Diagnostics, GelTex Pharmaceuticals (acquired by Genzyme), Inspire Pharmaceuticals, NPS Pharmaceuticals, Sepracor, OraPharma (acquired by J&J), and Trimeris. Prior to the formation of Domain, Mr. Treu was V.P. of the predecessor organization to The Wilkerson Group, and its venture capital arm, CW Ventures. While at CW Ventures, he served as President and CEO of Microsonics, a pioneer in computer image processing for cardiology. From 1977 through 1982, Mr. Treu led new product development and marketing planning for immunoassay and histopathology products at Technicon Corporation (now Bayer Diagnostics). Mr. Treu began his career with GE in 1973, initially as a research scientist developing thin film optical sensors for immunoassay testing, and subsequently serving on the corporate staff with responsibility for technology assessment and strategic planning.

**Education:**

B.S. - Rensselaer Polytechnic Institute, 1968

M.A. & Ph.D. - Princeton University, 1971, 1973

**Sandra Panem, *Managing Partner, Cross Atlantic Partners***

Sandra Panem, Ph.D. is a partner of Cross Atlantic Partners, a venture capital firm focused on the emerging life sciences and health care industry. She has 30 years of experience in the life sciences encompassing private and public equity portfolio management, venture capital, scientific research, and public policy. Dr. Panem received a B.S. Degree in Biochemistry and a Ph.D. in Microbiology from the University of Chicago. She was President of Vector Fund Management, where she was responsible for the start-up, capital raising, and management of the asset management affiliate of Vector Securities International. Operations included the management of the Vector Later-Stage Equity Fund, L.P., and Vector Later-Stage Equity Fund II, L.P., private partnerships committing \$240 million to equity investments in the emerging life sciences and healthcare industries. Prior to joining Vector, Dr. Panem served as Vice President and

Portfolio Manager for the Oppenheimer Global BioTech Fund, a \$200 million mutual fund that invested in public and private biotechnology companies. Prior to Oppenheimer, Dr. Panem was Vice President at Salomon Brothers, Inc. where she acted as a principal member of the investment team responsible for Salomon Brothers Venture Capital, a \$40 million fund focused on early and later-stage life sciences and technology investments. Dr. Panem was also an Assistant Professor of Pathology at the University of Chicago, and a Science and Public Policy Fellow in Economic Studies at the Brookings Institution. She is the author of several books concerning the commercialization of new medical technologies. Dr. Panem has served as a member of numerous Boards of Directors of public and private companies, and is Governor of the New York Academy of Sciences.

Current Directorships

Acorda Therapeutics

AirLogix Corporation

Bioject Medical Technologies, Inc.

Confluent Surgical, Inc.

Martek Biosciences Corp.

Society for Women's Health Research

New York Biotechnology Association

### **Panel III: LET US BUILD, *Building a Biotech & Life Sciences Venture***

#### **Mary Campbell, *General Partner, EDF Ventures***

Mary Campbell is a General Partner and founder of EDF Ventures. She has been an active investor both in health care and technology companies and also leads the firm's fundraising efforts.

Mary is a director of Direct Flow Medical, Inc., a company developing medical devices for interventional cardiology; HandyLab, Inc., which develops novel clinical diagnostic tests for human health designed to reduce the time, cost, and complexity of performing the tests while simultaneously improving the quality of the results; and Health Care Solutions, Inc., which delivers respiratory and infusion therapy for patients at home. She is also a Board observer for The Echo Group, which provides software solutions addressing the information management needs of the mental health market and Quadrespec, Inc., a company which has developed a label-free multiplex protein array detection platform for drug discovery and disease diagnostics. Mary led the firm's most successful transaction, Pixelworks, Inc., and has been the lead for six of the firm's investments in health care and five of its investments in technology companies.

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Mary received her Masters of Business Administration from the University of Michigan; her Master of Special Education from Fairfield University; and her Bachelor of Arts in English from the University of Michigan.

#### **Mike Kaswan, *Managing Director, KBL Healthcare Ventures***

Mr. Kaswan joined KBL in 1997. He is an active participant in its management, including sourcing, leading and monitoring several of the firm's investments throughout all sectors of healthcare. He was heavily involved in structuring and raising KBL's first institutional fund and building the core investment and administrative team. In addition, he conceived, wrote the business plan for and is a co-founder of Lumenos, Inc., one of the leaders in the emerging field of consumer driven healthcare and a KBL portfolio company. He currently serves on the board of directors of Scandius BioMedical and Remon Medical Technologies and is a board observer on several other KBL companies. Previously, Mr. Kaswan served as in a variety of operating and financial

management roles at APM, a leading healthcare consulting firm, and GE Capital, the financial services arm of General Electric.

Mr. Kaswan earned an B.S. degree in Finance from the McIntire School of Commerce at the University of Virginia and an M.B.A. with distinction from Harvard Business School.

**Jan L. Garfinkle, *Managing Partner/ Founder, Arboretum Ventures***

Jan Garfinkle founded Arboretum Ventures in 2002 with over 19 years of senior management experience in life science startups. Twelve of these years were at two very successful start-up medical device companies, Advanced Cardiovascular Systems (ACS) and Devices for Vascular Intervention (DVI), both of which were acquired by Eli Lilly and then became the foundation of Guidant Corporation. ACS and DVI revolutionized the cardiovascular market place with the development and FDA approval of some of the earliest angioplasty and atherectomy systems for the treatment of coronary artery disease. ACS was the first medical device company to grow from zero to \$100 million in revenue in five years. She joined each company early in their development, and held key management roles in marketing, clinical research and sales at these companies.

Prior to founding Arboretum Ventures, Ms. Garfinkle was President of Strategic Marketing Consultants. SMC provided extensive market analysis, regulatory and reimbursement review, business plan development and due diligence to life science start ups, venture funds, and universities. She holds a BS in Bioengineering from the University of California at Berkeley, and an MBA from the Wharton School of the University of Pennsylvania. Currently, she serves on the boards of HandyLab, MichBio, the University of Michigan National Technology Transfer Advisory Board, and the Michigan Venture Capital Association.

Arboretum Ventures is an early stage life science venture fund, headquartered in Ann Arbor, Michigan. Arboretum's primary focus is medical devices, diagnostics, biotechnology, pharmaceuticals and health care services. Arboretum is an investor in Asterand, CardioMEMS, NeoGuide Systems and HandyLab.

**Joshua S. Phillips, *Managing Director, Catalyst Health & Technology Partners***

Mr. Phillips' investment interests at Catalyst center on technology applications in healthcare and life science with particular interest in engineered solutions applied in drug discovery, bio-pharma, clinical and manufacturing settings, and diagnostics. Mr. Phillips has 17 years experience in venture capital, strategy consulting, and operations spanning the healthcare and technology market places. Mr. Phillips has led Catalyst's investments in Novazyme Pharmaceuticals, Inc., BioTrove, Inc., Akula Software, Inc. and Castel, Inc. He is a Director of BioTrove, Chairman of Castel, and a past Board Observer to Novazyme.

Mr. Phillips earned his B.E. in Electrical Engineering and Mathematics from Vanderbilt University and his M.B.A. from Harvard Business School.

**Dana Callow, Jr., *Managing General Partner, Boston Millennia Partners***

Mr. Callow has 20 years of private equity experience. Prior to founding Boston Millennia Partners, Mr. Callow co-founded Boston Capital Ventures in 1982. Before that, he worked as a Senior Consultant at Braxton Associates, an international strategic planning firm that was formed by professionals from Boston Consulting Group and Bain & Co. He worked with Fortune 100 companies in strategic planning and implementing merger and acquisition strategies. Prior to working in the management consulting business, Mr. Callow worked as an Applications Consultant and in sales and marketing for Tymshare, Inc., a software division of McDonnell-Douglas. Mr. Callow currently is, or has served as, a director of a number of public and private companies, including PAREXEL International (NasdaqNM: PRXL); ILEX Oncology (NasdaqNM: ILXO); MedAptus, a mobile computing provider of clinical, financial and administrative software solutions to the medical community; PHT Technologies, a provider of mobile and Web-based software technology to the pharmaceutical industry focused on clinical trials management; and Infotrieve, a provider of outsourced research information services. Other investment responsibilities include GlycoFi, a developer of technology for the manufacturer of therapeutic proteins using yeast-based production methods, Verio (acquired by NTT Corporation, NYSE: NTT); HotJobs.com (acquired by Yahoo, NasdaqNM: YHOO); and iVillage.com (NasdaqNM: IVIL). He is also a Director of Jobs for Massachusetts, a Massachusetts based non-profit organization comprised of business and political leaders including the Governor of Massachusetts and Massachusetts congressional leaders. Mr. Callow is a member of the Advisory Board of the Dartmouth/Tuck Center for Private Equity and Entrepreneurship. He is a member of the Board of Trustees and the Investment Committee at Tufts University, the Board of Overseers of Tufts University Medical School, and is a member of the Tufts University Investment Committee. Mr. Callow is a magna cum laude graduate of Tufts University and holds an MBA from the Amos Tuck School at Dartmouth College.

## **Panel IV: Convenience, Strategic Partnership: Choosing the Right Partners is Key to Success**

### **Christopher W. Kersey, *Managing Director, Cogene Ventures***

Dr. Christopher W. Kersey serves as Managing Director of Cogene Ventures where he focuses on expansion-stage investments in the biopharmaceuticals, medical devices and health care information technology sectors.

Dr. Kersey's medical research background includes fellowships at the National Institutes of Health and the Emory University School of Medicine, during which time he specialized in molecular biology and cardiovascular surgery, respectively. Upon completing his medical school training, Dr. Kersey obtained an internal medicine residency position at Harvard Medical School before attending Harvard Business School.

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Dr. Kersey is a graduate of Stanford University and holds a Doctor of Medicine degree from the Emory University School of Medicine and a Master's in Business Administration from the Harvard Business School.

### **Elaine V. Jones, *General Partner, Euclid SR Partners***

Dr. Jones has a strong background in basic research as well as product assessment, built on her significant experience in pharmaceutical discovery and business development. Prior to joining EuclidSR Partners, Elaine began her private equity career in 1999 at S.R. One, Limited, SmithKline Beecham's venture investing arm. Previously, she was a Director of Scientific Licensing for SmithKline Beecham, where she identified and assessed therapeutic product opportunities in arthritis, bone disease, urology and cancer. Elaine is a graduate of Juniata College and received her Ph.D. in Microbiology from the University of Pittsburgh. Elaine has served on the Board of the Pennsylvania Biotech Association and is currently a member of the Ben Franklin Technology Partners BioMedical Investment Advisory Committee.

**Jim Sherblom, General Partner, Seaflower Ventures**

Jim has 20 years experience in senior executive roles in the biopharmaceutical industry and investing in early-stage life science companies. He founded Seaflower Ventures in 1993 to invest his own personal capital and provide hands-on advice to biotech start-ups.

Jim is a founder, served for eight years on the Board, and is a past President of the Massachusetts Biotechnology Council (MBC). He also served for three years as a Director of the Industrial Biotechnology Association (IBA), which is now the Biotechnology Industry Organization (BIO).

Jim began his career at Bain & Company in Boston, London and Munich. From 1984 to 1989, Jim served at Genzyme as Senior Vice President Finance and Administration, Chief Financial Officer and Treasurer. He was a key member of the senior management team that grew Genzyme from a small niche player into one of the largest public biotech firms (Nasdaq:GENZ) in the U.S. with over 1700 employees. While at Genzyme, Jim was responsible for venture capital financings, a mezzanine financing, Genzyme's Initial Public Offering (IPO), several debt financings, and an R&D Limited Partnership.

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**David Milne, General Partner, SV Life Sciences Advisers**

David Milne joined SVLS in 2005. With over 21 years of operating experience in leading therapeutic and diagnostic medical technology corporations. Since 1999, he has held the position of Vice President of Corporate Business

Development at Boston Scientific Corporation and was responsible for over 50 transactions totalling nearly \$2 billion in acquisitions, equity investments and development partnerships. He has been a member of the Board of Directors of 8 early stage companies including most recently Cameron Health, NorthStar, CryoVascular and 3F Therapeutics. Prior responsibilities include Director of Marketing for the SCIMED Cardiovascular Division and Group Product Manager in the U.S. and in Europe. He has also held positions in Corporate Planning, Marketing and Sales with Becton Dickinson and Parker Laboratories.

David holds an MBA from New York University and a BS in Biochemistry from Rutgers University.



## **Panel V: GET OUT, The Exit: M& A, IPO, & Other Options**

### **Elaine V. Jones, General Partner, Euclid SR Partners**

Dr. Jones has a strong background in basic research as well as product assessment, built on her significant experience in pharmaceutical discovery and business development. Prior to joining EuclidSR Partners, Elaine began her private equity career in 1999 at S.R. One, Limited, SmithKline Beecham's venture investing arm. Previously, she was a Director of Scientific Licensing for SmithKline Beecham, where she identified and assessed therapeutic product opportunities in arthritis, bone disease, urology and cancer. Elaine is a graduate of Juniata College and received her Ph.D. in Microbiology from the University of Pittsburgh. Elaine has served on the Board of the Pennsylvania Biotech Association and is currently a member of the Ben Franklin Technology Partners BioMedical Investment Advisory Committee.

### **Chris Kaster, Partner, MedVenture Associates**

Chris Kaster joined MedVenture Associates (MVA) in January 2003. Prior to joining MVA, Chris worked as a senior equity research analyst with WR Hambrecht + Co. where he covered the medical device area, with an emphasis on small-cap, high growth companies. His research strategy was aimed at bringing true bottom-up investment analysis to the institutional client. His coverage list included Kyphon, American Medical Systems, TheraSense, and Inamed, among others.

Before this, Chris was an equity research analyst at U.S. Bancorp Piper Jaffray. While at Piper Jaffray, he helped to establish research coverage of the cardiovascular field, and also covered small- and large-cap orthopedics companies and large-cap diversified medical suppliers.

Chris's previous experience also includes work in the medical device industry, where he served as a General Manager at Access Medical Systems, Inc., a start-up cardiovascular device company focused on developing innovative therapies for coronary artery disease. Chris also worked at General Mills in sales and marketing.

#### Education

B.A., St. Olaf College

M.B.A., University of Minnesota

Member, Board of Directors, AesThera Corp.

Observer, Board of Directors, Insulet Corp.

**Steven St. Peter, *General Partner, MPM Capital***

Dr. Steven St. Peter is a General Partner in MPM's Boston office. He began working at MPM in 2003 with nearly five years experience in private equity, having worked previously at Apax Partners and The Carlyle Group. His investment scope has included both venture and buyout transactions across medical technology and pharmaceuticals. Prior to his medical training, he was an investment banker at Merrill Lynch. Dr. St. Peter is board certified in internal medicine and was an assistant Clinical Professor of Medicine at Columbia University from 2000 to 2004. He completed his Doctor of Medicine at Washington University and his residency and fellowship at the Hospital of the University of Pennsylvania. He also holds an M.B.A. from the Wharton School of the University of Pennsylvania and a B.A. in Chemistry from the University of Kansas. He is a Director of Helicos, IDEA, Omrix, PharmAthene and Xanodyne.

**John H. Friedman, *Managing Partner, Easton Capital***

John Friedman is the Managing Partner of the Easton Capital Group, which he founded in 1993. Prior to that; John was the founder and Managing General Partner of Security Pacific Capital Investors from 1989 through 1991 and also helped manage Atrium Capital from 1991 to 1993. Security Pacific Capital Investors was a \$200-million private equity fund geared towards expansion financings and recapitalizations. Prior to joining Security Pacific, John was a Managing Director and Partner at E.M. Warburg, Pincus & Co., Inc., where he spent eight and a half years. John Friedman also was an attorney with Sullivan and Cromwell from 1978 through 1980 and worked at Shearson Loeb Rhoades. He holds a JD degree from Yale Law School and a BA degree from Yale College. John currently serves on the Boards of Conor Medsystems, Renovis, Acorda Therapeutics, Converse Technology, Trellis Bioscience, YM BioSciences, Assistive Technology, and ModelWire, Inc., and is the co-chairman of the President's Council at the Cold Spring Harbor Laboratory.

## **Panel VI: THE FUTURE, Medical Device, Specialty Pharma, Drug Design, Genomics, Stem Cells, and The Nanotech-Biotech**

### **Gyan Parida, President & CEO, SAEC Ventures**

Dr. Parida, Founder and President of SAEC, has made SAEC the fastest growing such organization in the country, which has grown to over 17,500 members in the past six years. Over the last two and half years Dr. Parida has evaluated more than 600 business plans and presented more than 120 companies to venture capitalists and angel investors. Dr. Parida's contribution to the entrepreneurial and investor community, particularly the New York tri-state area has been profound to say the least. For his work and leadership Dr. Parida was chosen as one of the three National Finalist for the "2002 Ernst & Young Entrepreneur Of The Year Award", "Kauffman Supporter of Entrepreneurship Award. Dr. Parida an academician and scientist by profession has been an educator, speaker and moderator in many entrepreneur/investor conferences.

He has demonstrated thorough knowledge of the Internet revolution that has been changing people's lives and businesses. Dr. Parida is also the president of a privately held think-tank and a Digital Research facility that focuses on consumer centric internet business opportunities. Dr. Parida also publishes a news letter that covers various strategic issues faced by high-tech corporations.

An accomplished researcher and scientist, Dr. Parida has written and [published](#), several articles in international peer reviewed journals and made significant contributions to many innovations, including the development of a new minimally invasive treatment for prostate cancer, which is under human trial. He also discovered the first co-existing cyclic voltammogram that started a new front of research in understanding electrochemical behavior. During his postdoctoral career Dr. Parida has worked on various research projects in life science, biochemistry and biomedical engineering at various US Universities including Southern Methodist University, University of Iowa and Rutgers University. Dr. Parida has also advised and mentored many Ph.D. and MS candidates.

Dr. Parida's additional expertise includes advising Internet and e-commerce companies on business and technology strategies. He was a key member of the team that developed the \$200 million trade management system at the New York Mercantile Exchange. During 1999-2000 he managed a fund of over \$4 million of technology and biotech stocks. Dr. Parida is also a private investor in start-up companies since 1999.

Dr. Parida graduated Beta Gamma Sigma with an MBA in strategy and Investment from the Henry B. Tippie College of Business at The University of Iowa. He received his Ph.D. in Physical and Mathematical Chemistry from the University of Delhi. He also

completed a program in International Business from the University of Manchester, England and an Executive Management program in Internet strategy from Sloan School of Management at MIT.

**Lorenzo Pelligrini, *Principal, Care Capital***

Dr. Pellegrini is a Principal at Care Capital LLC, a venture capital firm investing in privately-owned biotechnology and pharmaceutical companies. At Care Capital, he is responsible for deal sourcing, investment opportunity evaluation and portfolio company management.

Prior to joining Care Capital, Dr. Pellegrini was a post-doctoral research fellow in the Department of Cell Biology at Yale University, where he studied the molecular basis of receptor internalization and synaptic vesicle endocytosis. His original research work was published in several leading peer-reviewed scientific journals, including *Nature*, *Cell*, *Neuron* and many others. He was also awarded a number of awards, including EMBO and Howard Hughes Medical Institute fellowships.

Dr. Pellegrini holds a Laurea in Chemistry, *summa cum laude*, from the University of Padova, Italy; a Ph.D. in Biochemistry from the Max-Planck-Institute for Brain Research in Frankfurt am Main, Germany; and an M.B.A. with Honors from The Wharton School of the University of Pennsylvania.

**Arthur H. Tinkelenberg, *Principal, Ascent Biomedical Ventures***

Prior to joining ABV, Arthur was an Associate at Robertson Stephens, where he worked closely with both the Healthcare Investment Banking and Mergers and Acquisitions Groups. Arthur's primary role was to advise corporate clients on strategic implications of technological innovation. In this capacity, Arthur reviewed and met with numerous early-stage biomedical technology companies. Arthur's industry sector knowledge includes drug discovery and development, molecular and structural biology, and lipid metabolism and biochemistry. Arthur played key roles in advising clients on strategic and financing alternatives, and participated in over \$250 million in public, private, and merger transactions for client companies.

Arthur conducted research in genomics, biochemistry, and cell biology as a Research Scientist at Columbia University, and is an inventor on a number of issued and pending patent applications. Arthur earned his Ph.D. in molecular genetics from The Rockefeller University where he studied cell growth regulation and signal transduction as a National Science Foundation Fellow, and a B.A. from Grinnell College.

**Scott Wolf, *Vice President, Frazier Healthcare Ventures***

Dr. Wolf joined Frazier Healthcare in 2003 to evaluate and finance medical device companies. Prior to joining Frazier Healthcare, he was a founding partner of Scout

Medical Technologies, a venture capital incubator developing new medical device companies. At Scout, Dr. Wolf was a co-founder of Scout's three portfolio companies, Cardiac Dimensions, Archus Orthopedics, and EsophyX. Prior to Scout, Dr. Wolf was President of Itasca Ventures, a medical device incubator funded by Medtronic. At Itasca, he was responsible for locating and evaluating novel medical device inventions. Dr. Wolf founded Percardia, in 1998 to develop a percutaneous therapy for coronary artery disease. As Percardia's CEO, he led the initial design and pre-clinical testing of the device and recruited a permanent CEO. Dr. Wolf also assisted in Medtronic's spinout of TissueLink, Inc. Dr. Wolf currently serves as founding CEO and director of Juniper Medical, a Frazier-incubated device startup developing non-invasive methods of bodysculpting and cellulite therapy.

Dr. Wolf is an inventor on numerous issued and pending patents in the medical device field. He received his M.D. from George Washington University and his B.A. from the University of Pennsylvania.

**Lewis M. Brown**, *Assistant Professor, University of Colorado*

Dr. Brown earned a B.S. degree from the State University of New York at Stony Brook, M.A. from the University of South Florida, Tampa, and Ph.D. from the University of Toronto. His postdoctoral training was at the National Research Council of Canada. He was awarded a University Research Fellowship by the Natural Sciences and Engineering Research Council of Canada. He had a short stint at the National Cancer Institute of Canada, and then returned to the U.S. to lead a research group in the U.S. Department of Energy's Bioenergy Program. He has served as Director of Biosciences for the State of Colorado where he had the prime responsibility for encouraging technology transfer between Colorado's universities and industry in post-genomic biotechnology. His experience has included work as a research scientist and manager in the private sector, and he is Past-President of the Rocky Mountain Section of the Society for Industrial Microbiology. In 2003-2004 Dr. Brown was designated as a national lecturer for GE Healthcare and lectured on clinical proteomics at medical schools and research institutes across North America. Dr. Brown is currently an Assistant Professor in the Section of Pulmonary Medicine, Department of Pediatrics in the School of Medicine at the University of Colorado and a member, of the associated scientific medical staff of The Children's Hospital, Denver, CO. His specialty is proteomics in biomarker discovery using mass spectrometry. Particular emphasis in his work is on assembling multidisciplinary translational research teams for discovery of new biomarkers to ultimately support future efforts in pharmacogenomics.

**Kevin G. Connors**, *General Partner, Spray Venture Partners*

Kevin Connors is an accomplished entrepreneur and venture investor. He has co-founded seven healthcare technology companies, and has had interim CEO roles in nine. These companies have focused on developing proprietary technology to address large

un-met medical needs, such as emphysema, low back pain, cerebral aneurysm, and bladder dysfunction.

Prior to founding Spray Venture Partners in 1996, Kevin was the founding CEO of Vesica Medical, a company focused on the surgical treatment of female urinary incontinence. Under this leadership, Vesica realized product sales within 18 months of formation and was acquired by Boston Scientific Corporation in 1995. Prior to Vesica, Kevin led medical device investment activity at DSV Partners in Newport Beach, California. Kevin is on the Board of Directors of the New England Venture Capital Association and MassMEDIC, the Massachusetts Medical Device Industry Council. He has served on the Board of Directors of Vesica Medical, Inc. (acquired by Boston Scientific), Masimo Corp., Pilot Cardiovascular (acquired by CR Bard), Circe Biomedical (acquired by ICN Pharmaceuticals), Gamera Bioscience (acquired by Tecan AG), and Endonetics (acquired by Medtronic).

He currently serves on the board of Facet Solutions, Anvil Medical, Cotherix, Intrinsic Orthopedics, Solace Therapeutics, Provasis Therapeutics and Highgate Orthopedics. Kevin received a B.S. in Electrical Engineering from the University of Notre Dame, an M.S. in Electrical Engineering from the University of Dayton, and an M.B.A. from the Harvard Business School.