



Bennett Jones



- Date:** Tuesday December 4, 2018
(next events are on March 5 & June 4, 2019)
- Location:** TEC Explorer boardroom on the 4th floor down the hall from the TEC Centre Labs. 10230 Jasper Ave, Edmonton, AB T5J 4P6
- Co-Director** *Michael Overduin*, Prof, Biochemistry Department, overduin@ualberta.ca, 780-222-6281
- co-Director** *Cameron Smithers*, PhD Student, Biochemistry Dept, csmither@ualberta.ca, 587-930-4786
- Coach** *Riya Ganguly*, Innovation Coach, rganguly@ualberta.ca; 780-492-2725; 403-973-0351
- Host** Joanna Preston, TEC Edmonton
- Panel** **Advisors:** BC, BT, CC, CJ, CM, CW CM, DJ, **HJ**, IM, JD, **JP**, JR, MB, **MO** (from 10am), **MP**, **RG**, RM, RH, SM, SR, SS, **TL**, **TY** (am). **Observers:** **AB**, AD, AM, BP, CS, **GK**, JG, JK, JW, MH, ML, MS, PC, PN, **PW**, **SH**, TA (**Codes: physically and remotely present; absent**).
- Forms** Google forms to evaluate pitches were emailed, or click on names below for links
- Data** Agenda & Plans: www.discoverylab.ca & www.Dropbox.com/home/DiscoveryLab
- Remote** skype cameron@discoverylab.ca
- Public Transport** Bay/Enterprise Square Light Rail Train Stations is a minutes' walk.
- Parking** Parking is available on the street and in garages, e.g. on 102 St north of Jasper.

Schedule for Tuesday December 4 (click on presenter names to access **Evaluation Scorecards**)

- 10:30-11:00 am Introductions and review plans
- 11:00-11:45 am [Khurram Jahangir](mailto:drkj74@me.com), Associate Clinical Professor, on *SafeSpaceHealth™ App*
- 11:45-12:30 pm [Katharine Magor](mailto:kmagor@ualberta.ca), Professor, Faculty of Science on *Flu Fighting Chickens*
- 12:30-1:15 pm Tour of TEC space for spin-outs and Lunch
- 1:15-2:00 pm [Konrad Fassbender](mailto:kfassben@ualberta.ca), Assistant Professor, Department of Oncology on *Palliative Care Matters*
- 2:00-2:45 pm [Abdolamir Landi](mailto:landi@ualberta.ca), Research Scientist and [Ana Clementin](mailto:clementi@ualberta.ca), Operations Manager, Medical Microbiology & Immunology on *Improved Diagnosis for Autoimmune Hepatitis*
- 2:45-3:30 pm [Roger Zemp](mailto:rzemp@ualberta.ca), Professor, Electrical and Computer Engineering on *CliniSonics*
- 3:30-3:45 pm Break
- 3:45-4:30 pm [Jerome Yager](mailto:jeromeyager@me.com), Professor, Department of Pediatrics on Praeventus Corporation
- 4:30-5:00 pm [Nataraj Pagadala](mailto:nattu251@gmail.com), Drug Discovery Scientist, *Cheminger Inc*
- 5:00-6:00 pm Food & Drinks Reception

Agenda Presenters may be academic researchers, clinical scientists, or directors of spin outs or SMEs, and will be asked to present their unique edge, market leading position, team/partners, type of intellectual property, business strategy, products/services to be developed, investment needed, and timeframe for delivery and exit. Presenters are asked to identify 1 or 2 questions or key issues they would particularly like advice on.

Format: The panel will first meet in private to discuss the purpose, agenda and executive summaries. Each team meets individually with the panel of about 5-10 experts for a closed (non-public) round table discussion, with each team giving short presentation, followed by Q&A, evaluation of the team, presentation and plan, and a reception. The aim is to encourage exchange of ideas and contacts. Advisors are requested to provide constructive advice to the individuals, spin outs and small companies presenting who may have intellectual property and initial funding for commercial development but are looking for expert guidance and support at a vulnerable stage of translating their innovations into useful market solutions or scaling their business.

Organizers



Cameron Smithers is a PhD student in the Department of Biochemistry at the University of Alberta, where he studies proteins involved in cancer. He earned an Honours. B. Sc. Biochemistry degree from the University of Ottawa, and was awarded Queen Elizabeth II Graduate Scholarships, a Frederick Banting and Charles Best Canada Graduate Scholarship, and a Walter H. Johns Graduate Fellowship. He has also served as the President of the Biochemistry Graduate Students' Association, and helped found DiscoveryLab and CureCancer.



Michael Overduin is a Professor in the Department of Biochemistry, co-founded DiscoveryLab after moving to Edmonton in 2015 based on his experience as CEO of **Science Capital**, which he founded in the UK in order to connect scientists and the business and investment experts needed to launch and grow companies in concert with industry and government supports. He directs NANUC, a CFI-funded national facility at the **University of Alberta**, and develops novel lead molecules and nanotechnologies for cancer and drug discovery.



Riya Ganguly (RG) Innovation Coach, UofA, developed her career in research partnerships and technology development as a Technology Manager at the University of Manitoba where she was involved in patenting and negotiating licensing agreements with commercial partners. She worked with Innovate Calgary as an IP Manager, supporting industry partnerships and tech transfer activities. Riya obtained her master's degree from York University, where she focused on adipokines in cardiovascular disease, and her PhD focusing on nutraceuticals and cardiovascular disease from the University of Manitoba.

Advisors



Brett Clelland (BC) Associate, Parlee McLaws LLP. His practice is focused on the area of intellectual property law. Brett has experience in the preparation and prosecution of patent, trademark and industrial design applications, providing patent and trademark opinions, trademark opposition proceedings, and copyright matters. After earning a Ph.D. from the University of Alberta focused on molecular biology, protein and nucleic acid biochemistry, and microbiology, he attended law school in order to pursue a career in intellectual property.



Brooks Tanner (BT) Founder and President of **Sunburst Ltd.**, is a Real Estate sales and marketing specialist who offers knowledge and expertise to developing sales and marketing solutions. Entrepreneurial spirit, work ethic and a strong technical background has contributed to this track record of successes. Brooks has applied his skills to marketing and sales since 1998, where he realized how leveraging technologies could streamline systems. As a senior-level relationship builder, he mentors and manages teams who have increased operating results, delivered sales revenues and increased value, and led to real estate trades of > \$150 million.



Carmen Wyton (CW) Founder & President of Ripple Enterprise, has 25 years of experience in the non-profit sector – in health, human services, disabilities, education and employment. Areas of expertise include experience in strategic planning, government relations, policy influence, stakeholder relations, fund development, formation of sustainable relationships with stakeholders, and identifying innovative solutions with measurable outcomes and high return on investment. She has worked on policy development, advocacy and government relations in health, pharmaceuticals, non-profit, recreation and disability sectors.



Charles McOsker (CM) is Project Operations Director at **Biomotiv** and has over 30 years of experience in the pharmaceutical and biotechnology industries. He previously founded Airway Therapeutics, a biotechnology company in order to develop therapeutics arising from pulmonary research, and managed the early stages of the company's technology development and fundraising. He served as Director of Business Development for the Drug Discovery Center at the University of Cincinnati where he negotiated agreements with a potential value of over \$30 million. He held management positions in drug discovery and development at

Procter & Gamble Pharmaceuticals, ushering two products into late-stage clinical development.



Colin Coros (CC) Chief Commercialization Officer at Nanostics Inc., Executive in Residence at TEC Edmonton, providing strategic consulting and mentorship. As the CEO of the Delta Genomics Centre, he built a national biobanking, genotyping and sequencing company for the livestock industry. Co-founder of Helios Genomics, a metagenomics company specializing in the Energy sector, and former executive of Livestock Gentec. PhD in Biochemistry from the University of Western Ontario, MBA from University of Saskatchewan's Edward School of Business, and postdoc'd

at the Wadsworth Centre and University of Calgary.



Cory Janssen (CJ) is President of Galt Capital, a private investment firm, co-founder of Janalta Interactive, and director at Brace Tool Inc, a private oilfield tools company. He was a co-founder of Investopedia.com, a financial education site that provided content and tools to help educate individual investors. Cory is past-President of the Edmonton chapter for Entrepreneur's Organization and member of the A100 as well as the Venture Mentoring Service program at the University of Alberta. Through Janalta Interactive, Cory is in start-up mode again with a new machine learning venture to help solve old problems in new ways.



Deborah James (DJ) Executive Director of Innovation in the Faculty of Medicine & Dentistry, University of Alberta and CEO of eDJe Consulting Inc, a strategic healthcare consulting firm committed to upholding the tenets of sustainable health and health care. Deborah's ability to conceptualize and persuasively deliver new ideas contributes to her success at business development. She has expertise in precision medicine, in vitro diagnostics, pharmaceutical development, genomics, immunology and translational sciences.



Harold Jahn (HJ) is the founder and sole shareholder of Prosperity Investments LLC. He has over 30 years of international business experience in the industries of renewable energy, internet, mining, energy, real estate development, fintech, and commercialization of new technologies. He has developed an extensive network of professionals globally in industry, locally, and politically to ensure successful ventures. His long term goal is to create a minimum of 1,000 full time positions per annum in smaller communities throughout the US and Canada.



Ian Murray (IM) President & General Counsel of **IMC**, has extensive experience providing services to private and public clients, with a focus on the natural resources and manufacturing industries. Prior to founding IMC in 1989, Ian articulated for the law firm Parlee McLaws, worked in the acquisitions department of Varsity Corporation and was Executive Assistant to the Alberta Minister of Forestry, Lands and Wildlife. He has experience in the areas of project management, commercial negotiations, finance, law and government. His work has included providing clients with active hands-on project management of large greenfield projects as well as transition management services for large private and public sector clients during restructurings or periods of change.



Jairo Riveros (JR) Director at **Monitor Deloitte**. Financial services strategy executive and entrepreneur with experience across North America. Strong track record of partnering to set strategic imperatives and build-out transformation initiatives. Former Managing Director at Artemis Worldwide, focussing on identifying new business opportunities and lead sale/engagement process, and spearheading development of a startup investment platform facilitating the research for companies seeking investors, and investors seeking opportunities in emerging markets. Previously Head of Corporate Strategy at AIMCo, one of Canada's largest and most diversified institutional investment fund managers.



Jason Ding (JD) Edmonton Corporate Finance Leader and National Biotechnology Leader for **Deloitte Canada**. Jason is a Chartered Accountant and Chartered Business Valuator with particular expertise in the technology (life sciences, information technology and clean technology) industry and has worked with national and international public company clients in sectors such as biotechnology & life sciences, software, general technology, regulated utilities and oil & gas services. He has experience working in the area of licensing, partnering & alliances, M&A, equity and debt financing, business valuations, corporate finance, and general financial advisory service lines for technology companies.



Joanna Preston (JP) Associate Director of the Technology Management team (Health Sciences) at **TEC Edmonton**, oversees the provision of IP management and commercialization services to inventors in the health sciences area. She spent a decade in production roles in the biomanufacturing industry. She holds a Bachelor of Science in Genetics and an MBA in Technology Commercialization from the University of Alberta. Member of the Association of University Technology Managers and the Licensing Executive Society. She is also a case study discussion leader for the Canadian Intellectual Property Office and a grant reviewer for the Canadian Institute of Health Research.



Mark Benning (MB) is an experienced entrepreneur who founded and led four investor-backed, technology start-ups in Silicon Valley over a 20-year period. As an Executive in Residence at **TEC Edmonton**, he acts as a mentor to entrepreneurs and executives and as an advisor to TEC's Business Development team. Over the years, he has worked for various private equity and venture capital firms and has raised over \$100 million in angel and venture funding for his start-ups and others he advised. He has a BA in Economics from Harvard University and an MBA from Stanford University, where he focused on leadership and entrepreneurship.



Matthew Parker (MP) Manager of Health ML at **AltaML**, is focused on leveraging AI to improve healthcare. In his role, Matt is leading the team at AltaML to codesign solutions in the areas of healthcare and life sciences. Previously, Matt was working in commercialization and innovation in Toronto for Sinai Health System. Matt has a PhD in Biochemistry from the University of Victoria and an MBA from the Schulich School of Business with a specialization in Health Industry Management.



Michael Oshry (MO) began his entrepreneurial career establishing a diverse businesses in retail, hospitality and business services fields. He co-founded and served as President and CEO of Firma Foreign Exchange Corporation, which facilitates foreign exchange transactions and payments for small and medium size enterprises. He was awarded the Ernst & Young Entrepreneur of the Year award. Michael was elected to represent Ward 5 on Edmonton City Council. He is a past board member of the Alberta Chapter of the Young Presidents' Organization (YPO) and is currently a board member of the Alberta YPO Gold Chapter.



Ray Muzyka (RM) is the CEO & Founder of ThresholdImpact. Trained as a medical doctor, and cofounded and was CEO of BioWare, a video game development studio. At ThresholdImpact he focused on sustainable, profitable impact investing: mentoring and angel investing in information technology, new media, and medical innovations with social entrepreneurs. An active angel investor and entrepreneurial mentor, he is a member of the Young Presidents' Organization, the A100, the Ashoka Support Network. He is Chair of the University of Alberta's entrepreneur Venture Mentoring Service and a venture advisor at iNovia Venture Capital.



Ryan Heit (RH) has a diverse background in research, technology commercialization, business development, and financing early stage companies. Ryan has provided business planning and company development for many early-stage, technology-based ventures in health-related fields in his position at TEC Edmonton and as an independent consultant. Additionally, he has helped multiple Alberta companies in obtaining financing in his role with the angel investing network, TEC VA. He received his Masters in Experimental Oncology and his Masters of Business Administration with a specialization in Technology Commercialization from the University of Alberta.



Samarendra N. Maiti (SM) Brass Dome Ventures, obtained his PhD from the Kalyani University, West Bengal, India in 1980. He has over 35 years of experience in medicinal & synthetic chemistry and has collaborated with large pharmaceutical companies in important therapeutic areas such as, antimicrobials, cardiovascular, CNS, and metabolic disorders. He has written chapters in two books, written five reviews, and has 15 patents and 60 publications. During the 35 years of his research career Dr. Maiti was involved in three antimicrobial projects that successfully produced three clinical candidates, one of which is already in the market, and two that are in development.



Sameeh M. Salama (SS) Vice-President of Business Development at Brass Dome Ventures Ltd., and VP of Fedora Pharmaceuticals Inc. He was formerly VP of NAEJA Pharmaceuticals Inc. where he was involved in over a dozen licensing and partnership agreements, including the licensing of NAEJA's Beta-lactamase inhibitors to Fedora Pharmaceuticals Inc. and later the licensing of the same assets to F. Hoffman La Roche in a US\$750 million deal. Dr. Salama was previously a Director of Microbiology at SynPhar laboratories Inc. He received his PhD in Medical Microbiology from the University of Salford, U.K. and postdoc'd at the University of Alberta.



Scott Reed (SR) Director, Business Development at Brass Dome Ventures . He obtained his Chartered Financial Analyst designation in 2007 and his MBA in 2013. He has been working in the financial and consulting industry since 2002. He has worked in both small and large organizations and has a variety of experience.



Ted Yoo (TY) Partner, Bennett Jones, registered patent and trademark agent in Canada and the USA, covering all matters related to IP, with a focused on the preparation and prosecution of patent applications, licensing, patentability and freedom to operate opinions. Background in microbiology and chemistry, and interests in all areas of technology, Ted acts for clients in the fields of biotechnology, nanotechnology, pharmaceuticals, forestry and agriculture, and the oil and gas industry. Lectured in IP Law at the Faculty of Law and the Faculty of Engineering, University of Alberta.



Thach Lang (TL) Alberta Health Services, provides business, corporate and consulting services. Focus on technology evaluation (HTA, technology appraisal, pre-market assessment, reviews), IP management related to health care innovations and funding for interventions/use in health system. Former researcher and lawyer by training, instructor and program development for health and medical sciences courses, skilled in research methods, patent drafting/prosecution and IP law and practice. Leads multidisciplinary teams and health care projects, developing processes and policies.

Observers



Amanda MacDonald (AM) Partnerships and Commercialization Manager, Faculty of Science, University of Alberta, helping to connect industry to partnership opportunities with researchers and students to help solve industry problems. Amanda also encourages and recommends pathways to commercialization for new innovations made by researchers. Founded Insta-Cool Bands and developer of an instant cooling wearable. Previously with Edmonton Economic Development Corporation as a Community Manager, and at the College and Association of Registered Nurses of Alberta.

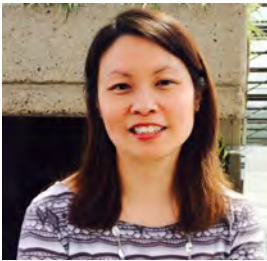


Amine Benmoussa (AB) is Principal in **BDC Capital's Healthcare Venture Fund**. He serves on the Circle Cardiovascular Imaging and Clearwater Clinical board and the Philadelphia and Boston Canadian Technology Accelerators. He was previously part of the Life Sciences investment team at FSTQ and on the boards of Alethia Biotherapeutics, Clementia Pharmaceuticals, Interface Biologics and Milestone Pharmaceuticals. Amine holds a Bachelor of Computer Science from Concordia

University, an MBA from HEC Montreal and trained in Private Equity and Venture Capital at Harvard Business School and in Corporate Governance at the Rotman School of Management.



Andrea Drager (AD) is Vice President at Azure Capital Partners, a San Francisco-based VC firm which invests in ~40 post-seed tech companies such as VMware, Bill Me Later, Calix, Cyan, Top Tier, Triplt and World Wide Packets. Based in their Calgary, Andrea evaluates and works with investment opportunities across Canada. She was previously a director with Monitor Deloitte, where she worked with consumer business and healthcare companies on innovation, marketing, and growth strategy. She cofounded a fashion and travel ecommerce company, and a received a Bachelor of Commerce degree from McGill.



Betty Peavey (BP) Director of Research, develops and leads the Faculty of Science's partnering strategy with companies of all sizes, helping them with their R&D challenges and advancing academic discoveries from the laboratory to commercialization. With more than 16 years of combined experience in academic research administration and industry partnerships, Betty understands the priorities of both academics and companies and knows how to facilitate effective collaborations that lead to results.



Chantelle Sedgwick (CS) is Director of Operations for two Translational Science Institutes (TSIs) at the University of Alberta: the Cancer Research Institute of Northern Alberta and the Neuroscience and Mental Health Institute. The TSIs are biomedical research and training institutes designed to accelerate the discovery and application of knowledge to improve health. Chantelle has a PhD in Biochemistry and an MBA and has worked for several biotech companies.



Gabe Kalmar (GK) is an Entrepreneur in Residence at UBC and Innovation Boulevard, and Mentor in Residence for Venture Connection at Simon Fraser University. He provides strategic consulting to early stage pharmaceutical companies on operations, technology development, and merger and acquisition planning. He has had senior roles at Genome BC, and was the President and CEO of the Pacific Autism Family Network. He is also on the board of companies including MRMProteomics and HeadCheck Health. Dr. Kalmar holds a BSc in Biochemistry and MSc in Virology from UBC, and a PhD in Virology from SFU.



Janelle Goulard (JG) Director of Health Investment, Pangaea Ventures Ltd. has experience in healthcare, both in strategic and operations consulting and private investments. She spent most of her career at GE Healthcare, based in both North America and Europe. She worked with both private and public health organizations and launched a startup that became a joint venture between GE and Microsoft. She is a master change agent and Lean Black Belt certified. She brings her experience as an Associate with a leading Canadian private equity firm. Janelle has an MBA from the University of British Columbia in Entrepreneurship and Innovation and a BComm from McGill University.

Julie Woda (JW) is a Director of Technical Operations at **BioMotiv**, and has over 23 years of biological research and drug development experience. Prior to BioMotiv, she worked as Director of Translational Research for Juventas Therapeutics in Cleveland, overseeing all aspects of preclinical development of novel biologics. Juliana worked at Athersys as a Senior Scientist in Regenerative Medicine, developing cell therapy for the treatment of cardiovascular, immunological, and neurological indications. Juliana completed her PhD in Biological and Biomedical Sciences at Harvard University, postdoc'd at Massachusetts General Hospital on proteins involved in Huntington's Disease.



Marc Leduc (ML) Senior Provincial Director, Innovation & Research Management at Alberta Health Services.



Marita Hobman (MH) served as the Director, Intellectual Property and Business Development at Biomira/Oncothyreon for over ten years. She contributed to University of Alberta research management and commercialization as the Executive Director, Financial Operations and Strategic Development for Livestock Gentec and as Senior Manager, Partnerships, at the Research Services Office. Her experience spans IP management, technology licensing, industry/academia collaborations and contract negotiations. Marita has a Ph.D in virology from University of Goteborg, Sweden, and an MBA from University of Alberta, where she is Assistant Chair, Administration, Department of Biochemistry.



Patty Wickson (PW), with a passion and purpose to develop people to be their best whether in the boardroom, front lines or at home in their life. Empowering, mentoring, leading and giving back to others are the goal. Leading health innovation, impact, evaluation transforming AHS into an innovative health hub to improve outcomes for Albertans. Extensive leadership experience for over 17 years with clinical, operational, management, strategy, quality improvement, project management, stakeholders engagement, person centered care and research/innovation.



Peter Ciechanowski (PC) Lawyer, **Alberta Justice and Solicitor General** - Energy Legal and Research Analyst, with a Juris Doctor (J.D.) in Law and Master's degree in Public Health with Specialization in Environmental and Occupational Health from the University of Alberta.



Shaheel Hooda (SH) Executive in Residence for and Program Director for TEC's T-Squared Accelerator. Served as a board member at Login Radius, a high growth Software as a Service (SaaS) company that recently raised \$17 million from top Tier investors including Microsoft Ventures (M12) and Trident Ventures. Was CEO of two startup software companies, Director of Business Development for a US enterprise software company, and previously a strategy consultant at McKinsey & Company, where he launched one of Canada's first online banks. He has been involved in starting or running more than 15 startup businesses, actively advised hundreds of entrepreneurs since returning from the US 15 years ago, and helped raise over \$150 million in capital.



Thomas (Yong-il) Ahn (TA) is CEO at Mad Ventures, which is pioneering a novel model of startup investment which leverages Internet technologies and allows early-stage innovators and start-ups to incubate without the need to physically relocate, thus minimizing downtime and business interruption. The "I-cubation." process is more than just providing money and management expertise. It offers extensive business connections around the world, helps Canadian businesses secure business opportunities in the Asia Pacific region, and ensures the right mix of R&D, Venture Capital, and business development for promising innovators to realize their visions.