

Date: Tuesday March 5, 2019 (next event on June 4)

Location: **Bennett Jones LLP**, 3200 TELUS House, South Tower, 10020 - 100th Street, Edmonton, AB, T5J 0N3

Co-Director *Michael Overduin*, Prof, Biochemistry Department, overduin@ualberta.ca, 780-222-6281

co-Director *Cameron Smithers*, PhD Student, Biochemistry Dept, csmithers@ualberta.ca, 587-930-4786



Bennett Jones



TEC EDMONTON



Panel Members See below

Forms Google forms to evaluate pitches will be available by emailed links

Data Agenda & Plans: www.discoverylab.ca & www.Dropbox.com/home/DiscoveryLab

Remote skype cameron@discoverylab.ca

Public Transport Central Station Light Rail Train Station is a minutes' walk.

Parking Available underground and at parkades within 2 blocks. Limited street parking.

Schedule for Tuesday March 5 (click on presenter names to access **Evaluation Scorecards**)

9:45-10:00 am Introductions and review plans

Accelerator Session: NDA's will be made available for this morning session only

10:00-10:15 am *Accelerator:* **Martin Ferguson-Pell** (fe4@ualberta.ca): Click & Push

10:15-11:15 am *Accelerator:* **Roger Zemp** (rzemp@ualberta.ca): ClinoSonics 3D

11:15-12:00 pm *Accelerator:* **Brayden Whitlock** (bwhitloc@ualberta.ca): Outbreaker Solutions

12:00-12:15 pm *Accelerator:* **Georg Schmoelzer** (georg.schmoelzer@me.com): RETAIN Labs

12:15-1:00 pm Lunch

Startup Sessions: No NDA's needed for the following sessions as nonconfidential information only will be shared

1:00-1:45 pm *Startup:* **Suresh Nayar** (suresh.nayar@covenanthealth.ca)

1:45-2:30 pm *Startup:* **Bretton Whervin** (brettwhervin12@gmail.com)

2:30-2:45 pm *Startup:* **Sharmin Habib** (sharmin@umay.care): Umay Care

2:45-3:00 pm Break

3:00-3:45 pm *Startup:* **Afsaneh Lavasanifar** (afsaneh@ualberta.ca)

3:45-4:30 pm *Startup:* **Larry Unsworth** (lunswort@ualberta.ca): ThermoReCON

4:30-4:45 pm *Startup:* **Michael Overduin** (overduin@ualberta.ca)

4:45-5:15 pm *Startup:* **Ken Cor** (mcor@ualberta.ca): OneSyllabus

5:15-6:00 pm Reception

- Agenda** Presenters may be students, 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.
- Aim:** 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.
- Format:** The panel will first meet in private to discuss the agenda and executive summaries. Each team gives a short presentation to the panel of Advisors and Observers in a closed (non-public) round table format, with time for Q&A and evaluation of the team, presentation and plan, and a reception. The anonymized feedback is then shared with the team.

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.

Advisors



Brett Clelland (BC), Legal Counsel at Alberta Health Services, focuses on 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. Brett graduated with a Ph.D. from the University of Alberta, with research experience in the areas of molecular biology, protein and nucleic acid biochemistry, and microbiology.



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.



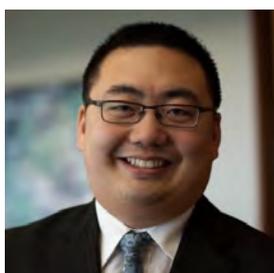
Deborah James (DJ) Executive Director of Innovation in the Faculty of Medicine & Dentistry, University of Alberta and CEO of eDJe Consulting Inc, a strategic healthcare consulting firm committed to upholding the tenets of sustainable health and health care. Deborah's ability to conceptualize and persuasively 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.



Ian Murray (IM) President & General Counsel of **IMC**, has 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 Parlee McLaws, worked in the acquisitions department of Varity Corporation and was Executive Assistant to the Alberta Minister of Forestry, Lands and Wildlife. His experience includes project management, commercial negotiations, finance, law and government 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.



Craig Sherburne, TEC Edmonton, is a Corporate Commercial Lawyer and Patent Agent registered in the U.S. and Canada and has spent the past decade working in the venture space. With over 8 years of clinical development experience, as well as being well versed in Commercial and Residential construction, Venture Capital and Private Equity investment, he has assisted clients through corporate development lifecycles, from initial incorporation and corporate strategizing, through IP generation and management and through to eventual sale or M&A.



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.



Graham Anderson, Program Manager, Alberta Innovates, Health, began his career working as a community pharmacist, where he gained insight into the healthcare system from a pharmacy perspective. He became co-owner of Sherwood Dispensaries in 2012 and operated the pharmacy for two years, launching initiatives including a travel and immunization clinic, blood pressure clinic at a local retirement home and a mental health outreach program in collaboration with two psychiatrists in the community. Graham is completing an MBA degree at the UofA, with a specialization in Innovation and Entrepreneurship.



Gordon Hamilton, Director of MathPickle.com, a web site to inspire K-12 communities worldwide supported by Patreon, Nancy Blachman and the American Institute of Mathematics. He is a Mathematician in Residence at Rosedale School, a Game Designer Game Artisans of Canada with successful games on the market, and a member of Innovate Calgary. He was awarded a MMath degree from the University of Waterloo and a PhD in Mathematical Biology from the University of Calgary.



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.



Kevin Ens, Executive-in-Residence at TEC Edmonton. Kevin is a senior executive with over 30 years of strategic and operational management experience in biotechnology/biopharma and medical devices. A broad track record of success spanning sales and marketing to operations and general management with a strong business development focus. Entrepreneurial and thrives on the challenges of technology commercialization and building value in start-up and early-stage companies.



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.



Michael Bosdet, President, TSGI Corporation, a professional services firm with over 20 years of experience assisting companies with their Scientific Research and Experimental Development (SR&ED) claims. He is a PhD scientist skilled in public speaking, data analysis, and business development, and was formerly an award-winning post-secondary instructor and researcher. In his time at TSGI, he has had success helping all sizes of technology companies in numerous industries benefit from SR&ED. is an experienced professional with a demonstrated history of growth and leadership.



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.



Sandra Stabel, a Program Manager for Alberta Innovates, has spent most of her career working in Primary Care. Originally completing a Bachelor of Science in Kinesiology, she spent 10 years working as an Exercise Specialist helping patients living with chronic health conditions. Over the past four years, Sandra has emerged herself in the world of Quality Improvement. She helped family medical practices in the south side of Edmonton improve clinical processes, access and patient centered care. Most recently, she completed a Master of Business Administration at the U of A. She currently works with Alberta Innovates to coordinate and catalyze research and innovation efforts within the health system, government, industry and community organizations.



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.

Stephen Urquhart, Telus



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.