

From Bench to Bedside: Business Fundamentals for Entrepreneurial Scientists

(PHAR 5009 01) Weill Cornell Graduate School of Medical Sciences

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<u>Date/Rm.</u>	<u>Topic</u>	<u>Assignments</u>
WED. 09/13/17 ZRC. AUD.	Speakers: George D. Yancopoulos, MD, PhD, Co-founder, President & Chief Scientific Officer, Regeneron; BBI alumni startups	Look over technologies; begin to form teams
TUE. 09/19/17 BRB 204	Patents & licensing; tech for practice b-plans	
WED. 09/20/17 BRB 204	Ingredients for a successful business plan	Team selection (Mon. 09/25, 5pm)
TUE. 09/26/17 BRB 302	1-Minute Pitch Building Blocks	
WED. 09/27/17 BRB 204	Market sizing & financial modeling. Market potential for a technology.	Technology selection (Thur. 09/28, 5pm) Competitive analysis (Mon. 10/02, 5pm)
WEEK OF 10/02/17	Optional mentor fellow session	Register online for available times
TUE. 10/03/17 BRB 204	Startup success stories and the venture capital perspective	Budget & timeline (Fri. 10/06, 5pm) Elevator pitch 1 (Mon. 10/09, 5pm)
WEEK OF 10/09/17	Optional mentor fellow session	Register online for available times
TUE. 10/10/17 BRB 204	1st small group session with mentors on product & market analysis	Elevator pitch 2 & Executive summaries (Mon. 10/16, 5pm)
WEEK OF 10/16/17	Optional mentor fellow session	Register online for available times
TUE. 10/17/17 BRB 204	Second group mentoring session: Elevator Pitch	Peer reviews (Fri. 10/20, 5pm)
TUE. 10/24/17 BRB 302	Drug discovery from the perspective of a PI	Practice pitch slides (Fri. 10/27, 5pm)
MON. 10/30/17 WGC ABC	Practice pitches	
WEEK OF 11/06/17	Optional mentor fellow session	Register online for available times
TUE. 11/07/17 BRB 204	Incorporation types and legal issues	Elimination round pitch slides due (Mon. 11/13, 5pm)
TUE. 11/14/17 BRB 302	Elimination round pitches	Final round slides due (Tue. 12/05, 5pm)
TUE. 12/12/17	Pitch Day for finalist teams	

Weekly guest lecturers, mentors and judges

Dan-Oscar Anton, PhD, TLO, Cornell University	Nigel Liverton, PhD, Executive Director, WuXi AppTec
Haider Akmal, MD, Portfolio Manager, Vaal Investment Partners	Paul Maddon, MD, PhD, Founder, Progenics Pharm.
Imran Babar, PhD, Vice President, OrbiMed Advisors	Linda Masat, PhD, Director, Takeda Pharmaceuticals
Nick Bishop, PhD, Investor, Deerfield Management	Alan Morrison, JD, Law Offices of Alan J. Morrison
Patrick Bolan, MD Candidate, BBI Mentor-Fellow	Suranjit Mukherjee, PhD, Candidate, BBI Mentor-Fellow
Frank Borchetta, JD, CEO and President, Repairogen	Sriker Nadipuram, MBA, AVP, Barclays
Renier Brentjens, MD, PhD, Dir., MSK; Co-Founder, Juno Therapeutics	Carolyn Nguyen, JD, Corporate Associate, Paul Hastings LLP
Liz Calder, PhD, Postdoctoral Fellow, MSK	Kenny Nova, MBA, Serial Entrepreneur
Du Cheng, MD-PhD Cand. Founder, iDu Optics LLC; 2016 BBI Winner	Jason Park, PhD, Principal, Flagship Pioneering
Ryan Cochran, Strategy, CarePoint Health System	Greg Peter, CEO, BetterPT
Barry Collier, MD, Director, Rockefeller University	Cameron Pitt, PhD, Investor, Versant Ventures
Phil Crowley, JD Law Office of Philip P. Crowley LLC	Gene Resnick, MD, Senior Medical Consultant, ICON plc
Colleen Cuffaro, PhD, Principal, Canaan Partners	Christian Ritter, MBA, VP, FOS Advisors
Paul Dossa, PhD, Investor, Venrock	Carlo Rizzuto, PhD, Partner, Versant Ventures
Julien Dubuis, PhD, Director, Outcome Health	Kate Rochlin, PhD, Founder and CSO, Immunovent LLC
Imke Ehlers, PhD, Senior Licensing Manager, MSK	Alex Roseblat, MBA, Vice President, Datadog
Kevin FitzGerald, MBA, Startup Coach, KevinBizGlobal	Nidhi Sabhawal, PhD, Assistant Director, Rockefeller Univ.
Eileen Flowers, PhD, Licensing Manager,	Vibhu Sachdev, JD, TLO, Cornell University
David Frank, PhD, Managing Director, MEDx Associates	David Scheinberg MD, PhD, Chair, Molec. Pharm., SKI; Dir., MSK
Mayur Gadiya, PhD, Candidate, BBI Mentor-Fellow	Joel Schrock, PhD, Manager, Pfizer
Natalya Gertsik, PhD, Associate, McKinsey & Company	Yaniv Sneor, Founder, Mid-Atlantic Bio Angels & Blue Cactus Consulting
Mariam Giorgadze Senior Marketing Analyst, Healthfirst	Jeff Stein, JD, Partner, WilmerHale
Steve Goodman, JD, Partner, Pryor Cashman; Founder, Mid-Atlantic Bio Angels	Blake Stevens, PhD, General Manager, LaunchLabs
Jonathan Gordon, MBA, Director, NYP Ventures	Alec Stranahan, PhD, MBA Candidate, Cornell Univ.; BBI Alum.
Jeff Hartlan, JD, Partner, Paul Hastings LLP	Paul Strombom, MD, General Surgery Resident, Mount Sinai
Ken Hess, PhD, MBA, Manager, Purdue Pharma	Viktoriya Syrovatkina, PhD, BBI Mentor-Fellow
Steven Isaacman, PhD, Founder & CEO, PHD Biosciences	Pete Thurlow, JD, Shareholder, Polsinelli PC
Jeffrey Johnson, JD, Partner, Pryor Cashman LLP	Bruce Toman, Vice President, Neuronasal
Howard Johnson, MBA, Co-Founder, GO4HLTH; VP, Lion Biotech	Marisa Tricarico, MBA, Senior Manager, Accenture Analytics
Craig Kenesky, PhD, JD, IP Associate, Wilson Sonsini	Claire Wang, PhD, Associate Manager, Regeneron Pharm.
Arthur Klausner, MBA, CEO, Gem Pharmaceuticals	Ray Wu, Vice President, FOS Capital Partners
Jerry Korten, MS, President, Meledex Inc.; CEO, ColdSteel Laser	Dyong Xu, Private Equity Associate, OrbiMed Advisors
Callie Leone, Membership Manager, Galvanize	Carlo Yuvienco, PhD, Senior Project Manager, NYCEDC