BIOHEALTH INNOVATION LIGHTNING PRESENTATION

Rich Bendis
President & CEO
BioHealth Innovation, Inc.
April 15 – U.S. Cluster Initiative Convening
BHI is a private public partnership governed and managed by the private sector. Our mission as an innovation intermediary is to:

1. **Advance Technologies**
2. **Accelerate Innovation**
3. **Globally Connect**
OUR BUSINESS MODEL

SOURCES
- NIH
- Universities
- Federal Labs
- Industry
- Entrepreneurs
- Soft Landing
- DreamIt

Portfolio Managers

BHI Assistance Programs
- SBIR Program
- Startup Package
- BioHealth Gap Fund
- Soft Landing

Strategic Programs
- BHI Incubator
- DreamIt Health
- Relevant Health
- Launch Labs

Financial Sponsors

OUTCOMES
- Technologies Progressed
- Company Growth
- Risk Capital
- New Startups & Spinoffs
- Partnerships
- Mergers & Acquisitions
- Leveraged $n
- Regional Branding
- Jobs
- Economic Development

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FUNDING AND PATH TO SUSTAINABILITY

2015 Funding

- Client Services $74,368
- Federal Grants $401,980
- Foundation $100,000
- In-Kind $419,000
- Local Government $510,000
- Relevant Health Accelerator $615,000
- NGO $75,000
- New EIR Funding (NIH, JHU, USM) $783,855
- Private Sector $1,030,830
- Special Projects Income $269,250
- Sublease Income $36,300
- University $250,000

Year Commitments

NO Reliance on a single Funding Source

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WHERE WE EXCEL

Entrepreneur-in-Residence Program

1. Experienced Entrepreneurs, Venture Capitalists and Industry business developers managing a commercially relevant biohealth portfolio.

Todd Chappell
Ram Aiyar
Ken Malone
Albine Martin
NIH EIRs

BHI Scouting Clients

Roche, MedImmune, BHI Partners

Replicable to ANY Region

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<thead>
<tr>
<th>Therapeutic</th>
<th>Medical Device</th>
<th>Personalized Medicine</th>
<th>Health IT / IT</th>
<th>R&amp;D Tool</th>
<th>Occupational Safety and Health</th>
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<td>Terrapin Mind</td>
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<td>+ 11 DreamIt Health Companies</td>
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REGIONAL BIOHEALTH ECOSYSTEM PARTNERS

ACADEMIA
• Research/T²
• Lifelong Learning
• Economic Development

INDUSTRY
• Profit
• Process
• Product

GOVERNMENT
• Sustainability
• Infrastructure Support
• Economic Policy

FOUNDATIONS
• Economic Growth
• Community Investment
• Regional Collaboration

INSEPARABLE MISSIONS

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