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### Road Map for Implementing a Reduced Risk Biotech Start-up

In the GCC, the biotech and pharmaceutical industry is poised to play an important role in the diversification of the economy and start-ups or early stage companies can play an important role. What are strategies for reducing risk and increasing the likelihood of success? At various stages of the company life cycle how does one successfully implement these strategies and avoid pitfalls? Discussion will center around the road map for implementing a reduced risk biotech start-up. Key elements that will be highlighted include (i) skill matrix of experienced leadership team; (ii) selection and in-licensing of potential product candidates; (iii) financing and (iv) timing of financial exit. 'Proof of Principle' studies required to demonstrate commercial potential are rarely conducted by academic institutions, due to the lack of expertise and established funding mechanisms for this purpose. This often results in a development gap between early-stage academic invention and the validation required to attract the participation of the private sector. The vision of Sidra Technology Ventures is to help bridge this gap by providing funding to generate more data including non-clinical and 'proof of principle' studies that adequately demonstrate the invention's promise and potential and support patent application filing. This talk also discusses the important role of biotech companies, including start-ups in the translation of research discoveries from the bench to the clinic.

### Biography

As Executive Director of Sidra Ventures, Herlands leads commercialization initiatives and entrepreneurship to support Sidra's mission to become a world-class academic health center, focusing on women's and children's health. Louis Herlands innovates at the crossroads of academia, entrepreneurship, finance, and industry. Herlands brings a broad set of experience and expertise in technology commercialization, licensing, start-ups, and translational research. Herlands leverages his scientific expertise to form, finance, and lead successful biotechnology companies that are developing important new medicines in diverse therapeutic areas including diabetes, obesity, pain due to nerve damage, and cancer. The peak value of the publically traded companies he has co-founded, financed and led is in excess of \$8 billion. These companies are based on patented new discoveries that have the ability to transform medicine, and help millions of patients worldwide. Herlands graduated from Yale University and received his PhD from The Rockefeller University.

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