



# BioHealth Innovation

[www.biohealthinnovation.org](http://www.biohealthinnovation.org)

Founding Member



**GEN**

Genetic Engineering  
& Biotechnology News

A Top 3 BioPharma Cluster

# Top 10 U.S. Biopharma Clusters 2025

## Ranking Based on Five Criteria:

1. NIH Funding
2. Venture Capital Funding
3. Patents
4. Lab Space
5. Jobs



1. Boston/Cambridge, MA
2. San Francisco Bay Area
3. **BioHealth Capital Region (Maryland/Virginia/DC Metro)**
4. New York/New Jersey
5. San Diego
6. Los Angeles/Orange County, CA
7. Greater Philadelphia
8. Raleigh-Durham, NC  
(Inc. Research Triangle Park, NC)
9. Seattle
10. Chicagoland

## #3 – 2025 BioHealth Capital Region (MD-VA-DC)

- 1<sup>st</sup> in Patents
- 3<sup>rd</sup> in NIH funding
- 3<sup>rd</sup> in Lab Space
- 4<sup>th</sup> in Jobs
- 7th in VC Funding



*"The BioHealth Capital Region is home to the FDA and NIH, which have eliminated 3,500 and 1,200 jobs, respectively. Government cuts helped shrink employment 1.8%, to 133,743 jobs (JLL data), pushing the region to fourth from third. Yet BHCR stayed in third place by leading the nation in patents (79,141 families) and placing third in lab space (36.823 million square feet according to JLL, including the NIH's 9.2 million square feet in Bethesda, MD) and NIH funding (4,806 awards totaling \$3.639 billion, down 16% from a year ago). Venture capital nosedived 53%, lowering BHCR to seventh with \$1.03 billion in 2024 and \$357.18 million in Q1-Q2 2025 (also JLL data)." -Alex Philippidis, Senior Business Editor at Genetic Engineering & Biotechnology News*

# The Growth of the “BioHealth” Brand

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- BioHealth Innovation
- BioHealth Capital Region
- Office of BioHealth – Maryland Department of Commerce
- BioHealth Capital Region – Genetic Engineering News
- Activation Capital’s “Frontier BioHealth”
- Institute for BioHealth Innovation – George Mason
- AURP BioHealth Caucus
- The Bangkok 2025 Global Biohealth AI Innovation and Traditional Medicine Fusion Cooperation Summit
- The Las Vegas BioHealth Innovation Challenge
- Wisconsin’s BioHealth Industry
- Women in BioHealth – U.W. Madison
- Growing BioHealth Cluster – Ohio
- Luxembourg BioHealth Cluster
- South Korea BioHealth Industry
- Greece BioHealth Innovation Hub
- HIG BioHealth Fund
- BioHealth Sciences Oregon
- ibs.GRANADA BioHealth
- K•BIC Korea Biohealth Innovation & Start-up Center
- House of BioHealth - Luxembourg

IT ALL STARTED HERE!



# BioHealth Capital Region: An Overview of the BHCR – Where You Should Be



## • Top Tier Research Universities

Including Johns Hopkins and the University System of Maryland provide a pipeline of talent & intellectual property

## • 78 National Labs & Research Institutes

Including NIH, ARL, NRL, and NASA Goddard that receive \$19 billion annually and provide technical talent and a pipeline of tested, commercializable technologies

## • Regulatory & Governmental Bodies

Including FDA, CMS, and HHS provide thought leadership in the ecosystem and insight into what changes are next

## • Concentration of Science & Engineering Talent

From universities, national labs, and government positions with the technical skills to launch high-tech startups, especially with licensed intellectual property

## • Established Cluster of BioHealth Companies

Over 2,300 BioHealth companies in BHCR from multinational corporations to cutting edge startups

## Challenges to Innovation Economy

Lack of connection of innovation resources

Lack of an entrepreneurial culture & C-level executives

Lack of early-stage funding for commercializing technologies

Lack of spin-offs from federal & university R&D

## Solutions for the Innovation Economy

Connect regional innovation assets

Develop an entrepreneurial talent & support pipeline

Attract funding for technology commercialization

Evaluate commercially relevant federal & university technology

# Regional BioHealth Ecosystem Partners



# BHCR Support Organizations



**Richard A. Bendis**  
President/CEO

"BHI sources and evaluates market-relevant biohealth intellectual properties, connects the IP with funding, and assists businesses in marketing and growth."



**Troy LeMaile-Stovall**  
CEO & Executive Director

"TEDCO provides framework of knowledge, funding, and networking to support an innovation eco-system that nurtures researchers, entrepreneurs, start-ups, and early-stage companies engaged in bringing innovation ideas to market."



**John Newby**  
CEO

"We fuel the network of leaders that drive bioscience to eradicate disease, save lives, and feed the world....one innovation at a time."



**Jared Smith**  
President & CEO

"Montgomery County is an extraordinarily diverse place where innovation, infrastructure, and talent converge, with talent as its key driver of economic competitiveness."



**Kelly Schlutz**  
CEO

"We are a collaborative community that is actively engaged in building strong technology and life science industries by supporting the efforts of our individual members."



**Joe Benevento**  
CEO

"VIPC is well-positioned to lead Virginia in developing, attracting, and retaining talent, capital, and innovation which expands investment, growth, and opportunity across the entire Commonwealth"



**Ron Piervincenzi, Ph.D.**  
CEO

"It's clear global collaboration remains essential to ensuring a focus on quality that increases supply chain resilience and facilities advances in therapies and technologies."

# BioHealth Innovation: An Innovation Intermediary

**A public-private partnership, serving as an innovation intermediary in the BioHealth Capital Region with a mission to:**

- Advance local technologies, assets and resources
- Accelerate innovation
- Globally connect sectors, industries, communities, and markets



- Regionally, Nationally, and Internationally-Oriented
- Private-public partnership, 501(c)(3) nonprofit
- BioHealth Innovation Management, a for-profit subsidiary
- Market-driven, private sector-led and funded
- Neither a government initiative, nor a membership organization

# BioHealth Innovation Board of Directors

 ALEXANDRIA*	<b>Joel Marcus</b> Executive Chairman & Founder Alexandria Real Estate Equities		<b>Peter Ronco</b> CEO Emmes		<b>Dave Lemus (Treasurer)</b> CFO/COO miRecule
	<b>Yaminah Leggett-Wells</b> Senior Director, Alliance Management AMGEN		<b>Amy Adams</b> Executive Director, Institute for Biohealth Innovation George Mason University		<b>Christopher Callaghan</b> Group Vice President Healthcare Banking M&T Bank
	<b>Richard A. Bendis</b> President & CEO BioHealth Innovation Inc.		<b>Steven Roberts</b> Director, External R&D Scientist Collaborations GSK		<b>Rick Wieczorek</b> President / Chief Executive Officer NIH Federal Credit Union
	<b>Prashant Panchal</b> Director, Business Planning and Operations AstraZeneca		<b>Matthew Keesan</b> VP & GM, Quantum Platform IonQ		<b>Eric Edwards</b> Co-Founder & CEO Phlow Corporation
	<b>Donna Edmonds (Vice Chair)</b> Founder & CEO Brainbox Solutions		<b>Pete Briskman (CHAIR)</b> Executive Managing Director Lead Mid-Atlantic Life Sciences Practice Jones Lang LaSalle (JLL)		<b>Dr. Jay Perman</b> Chancellor University System of Maryland
	<b>Ronald Kurz</b> Vice President, Business Development Group Canon Virginia, Inc.		<b>Brett Shealy</b> Executive Director of Life Sciences J.P. Morgan		<b>Anthony Lakavage</b> Sr. Vice President, Global External Affairs US Pharmacopeia
	<b>Dr. Jessica Nadler</b> Managing Director Deloitte Consulting, LLP		<b>Sarah Porter</b> Vice President Kelly Services		<b>Charles Morton (Secretary)</b> Partner Venable, LLP
	<b>Jason Hall</b> VP, Portfolio Management Emergent BioSolutions		<b>Aimee Smart</b> Vice President of Clinical & Regulatory Processes United Therapeutics		

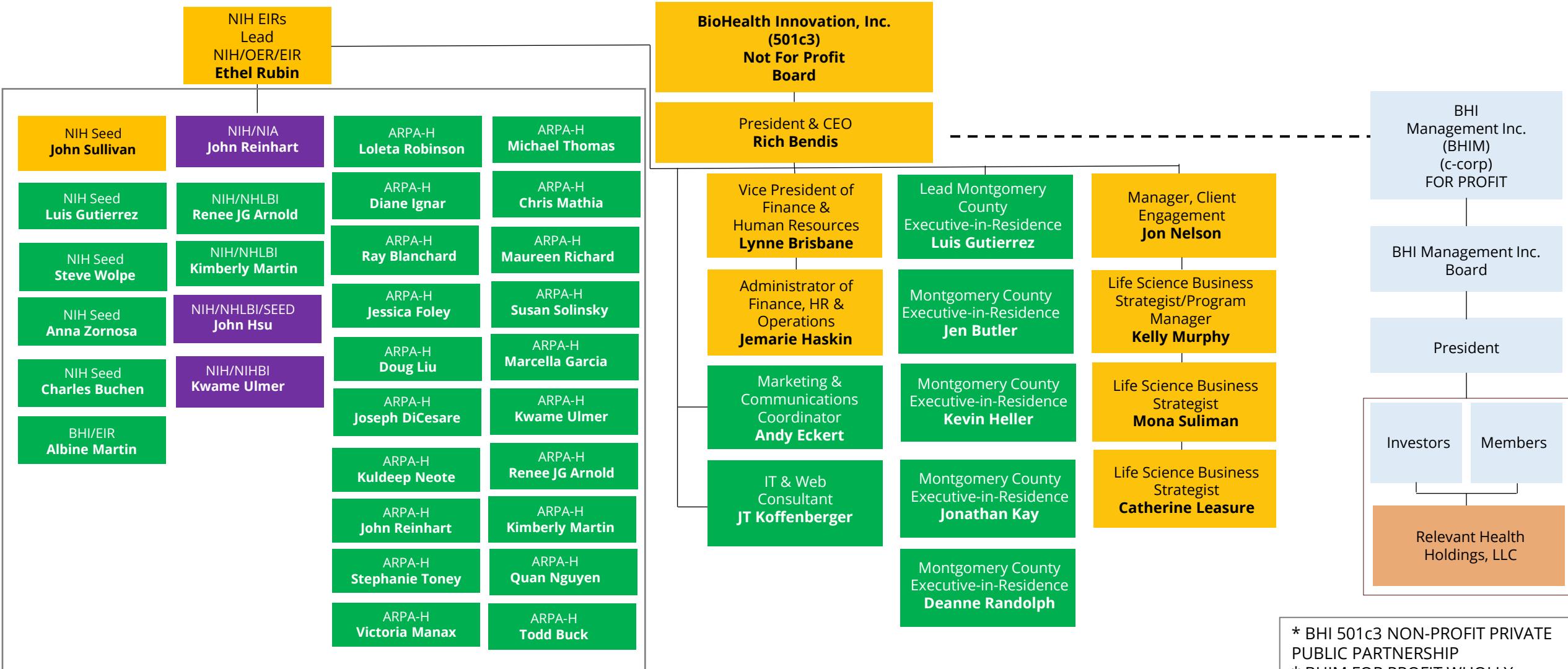
## Legacy Board Members



Johnson & Johnson



# BioHealth Innovation Organizational Chart



9 Full-Time

33 Part-Time

3 On The Bench



Relevant Health Holdings.



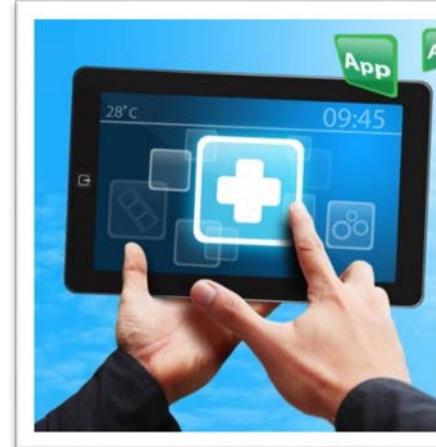
BHI Management, Inc.

\* BHI 501c3 NON-PROFIT PRIVATE PUBLIC PARTNERSHIP  
 \* BHIM FOR PROFIT WHOLLY OWNED BY BHI AND SERVES AS A HOLDING COMPANY AND PROVIDES CONSULTING SERVICES TO BHI

# BioHealth Technology Focus

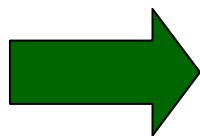
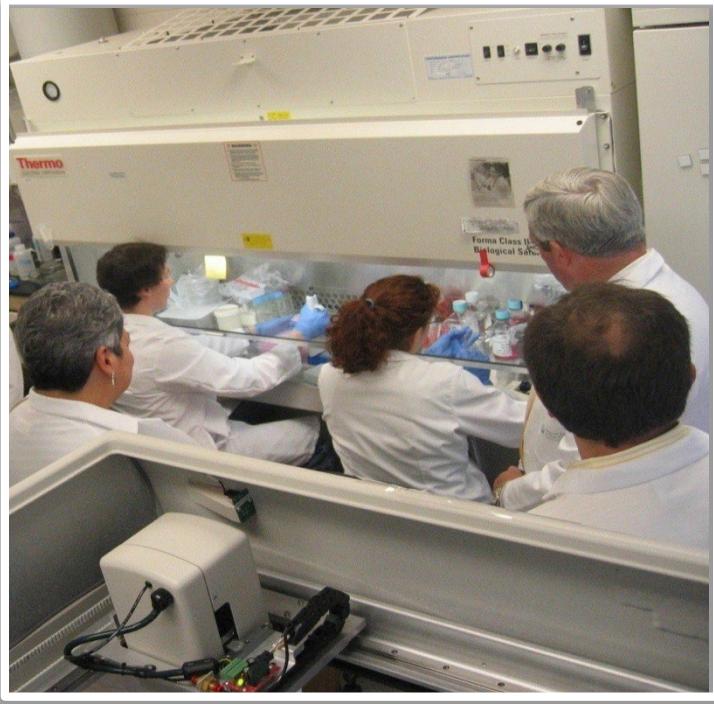
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- Therapeutics
- Diagnostics
- Medical Devices
- Vaccines
- Healthcare Services
- E-Health
- Digital Health
- Electronic Medical Records
- Biomarkers and Tools
- Health Informatics
- BioHealth Cybersecurity
- Personalized Health
- AI, Machine Learning, Quantum



# Innovation Paradigm Shift

**PROOF OF CONCEPT**  
**Technological Feasibility**  
**(Laboratory Push)**  
**“It Works!”**



**PROOF OF COMMERCIAL RELEVANCE**  
**(Market Pull)**  
**“It Works To Solve A Problem” “I’ll Buy It”**



# State of Maryland: Federal & University Resources

- Population: 6.2 Million People
- 78 Federal Laboratories, Centers & Institutes in Maryland
- Maryland Federal R&D Investment Exceeding \$25 Billion Annually



**JHU and USM represent another \$5 billion in annual R&D**





Unrivaled Research Assets

Unfulfilled Commercial Promise

800+ BioHealth Companies



Children's National®



NATIONAL  
CANCER  
INSTITUTE



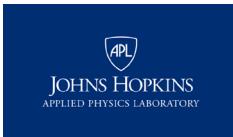
National Institutes  
of Health



National Heart, Lung,  
and Blood Institute



## BioHealth Regional Innovation Cluster Assets



National Biodefense Analysis  
and Countermeasures Center



National Institute of Neurological Disorders and Stroke



# Major Regional BioHealth Companies

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ALEXANDRIA.



AstraZeneca



**BD**



Children's National.



**EMERGENT**



**MITRE**



**LONZA**



**BioHealth Innovation**

# Public BioHealth Companies Headquartered in the Region





11th Annual

# BIOHEALTH CAPITAL REGION *Week*

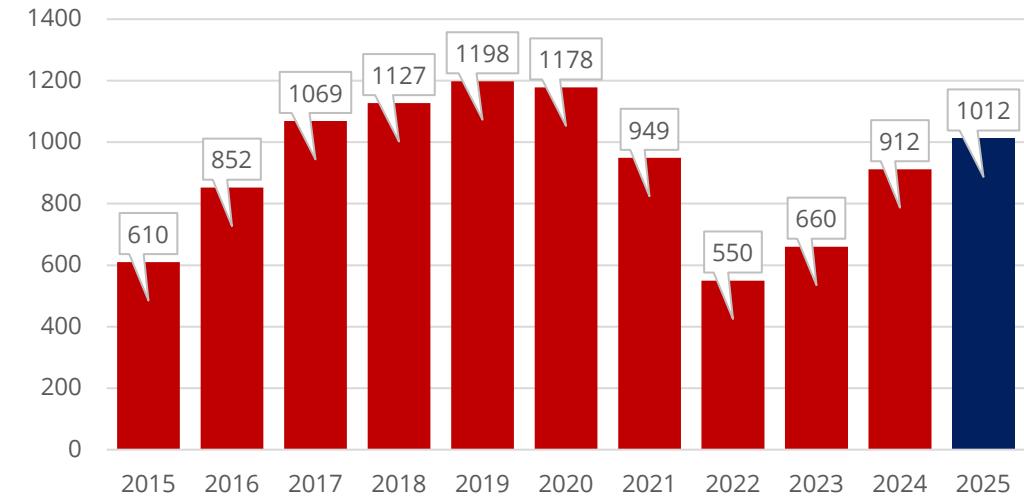


SEPTEMBER 23-25, 2025

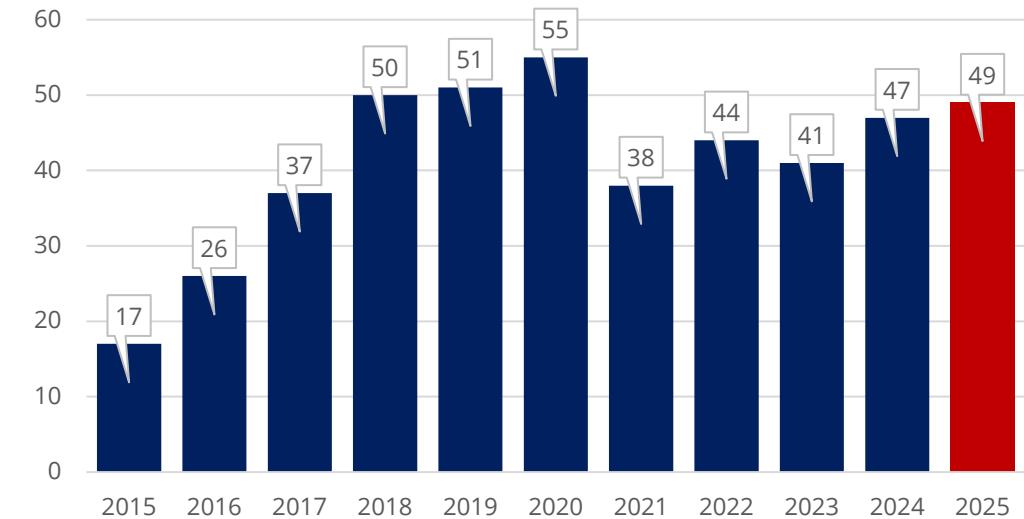
BioHealth  
CAPITAL REGION

## BioHealth Capital Region Forum

Registrants



Sponsors



# 2025 BHCR Week Sponsors

**AMGEN**



**VENABLE** LLP

**bora** **Bora** **Pharmaceuticals**

**PRECIGEN** **welldoc®**

 **Accelevir**

 **allSci**

 **ATCC 100 YEARS**

 **AURP** Building Communities of Innovation™

 **BioHealth CAPITAL REGION**

 **BioHealth Innovation**

 **BIOTECH CORRIDOR**  
ROCKVILLE, MD

 **Biotechnology Innovation Organization**

 **blackbird LABORATORIES**

 **BRAIN BOX SOLUTIONS**

 **CVILLE BIOHUB**

 **Deloitte.**

 **FREDERICK**  
ECONOMIC DEVELOPMENT

 **GEORGETOWN UNIVERSITY**  
Office of Technology Commercialization  
Georgetown Tech Ventures

 **INSTITUTE FOR BIOHEALTH INNOVATION**  
George Mason University

 **GW**

 Co-funded by the European Union  
Central Baltic Programme  
Health3-2-1

 **HOWARD COUNTY ECONOMIC DEVELOPMENT AUTHORITY**

 **INFO PATHWAYS**

 **Johnson & Johnson**

 **J.P.Morgan**

 **Kelly** Science, Engineering, Technology & Telecom

 **KPMG**

 **LifeSpan Consulting**

 **Maryland**  
DEPARTMENT OF COMMERCE

 **miRecule**  
RNA Therapeutics

 **MONTGOMERY COUNTY ECONOMIC DEVELOPMENT CORPORATION MARYLAND**

 **nih**  
FEDERAL CREDIT UNION

 **NOBLE**  
LIFE SCIENCES  
PASSION • INTEGRITY • INNOVATION

 **NIH**  
National Institutes of Health  
Technology Transfer

 **PRINCE WILLIAM**  
ECONOMIC DEVELOPMENT

 **pwc**

 **SCENDEA**  
COLLABORATE • INNOVATE • SUCCEED

 **Scheer Partners**  
A Reputation for Results

 **TEDCO**  
LEADING INNOVATION TO MARKET

 **USI**

 **usb**

 **RLA**  
a2 COLLECTIVE  
COORDINATING CENTER

 **United Therapeutics**  
A PUBLIC BENEFIT CORPORATION

 **UNIVERSITY OF MARYLAND**  
INSTITUTE FOR  
HEALTH COMPUTING  
MPowering the STATE

 **virginiabio**

 **VIPC** | VIRGINIA INNOVATION  
PARTNERSHIP CORPORATION

 **WIB**  
Women In Bio

# 2025 BHCR Week Highlights



BHI's Rich Bendis Welcomes Attendees to the 11<sup>th</sup> Annual BHCR Week



Secretary of Commerce and Trade for the Commonwealth of Virginia  
Juan Pablo Segura



William Hurley "Whurley", Founder and CEO of Strangeworks, giving his  
Day 1 Keynote on Quantum Computing



USP CEO Ron Piervincenzi, PhD, during his Day One Fireside chat



Matthew Keesan, Vice President and GM of Quantum Platform at IonQ  
giving his Day Two Keynote



Rich Bendis presenting Perfusion Medical's CEO, Gerard Elderding with  
the 2025 BHCR Crab Trap Awards

# BIOHEALTH CAPITAL REGION *Week*



**Rich Bendis**  
**MODERATOR**  
President & CEO  
BioHealth Innovation, Inc.



**John Newby**  
Chief Executive Officer  
Virginia Biotechnology Association



**Teddy Gresser**  
Senior Director Seed Funds  
TEDCO



**Conley Jones**  
Vice President  
Alexandria Venture Investments  
at Alexandria Real Estate  
Equities, Inc.



**Esther Park**  
Associate Director  
Blackbird Laboratories



**Anthony Obi Jr.**  
Senior Investment Associate  
Virginia Venture Partners



**Joseph Siletto**  
Co-Managing Partner, Life Sciences  
J.P. Morgan

## CONSIDERATIONS

- Technical Feasibility & Intellectual Property
- Commercialization & Marketing Strategy
- Leadership Team & Collaborations
- Funding to Date & Financial Projections

## CRITERIA

- Demonstrated Proof of Concept
- Have received Funding (dilutive/nondilutive)
- Understanding Regulatory/Reimbursement Paths
- Clear Path to Market & Scalable

## Crab Trap Partners:



# Previous Crab Trap Winners

**2025**



[Perfusion Medical](#) is developing PM-208, a therapy that restores blood flow and oxygen delivery after trauma or ischemic injury, based on Virginia Commonwealth University technology and supported by over \$10 million in federal and private funding as it advances toward clinical trials.

**2024**



[Linshom Medical](#) offers the first wearable, FDA-cleared device providing a continuous, real-time respiratory profile at the bedside, monitoring key metrics to identify respiratory decline up to 70 minutes before an emergency and improving patient outcomes.

**2023**



[Luminoah](#) is a MedTech company on a mission to revolutionize the enteral feeding market with a wearable system that combines durable medical equipment, consumable nutrition pouches, and remote patient monitoring to optimize compliance and clinical outcomes.

**2022**



[Neuroene Therapeutics](#) was founded to develop a drug discovery platform for mitochondrial dysfunction diseases, with a patent portfolio covering numerous analogs and pending patents covering hundreds of analogs aimed at the treatment of numerous disease indications and the corresponding methods.

**2021**



[Nanochon](#) is innovating a 3-D printed implant that replaces cartilage, fosters tissue growth, and aims to redefine cartilage restoration in healthcare.

**2020**



[BrainScope](#) FDA-cleared portable EEG device triages head-injury patients for brain bleeds and concussions.

**2019**



[Floreo](#) uses virtual reality to teach real-world skills to individuals with autism and other developmental challenges.

**2017**



[LifeSprout](#) develops synthetic soft tissue substitutes for aesthetic and reconstructive medicine, promoting tissue regrowth without the need for tissue transfers.

**2016**



[Sonavex](#), pioneers automated ultrasound technology for improved surgical outcomes, offering clinicians actionable data and cost savings.

# BioHealth Capital Region Serial Entrepreneurs

**Mark P. Clein**

- Precision for Medicine, Inc.
- United BioSource Corporation
- Infoscriber Corporation
- U.S. BioServices, Inc.

**Rachel King**

- GlycoMimetics
- NEA
- Genetic Therapy, Inc.

**Michael Richman**

- NextCure
- Amplimmune

**James S. Gammie, MD**

- Correx, Inc.
- Harpoon Medical

**Ethan D. Leder**

- Precision for Medicine, Inc.
- United BioSource Corporation
- U.S. BioServices, Inc.

**Martine A. Rothblatt Ph.D., J.D.**

- United Therapeutics Corporation
- GeoStar
- SiriusXM Satellite Radio

**Murat V. Kalayoglu**

- Cartesian Therapeutics
- Topokine Therapeutics
- HealthHonors Corporation

**Wendy Perrow**

- AsclepiX Therapeutics
- Alba Therapeutics Corporation

**Steve Turner**

- Protea Biosciences Group, Inc.
- Clinomics BioSciences Inc.
- Quorum Sciences

**Anthony Saleh**

- miRecule
- Mimetas
- BioHealth Innovation

**Peter Greenleaf**

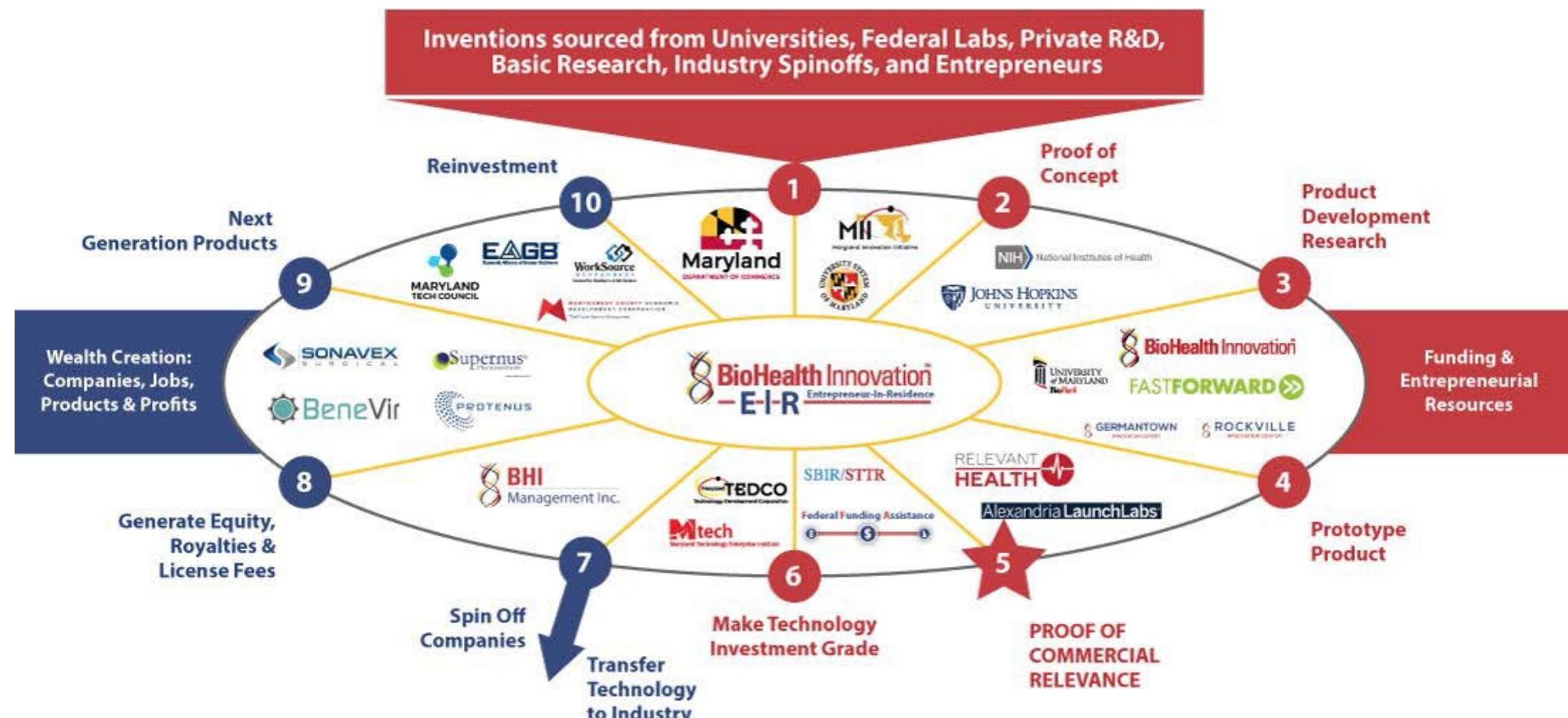
- Aurinia
- Cerecor
- Sucampo
- MedImmune

**Bill Enright**

- Gravitas Therapeutics Inc.
- Barinthus Biotherapeutics
- Avidea Technologies
- Altimmune Inc.

# BHI Commercialization Model

This commercialization model shows the steps and partners that are involved in the BHI commercialization and support process. The process below leads to the creation of new companies, spin-outs and strategic partnerships. BHI connects companies with a network of public, private and academic entities.

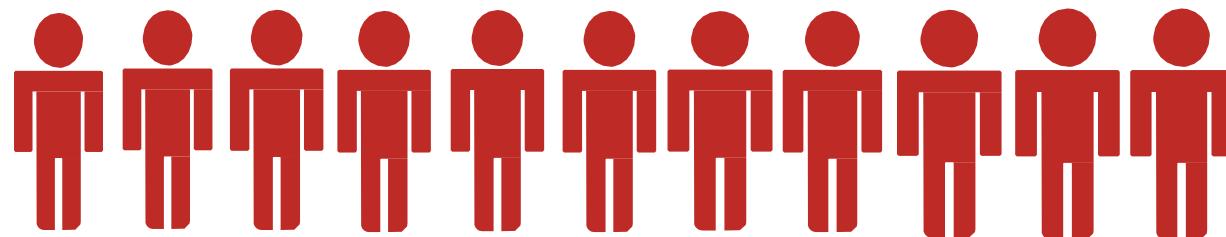


# NIH Partnership Agreements

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NIH Consulting Entrepreneur  
Services Contract for NIH  
Entrepreneurs-in-Residence



**PIA between BHI and NIH's SEED Office** that supports the 27 NIH institutes and an extramural research budget of tens of billions to **promote and foster cooperative research and accelerate technology commercialization** among NIH businesses, and universities.

# BHI Supports BioHealth Commercialization

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**BIOHEALTH INNOVATION, INC. (BHI)** is a public-private, nonprofit 501(c)(3) organization focused on accelerating the commercialization of BioHealth technologies (including therapeutics, diagnostics, vaccines, medical devices, digital health, and artificial intelligence) in the BioHealth Capital Region (MD, DC, VA), US, and globally. BHI and its team of experienced EIRs have supported universities, entrepreneurs, and government agencies to accelerate biohealth technology commercialization.

**ENTREPRENEUR-IN-RESIDENCE (EIR) CAPABILITIES** - Over the past decade, BioHealth Innovation has developed a pool of committed and experienced BHI executives capable of supporting every need of a life science company, entrepreneur, academic researcher, or a government-funded project, including:

- Fractional CXO Support
- Fundraising Strategy
- Pitching Coaching
- Go-To-Market Strategy
- Business Development
- International Soft-Landing
- US Marketing Entry Strategy
- Partner/Deal Sourcing
- Regulatory Strategy
- Clinical Plan Development
- Reimbursement Strategy
- Intellectual Property Support
- Strategic Partner/KOL Identification
- Quality Support
- Health Economic & Outcomes
- Health Economic & Outcomes Research (HEOR)
- Development of Value Proposition(s)
- Product Differentiation
- Cybersecurity
- Artificial Intelligence (AI)

## **ANALYST TEAM CAPABILITIES:**

Secondary & Primary Market Research • Market Validation • Competitive Analysis • Grant Mapping/Non-Dilutive Funding Support

# Montgomery County Executives in Residence

## Montgomery County is funding BHI's work as part of its mission to grow the local life sciences cluster

Launched in November 2022 – inspired by BHI's well-regarded NIH program, which features over a dozen experts in various disciplines, embedded within different institutes.

Goal is to provide impactful, life-sciences-specific services to a few local companies, opposed to general business assistance to many.

“MoCo” EIRs may provide:

- Technology validation
- Assistance with customer discovery
- Regulatory and reimbursement strategies
- Market assessment
- Non-dilutive funding assistance
- Other assistance to launch and/or advance the business.

**Montgomery County** is also **funding** assistance from specialized experts, attorneys, and regulatory experts that cannot be provided by EIRs

Any early or growth-stage BioHealth company headquartered in Montgomery County may be eligible for **free assistance**



Jen Butler



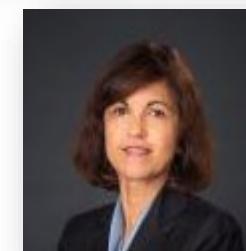
Luis Gutierrez



Kevin Heller



Jonathan Kay



Albine Martin



Deanne Randolph



Steve Wolpe

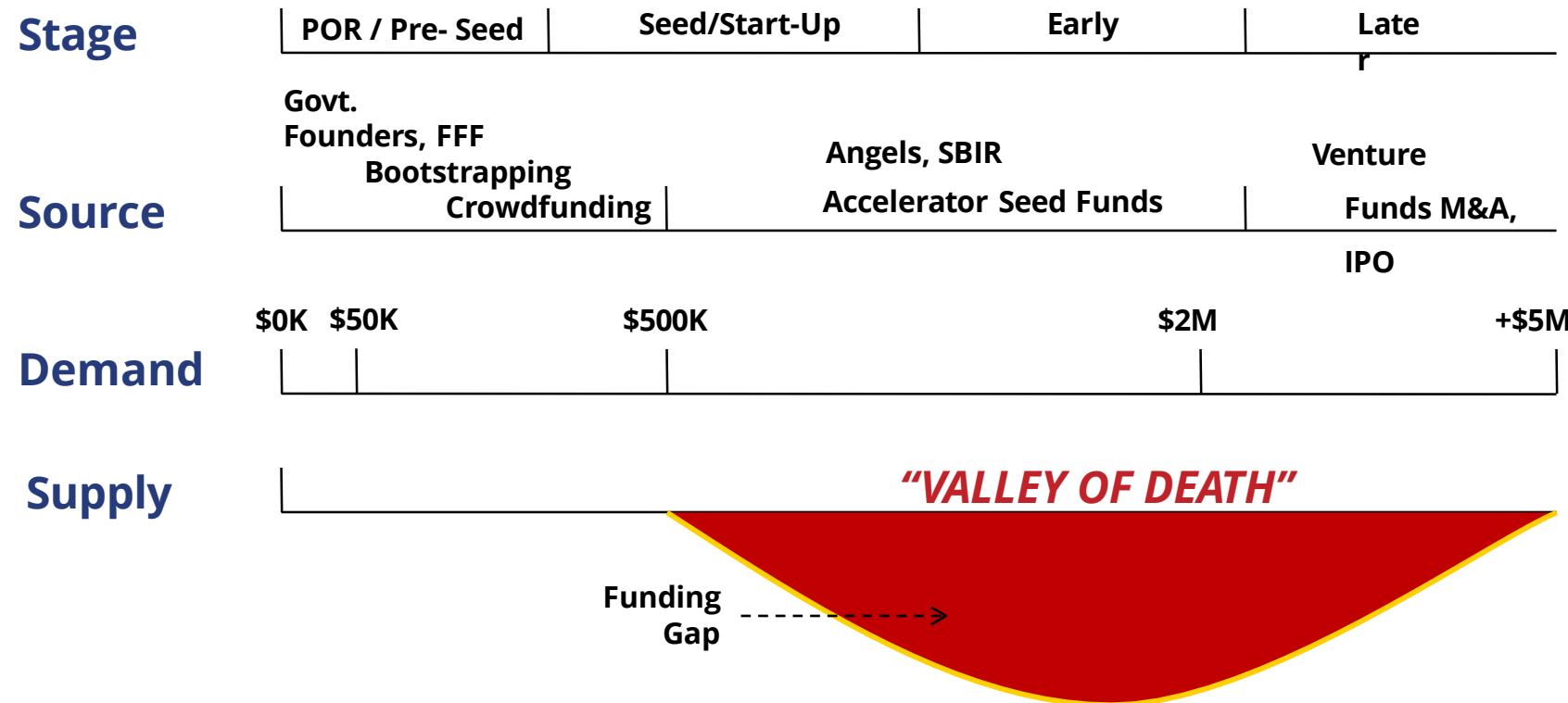
# Exclusive BHI EIR Partnership with ARPA-H

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BHI signed a PIA agreement with the ARPA-H, a \$1.5 Billion HHS Institute, to provide EIRs to their performers

1. **BHI is providing part-time EIRs to ARPA-H funded Performers and Program Managers which started December 2023.**
2. **Strategic Collaboration:** BHI and ARPA-H have joined forces to enhance the development and commercialization of innovative health solutions.
3. **Entrepreneurs-in-Residence (EIRs):** BHI will provide EIRs with strategic guidance to ARPA-H Program Managers in crucial areas such as technology development, intellectual property, and small business needs.
4. **Bridge to Market Realization:** The partnership aims to bridge the gap between innovation and market realization, ensuring that transformative health solutions reach those who need them most.
5. **Embedded Support:** EIRs will provide embedded support to ARPA-H funded performers, assisting in business plan development, commercialization strategy, market research, and more.
6. **Transition to Market:** EIRs will actively contribute to the transition of ARPA-H funded solutions into the market and identify new programs aligned with ARPA-H's primary mission.
7. **Learn More:** To explore this exciting collaboration further, [read full announcement](#).

# Innovation Capital Valley of Death



# Meet Our Team



BioHealth Innovation



**Rich Bendis**  
President & CEO



**Lynne Brisbane**  
VP Finance, HR,  
Operations



**Jem Haskin**  
Finance, HR,  
Operations



**Jon Nelson**  
Manager of  
Client Engagement



**Kelly Murphy**  
Life Science  
Business  
Strategist/Program  
Manager



**Mona Suliman**  
Life Science  
Business Strategist



**Catherine Leasure**  
Life Sciences Business  
Strategist



**Andy Eckert**  
Communications &  
Marketing



**JT Koffenberger**  
IT/Systems



**Renée JG Arnold**  
ARPA-H EIR



**Ray Blanchard**  
ARPA-H EIR



**Charles Buchen**  
NIH/NIA/EIR



**Todd Buck**  
ARPA-H EIR



**Jennifer Butler**  
Executive in  
Residence



**Joseph DiCesare**  
ARPA-H EIR



**Jessica Foley**  
ARPA-H EIR



**Marcella Garcia**  
APRA-H EIR



**Luis T. Gutierrez**  
Executive in  
Residence



**Kevin Heller**  
Executive in  
Residence



**John Hsu**  
NIH/NHLBI/SEED



**Diane Ignar**  
ARPA-H EIR



**Jonathan Kay**  
Executive in  
Residence



**Doug Liu**  
ARPA-H EIR



**Victoria Manax**  
ARPA-H EIR



**Albine Martin**  
BHI/JHU/EIR



**Kimberly Martin**  
ARPA-H EIR



**Chris Mathia**  
ARPA-H EIR



**Kuldeep Nolte**  
NIH/NIA/EIR



**Quan Nguyen**  
ARPA-H EIR



**Deanne Randolph**  
Executive in  
Residence



**John Reinhart**  
ARPA-H



**Maureen Richard**  
ARPA-H EIR



**Loleta Robinson**  
ARPA-H EIR



**Ethel Rubin**  
NIH/OER/EIR



**Susan Solinsky**  
ARPA-H EIR



**John Sullivan**  
NIH Seed/ EIR



**Michael Thomas**  
ARPH-A EIR



**Stephanie Toney**  
ARPH-A EIR



**Kwame Ulmer**  
ARPA-H EIR



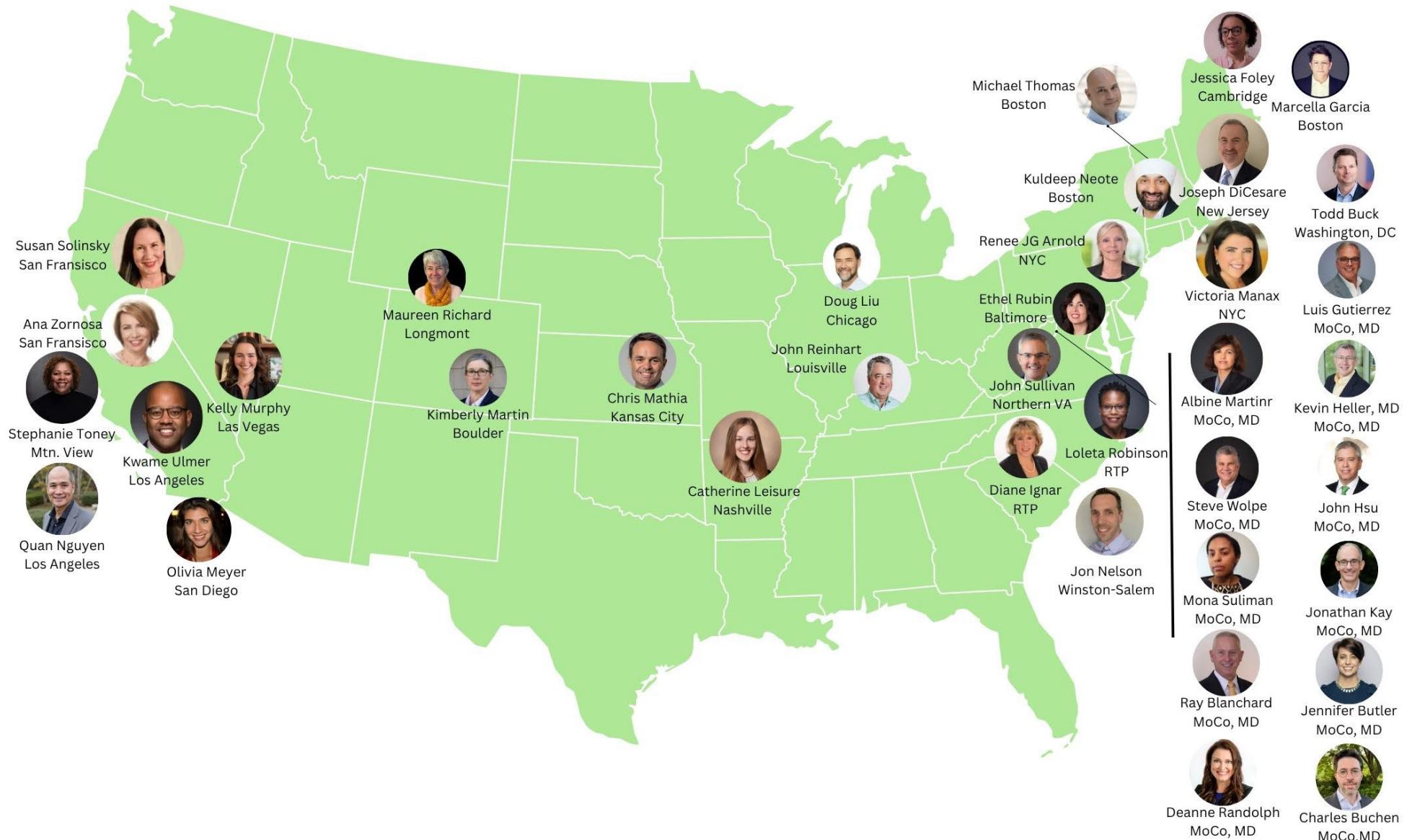
**Stephen Wolpe**  
NIH Seed/ EIR



**Anna Zornosa**  
NIH Seed/ EIR



# BioHealth Innovation EIRs & Strategists Team



# BHI Federal Funding Assistance

- \$5 billion annual United States Government program coordinated by the Small Business Administration provides grants or contracts to small businesses to spur technological innovation
- Grants awarded in 3 phases between \$150,000 and \$4.0 million
- Non-dilutive



# BHI SBIR/STTR Assistance Program Overview

BioHealth Innovation, Inc. (BHI) is a leader in providing SBIR/STTR assistance to growth stage companies ready to advance their healthcare initiatives and commercialize new technologies. BHI works with our clients from beginning-to-end to provide a customizable experience dependent on their specific needs.

BHI boasts a **3x** win rate compared to the national average!

## SERVICES OFFERED

### Full Development Program

BHI provides in-depth help throughout the entire writing, submission, and resubmission process. This includes (but is not limited to) strategizing, crafting specific aims and overall narrative, managing communication with program officers, developing the budget, and drafting components of the grant.

*This program is project-based, not hourly-based.*

### Targeted Development Program

BHI commits to 10-20 hours providing feedback and general advice, editing research and commercialization plans, reviewing the budget, assisting with grant administration and rules, and advising on general strategy.

### Grant Mapping

Whether you possess grant writing skills or not, identifying the right funding opportunity for your specific goals and situation can be challenging. BHI helps support companies in finding non-dilutive funding through federal and non-government organizations to fuel your success, delivering options tailored to your unique circumstances.

# BHI Commercialization Support

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## Market Research

Our comprehensive market research service empowers life science companies to make informed decisions as they bring their innovations to market. We conduct in-depth analyses of industry trends, competitor landscapes, and potential customer segments to identify lucrative opportunities and potential challenges. Our expert team utilizes cutting-edge research methodologies to gather actionable insights, helping you refine your value proposition, optimize your go-to-market strategy, and maximize your technology's commercial potential. With our tailored market research, you'll gain the knowledge and confidence to navigate the complex life sciences marketplace effectively.

## Maryland Innovation Initiative - Commercialization Support

We provide expert guidance throughout the commercialization process, helping awardees transform their groundbreaking research into market-ready products. Our services include refining business strategies, conducting targeted market research, and developing compelling investor presentations. By leveraging our industry expertise and extensive network, we enable MII recipients to navigate the complex path from lab to market, significantly enhancing their chances of commercial success and accelerating the timeline to market entry.

# University Commercialization Support

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GEORGETOWN UNIVERSITY

**UCSF**

University of California  
San Francisco



**VT**



University of Sfax  
TUNISIA



# INTERNATIONAL COLLABORATION: BHI'S 3-YEAR MENTORSHIP PROGRAM FOR 15 KOREAN COMPANIES

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## BHI-KOSME US Market Entry Program

To create a viable strategy for international expansion by understanding the competitive landscape in the US, clarifying a company's value proposition, identifying new target markets, and refining the business model.

**KOSME is a Korean-government-funded non-profit created over forty years ago to support small and medium enterprises in Korea.**

In 2021, 2022, and 2023, cohorts of five Korean companies participated in a 12 to 20-week BHI program to accelerate their entrance into the US.

### **The cohorts:**

- Attended virtual lectures from subject matter experts,
- Received 1:1 and group mentoring from BHI's EIRs,
- Completed assignments, presentations and milestones;
- Connected with strategic US partners and relevant networks; and
- Participated in the annual BioHealth Capital Region Forum and the Crab Trap pitch competition.



**Rapigen**

**wizbiosolutions**  
THE INNOVATION OF GENOMICS



# BHI International Soft-Landing Program

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- U.S Subsidiary/Corporation Creation
- Business Development and Market Analysis
- Grant Funding/Non-Dilutive Funding Assistance
- Human Resource and General Administration Support
- Marketing and Promotion
- Pricing and Reimbursement
- Regulatory
- Resource Identification



## International Company Requirements for U.S. Non-Dilutive Funding

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- Company must be 51% controlled and owned by Americans
- Board of Directors must be controlled by Americans
- Most of the funded research must be performed in America

### How to qualify:

- Form a U.S. Controlled subsidiary with trusted partners
- Create exclusive cross license agreement between new sub and parent for any new IP and technology created under grant funding
- Hire new U.S. management to manage new subsidiary or form partnership with a U. S . entity like BHI to manage
- Engage U.S. law firm familiar with above structures

# BHI International Soft-Landing



# BioTalk with Rich Bendis

**BioTalk with Rich Bendis**" is a BioHealth leading podcast featuring conversations with Bio and Healthcare Industry leaders. For the past 7 years, with 160+ episodes and over 50,000 downloads, Rich Bendis, Founder, President, and CEO of BioHealth Innovation Inc. (BHI) and host of BioTalk, has provided a platform for guests to discuss and share their views on the most important topics and developments happening today in the BioHealth industry.



**The BioTalk podcast is featured on leading podcast platforms, including:**

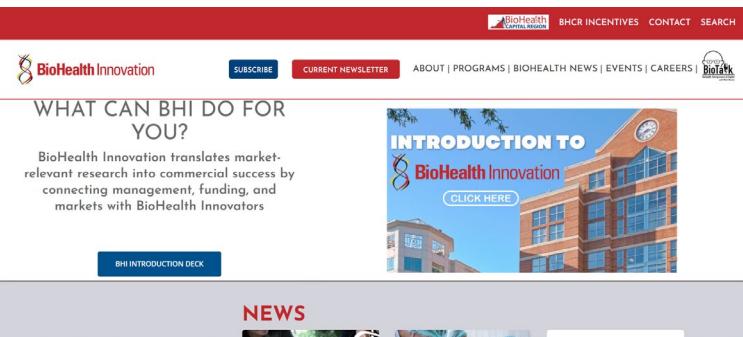


Showcasing leading and emerging BioHealth hubs, including Boston, San Francisco, NYC, BioHealth Capital Region, San Diego, RTP, Seattle, Texas, and Canada.

## Previous Guests Include:

- **Joel S. Marcus**, Executive Chairman & Founder, Alexandria Real Estate Equities, Inc.
- **Peter S. Briskman**, Executive Managing Director, Brokerage, Jones Lang LaSalle IP, Inc. (JLL)
- **Anthony S. Fauci, M.D.**, Former Director of the National Institute of Allergy and Infectious Diseases (NIAID)
- **Ron Piervincenzi, Ph.D.**, CEO of United States Pharmacopeia (USP)
- **Jay A. Perman, MD**, Chancellor, University System of Maryland (USM)
- **Mr. Hakdo Kim**, President, Korea SMEs & Startups Agency (KOSME)
- **Peter Ronco**, CEO, Emmes
- **Dr. Eric Edwards**, CEO, Phlow Corp
- **Alex Philippidis**, Senior News Editor, Genetic Engineering and Biotechnology News
- **Gary Disbrow, Ph.D.**, Director of the Biomedical Advanced Research and Development Authority (BARDA)
- **Anthony D. Saleh, Ph.D.**, CEO, miRecule
- **Paul Vulto & Jos Joore**, Co-Founders, Mimetas
- **Joey R. Hood**, U.S. Ambassador to the Republic of Tunisia
- **Michelle Tarver, M.D.**, Deputy Center Director, Chief Transformation Officer Center for Devices and Radiological Health (CDRH), US Food and Drug Administration

# Website, News & More



## BHI Website

The BHI website has news, an events calendar, research publications, regional organization feature stories and resources for the biohealth industry.

[www.biohealthinnovation.org](https://biohealthinnovation.org)



## BHI News

BHI's weekly e-newsletter highlights the Central Maryland region's news articles, national biohealth trends and feature stories.

<https://biohealthinnovation.org/newsletter-archives/>



## BioTalk

Rich Bendis, hosts BioTalk — conversations with some of the most accomplished and exciting business, academic, and government leaders in the biohealth industry.

<https://biohealthinnovation.org/biotalk-podcast/>



# BHI Contact

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