BioHealth Innovation

www.biohealthinnovation.org

Founding Member

BioHealth CAPITAL REGION

GEN Genetic Engineering & Biotechnology News

A Top 3 BioPharma Cluster

GEN Genetic Engineering & Biotechnology News

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)

- **1st in Patents**
- **3rd in NIH funding**
- **3rd in Lab Space**
- **4th 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

- 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

BioHealth Innovation

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 $20 billion plus 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	Solutions for the Innovation Economy
Lack of connection of innovation resources	Connect regional innovation assets
Lack of an entrepreneurial culture & C-level executives	Develop an entrepreneurial talent & support pipeline
Lack of early-stage funding for commercializing technologies	Attract funding for technology commercialization
Lack of spin-offs from federal & university R&D	Evaluate commercially relevant federal & university technology

Regional BioHealth Ecosystem Partners

ACADEMIA

- Research/T2
- Lifelong Learning
- Economic Development

INDUSTRY

- Profit
- Process
- Product

INSEPARABLE MISSIONS

GOVERNMENT

- Sustainability
- Infrastructure support
- Economic policy

FOUNDATIONS/NGOS

- Economic Growth
- Community investment
- Regional collaboration

BHCR Support Organizations

BioHealth Innovation

Richard A. Bendis
President/CEO

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

virginiabio

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."

MARYLAND TECH COUNCIL
ADVANCING LIFE SCIENCES AND TECHNOLOGY

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."

usp®

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."

TEDCO
LEADING INNOVATION TO MARKET

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."

MONTGOMERY COUNTY ECONOMIC DEVELOPMENT CORPORATION
The future starts in Montgomery.

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."

VIPC | VIRGINIA INNOVATION PARTNERSHIP CORPORATION
Connecting Innovators with Opportunity

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"

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

March 2026

BioHealth Innovation Board of Directors

ALEXANDRIA	**Joel Marcus** Executive Chairman & Founder Alexandria Real Estate Equities	Emmes	**Nilay C. Shah** Senior Vice President and Global Head of Ophthalmology Emmes	miRecule	**Dave Lemus (Treasurer)** CFO/COO miRecule
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BioHealth Innovation	**Richard A. Bendis** President & CEO BioHealth Innovation Inc.	gsk	**Steven Roberts** Director, External R&D Scientist Collaborations GSK	nih FEDERAL CREDIT UNION	**Rick Wieczorek** President / Chief Executive Officer NIH Federal Credit Union
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BRAINBOX SOLUTIONS	**Donna Edmonds (Vice Chair)** Founder & CEO Brainbox Solutions	JLL	**Pete Briskman (CHAIR)** **Executive** Managing Director Lead Mid-Atlantic Life Sciences Practice Jones Lang LaSalle (JLL)	University System of Maryland	**Dr. Jay Perman** Chancellor University System of Maryland
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Deloitte.	**Dr. Jessica Nadler** Managing Director Deloitte Consulting, LLP	Kelly	**Sarah Porter** Vice President Kelly Services	VENABLE LLP	**Charles Morton (Secretary)** Partner Venable, LLP
EMERGENT	**Jason Hall** VP, Portfolio Management Emergent BioSolutions	United Therapeutics CORPORATION	**Aimee Smart** Vice President of Clinical & Regulatory Processes United Therapeutics		

Legacy Board Members

Adventist HealthCare · avantor · BD · Children's National · Human Genome Sciences · IMMUNOMIC THERAPEUTICS · JOHNS HOPKINS UNIVERSITY · Johnson&Johnson · Maryland DEPARTMENT OF COMMERCE · MedImmune · MONTGOMERY COUNTY MARYLAND · NEA · NOBLE LIFE SCIENCES · ON DEMAND PHARMACEUTICALS · QIAGEN · SR-one · VIELABIO · VT

March 2026

BioHealth Innovation Organizational Chart

9 Full-Time | 30 Part-Time | 5 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

- 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

BioHealth Innovation

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"

BioHealth Innovation

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

BioHealth CAPITAL REGION

JOHNS HOPKINS UNIVERSITY

UNIVERSITY SYSTEM of MARYLAND

BioHealth Innovation

BioHealth CAPITAL REGION

Unrivaled Research Assets

Unfulfilled Commercial Promise

800+ BioHealth Companies

BioHealth Regional Innovation Cluster Assets

Major Regional BioHealth Companies

ALEXANDRIA
Adventist HealthCare
AMGEN
AstraZeneca
Autolus
avantor
BARINTHUS BIOTHERAPEUTICS
BD
BRACE pharma
Children's National
DANAHER
Lilly
EMERGENT
Emmes
GILEAD
Kite A GILEAD Company
gsk GlaxoSmithKline
IMMUNOMIC THERAPEUTICS
INOVA
janssen PHARMACEUTICAL COMPANIES OF Johnson & Johnson
leidos
LOCKHEED MARTIN
Lonza
LUPIN
MITRE
NORTHROP GRUMMAN
Otsuka
QIAGEN
TCR2 THERAPEUTICS
United Therapeutics CORPORATION

BioHealth Innovation

Public BioHealth Companies Headquartered in the Region

altimmune

BARINTHUS BIOTHERAPEUTICS

Cartesian THERAPEUTICS

EMERGENT™

GAIN THERAPEUTICS

CEL-SCI Empowering Immune Defenses

MACROGENICS

MaxCyte®

GlycoMimetics, Inc.

NEOIMMUNETECH

NextCure

NORTHWEST BIOTHERAPEUTICS

novavax

PRECIGEN

REGENXBIO™

seneca biopharma, inc.

SENSEI BIOTHERAPEUTICS

sirnaomics Advancing RNAi Therapeutics

Supernus® Pharmaceuticals www.supernus.com

BioHealth Innovation

12 Annual BioHealth Capital Region Week

BioHealth Innovation

BioHealth Capital Region Forum

2025 BHCR Week Sponsors

AMGEN

ALEXANDRIA
Building the Future of Life-Changing Innovation

VENABLE LLP

Bora Pharmaceuticals

PRECIGEN

welldoc

Accelevir

allsci

ATCC 100 YEARS

AURP Building Communities of Innovation

BioHealth CAPITAL REGION

BioHealth Innovation

BIOTECH CORRIDOR ROCKVILLE, MD

Bio Biotechnology Innovation Organization

blackbird LABORATORIES

BRAINBOX SOLUTIONS

CVILLE BIOHUB

Deloitte.

FREDERICK ECONOMIC DEVELOPMENT

GEORGETOWN UNIVERSITY
Office of Technology Commercialization
Georgetown Tech Ventures

INSTITUTE FOR BIOHEALTH INNOVATION
George Mason University

GW

Interreg 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

Scheer Partners
A Reputation for Results

TEDCO
LEADING INNOVATION TO MARKET

USI

usp

RLA COLLECTIVE COORDINATING CENTER

United Therapeutics
A PUBLIC BENEFIT CORPORATION

UNIVERSITY OF MARYLAND INSTITUTE FOR HEALTH COMPUTING
MPOWERING THE STATE

virginiabio

VIPC VIRGINIA INNOVATION PARTNERSHIP CORPORATI

WIB Women In Bio

2025 BHCR Week Highlights

BHI's Rich Bendis Welcomes Attendees to the 11th 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 Eldering with the 2025 BHCR Crab Trap Awards

BIOHEALTH CAPITAL REGION *Week*

CRAB TRAP COMPETITION

DISTINGUISHED JUDGES:

Rich Bendis
MODERATOR
President & CEO
BioHealth Innovation, Inc.

John Newby
Chief Executive Officer
Virginia Biotechnology Association

Teddy Gresser
Senior Director Seed Funds
TEDCO

Anthony Obi Jr.
Senior Investment Associate Virginia Venture Partners

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

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

Esther Park
Associate Director
Blackbird Laboratories

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:

Accelevir

BioHealth Innovation

INFO IP PATHWAYS

NOBLE LIFE SCIENCES

Previous Crab Trap Winners

2025	PERFUSION MEDICAL	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 Every Breath Counts	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	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	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™	Nanochon is innovating a 3-D printed implant that replaces cartilage, fosters tissue growth, and aims to redefine cartilage restoration in healthcare.
2020	BrainScope®	BrainScope FDA-cleared portable EEG device triages head-injury patients for brain bleeds and concussions.
2019	floreo	Floreo uses virtual reality to teach real-world skills to individuals with autism and other developmental challenges.
2017	LIFESPROUT	LifeSprout develops synthetic soft tissue substitutes for aesthetic and reconstructive medicine, promoting tissue regrowth without the need for tissue transfers.
2016	SONAVEX	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.

BioHealth Innovation

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.

BioHealth Innovation

NIH Partnership Agreements

NIH SEED
Helping Innovators Turn Discovery Into Health

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

NIH National Institute on Aging

NIH National Heart, Lung, and Blood Institute

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.

BioHealth Innovation

BHI Supports BioHealth Commercialization

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 funded 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 was 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.

Jen Butler

Luis Gutierrez

Kevin Heller

Jonathan Kay

Albine Martin

Deanne Randolph

Steve Wolpe

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

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

BioHealth Innovation

Exclusive BHI EIR Partnership with ARPA-H

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

BioHealth Innovation

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

Entrepreneurs in Residence

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

$96M Funding awarded | **131 Wins representing a 47%** success rate

BioHealth Innovation

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.

BioHealth Innovation

BHI Commercialization Support

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

Johns Hopkins University

University System of Maryland

Georgetown University

UCSF
University of California San Francisco

Virginia Commonwealth University
MCV
RPI
1838

University of Sfax
TUNISIA

BioHealth Innovation

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

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.

KOSME Korea SMEs and Startups Agency

KIC Korea Innovation Center Washington DC

YBG YOUTH BIO GLOBAL

Rapigen

wizbiosolutions THE INNOVATION OF GENOMICS

BioHealth Innovation

BHI International Soft-Landing Program

- 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

- 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

Australia	Japan
Chile	Latvia
China	Netherlands
Denmark	Norway
Estonia	Portugal
Finland	Russia
France	Singapore
Germany	South Korea
Greece	Spain
Hungary	Sweden
India	Taiwan
Israel	Tunisia
Italy	

BHI offers international companies the perfect starting point to create US- based subsidiaries. Soft landing companies are given access to BHI's extensive business resources including Business Development & Sales, Entrepreneurs-in- Residence (EIR), Financial, Grant Writing/SBIR Federal Funding Assistance, Human Resources, Incubation/Site Location, Legal - Corporate & Intellectual Property, Marketing & Promotion, Market Research, Network & Connections, Regulatory & Preclinical/Clinical, and Reimbursement.

BioHealth Innovation

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 nearly 200 episodes and over 100,000 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:

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- Center for Devices and Radiological Health (CDRH), US Food and Drug Administration

BioHealth Innovation

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

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.

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BHI Contact

1 Church Street, Suite 600
Rockville, MD 20850
301-637-7950
info@biohealthinnovation.org
www.biohealthinnovation.org

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