

# biocivity™

GUIDING MEDICAL INNOVATION TO MARKET

## 2019 ANNUAL REPORT



A multi-institutional partnership for the development of university medical innovations.



EMORY UNIVERSITY



Georgia Institute of Technology



# Letter from Shawna Khouri

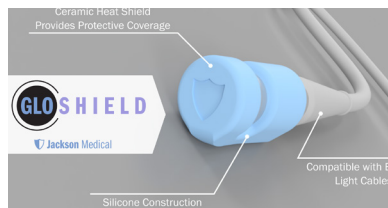
MANAGING DIRECTOR OF BIOLOCITY

This has been a year of growth and change for the Coulter program. As we kick-off our fifth and final year as a Coulter Foundation supported pilot, we are excited to share our impact and successes along with announcing our expansion to serve a broader network of university innovators.

Since 2014 we have awarded more than \$6.2 million to 40 innovative patient-impacting technologies. Through our team’s guidance, project management, and resource investment, these technologies achieved commercial success through 16 licenses to industry, the creation of 20 start-up companies and **three products** on market.



Sanguina/AnemoCheck



Jackson Medical/GloShield



Fraudscope

Year over year, we saw an increase in applicant projects and caliber of technology. As each funding cycle became more competitive, we saw the growing need for additional translational funding and mentorship resources. In response to this increasing demand and the rapidly developing medical innovation ecosystem in the southeast, Biolocity was formed.

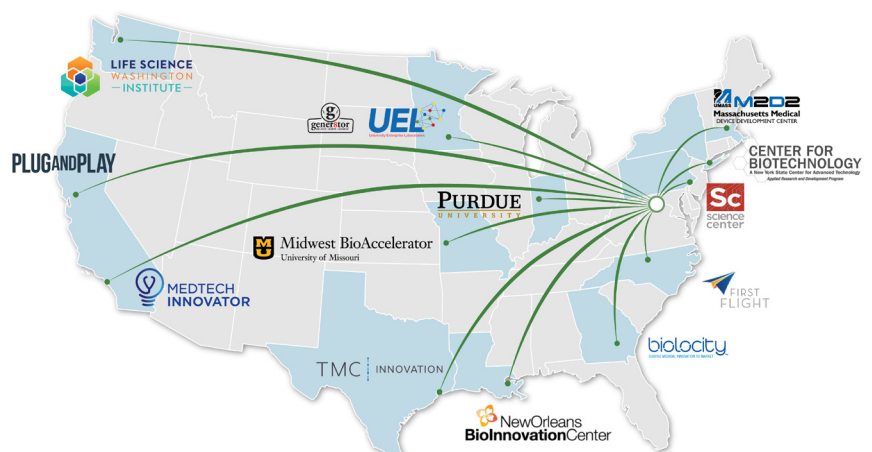
Bringing both the experience and success of the Coulter process, Biolocity creates a multi-institutional network supporting medical technology commercialization in the southeast. The program adds connectivity across Atlanta while deepening its commitment to Emory University and the Georgia Institute of Technology.

Additionally, Biolocity has been selected to participate in the BARDA DRIVE accelerator network. In this role, we provide innovators and researchers with a key link to funding and resources to support the development of products that resolve health security threats. Our network will empower entrepreneurs and create a pipeline of promising health security products.

I would like to thank the Wallace H. Coulter Biomedical Engineering department at Emory University and Georgia Institute of Technology for their continued support and acknowledge my team for their hard work in getting us to this evolution point. We look forward to this exciting year of firsts ahead.

Shawna Khouri

## BARDA DRIVE Accelerator Network



# Biocivity: Guiding Medical Innovation to Market

Biocivity combines educational, business, operational, regulatory, and financial resources to guide the translation and commercialization of university medical technologies through a three-pronged approach.



## Biocivity U

Biocivity U provides educational programming in life science commercialization for faculty, students, post-doctoral trainees, and the broader university community via three mechanisms:

**Consultations:** Biocivity Experts in Residence and the Biocivity team provide 1:1 coaching to faculty and project teams.

**Bench2Market Talks:** A monthly educational series featuring lectures, panels, and workshops covering topics critical for translational success.

**Internship Program:** Graduate student and post-doctoral interns are trained to assist in the evaluation of healthcare technologies & their market opportunity.



## Biocivity Fund

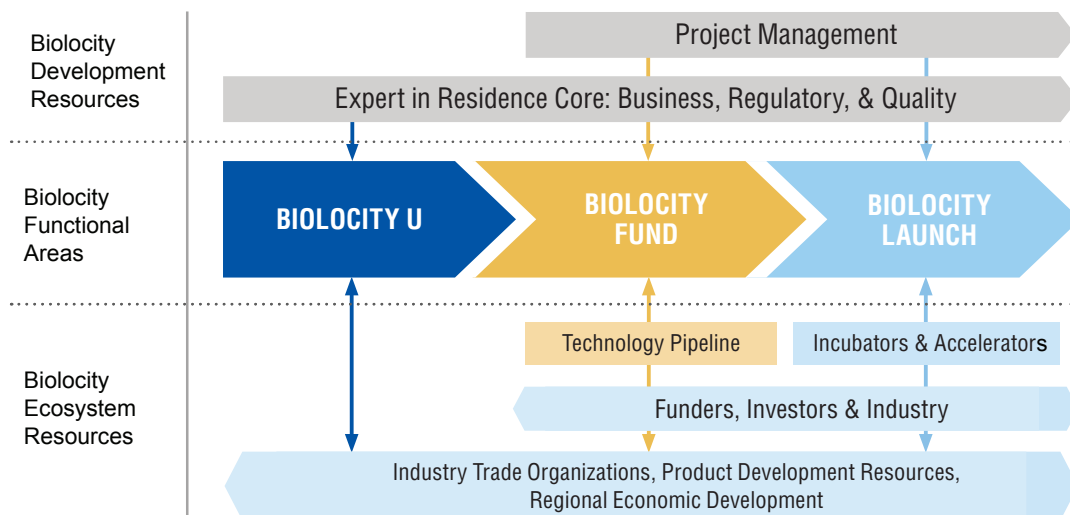
Biocivity Fund features a rigorous application process to identify the most compelling medical technologies from partner institutions. Eligible technologies must positively impact human health, with compelling evidence for commercial potential. Faculty are mentored to develop effective pitches to investors and establish commercially relevant fail-fast milestones in order to reduce risk and enhance translational value.



## Biocivity Launch

Biocivity Launch provides awardees with active project management and formal coordination with the biotechnology commercialization ecosystem. This ecosystem provides resources for funding and mentoring, such as incubators, accelerators, and connection with entrepreneurial talent to lower the barriers of translation into the private sector as a start-up or through licensing.

Through this integrated approach, Biocivity elevates the impact of Emory University and Georgia Institute of Technology innovations by strengthening the connection between local, regional, and national resources for the acceleration of technology development.



# Program Performance 2014-2019

	EMORY	GT	JOINT	TOTAL
Total Projects	17	11	12	40
Start-Ups	12	4	4	20
Industry Deals	1	0	1	2
License Events	8	3	5	16
On Market	0	2	1	3

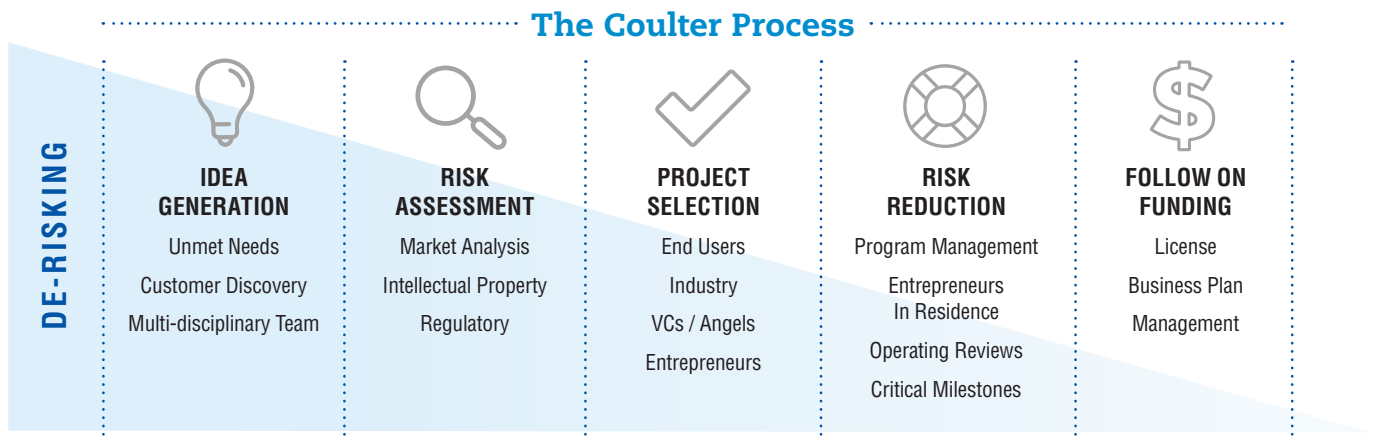
Total \$ Awarded **\$6.2 M**

Follow on Funding (incl. grants) **\$32.7 M**

Follow on Investment **\$13.6 M**

## Program History

Biocivity's program design stems from the Wallace H. Coulter Foundation's translational process.



Our pilot, along with a select cohort of Coulter Foundation funded biomedical engineering programs across the nation has achieved a translational success rate well above the national average. Utilizing best practices from industry, we guided university innovators through translation hurdles to accelerate technology development.

**33x** ROI OVER 11 YEARS

**693** PROJECTS FUNDED

**61** LICENSES TO INDUSTRY

**262** START-UPS

**52** TECHNOLOGIES IN THE MARKET

# Featured **Bioclicity** Success Stories



DELIVERING IMPACTFUL THERAPIES FOR GENETIC DISEASES

*“As a scientist without formal business training, I had no idea how to speak with Venture Capitalists or create an appropriate pitch deck. The Bioclicity team helped me learn these valuable skills.”*

**James Dahlman, PhD**

Assistant Professor, Department of Biomedical Engineering, Georgia Institute of Technology & Emory School of Medicine



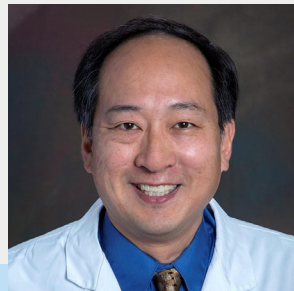
## AngioCloud

CLOUD-BASED SOFTWARE FOR NEUROINTERVENTIONAL PROCEDURE PLANNING & DEVICE SELECTION

*“We applied with the idea that funding would be the primary determinant necessary for our success. What we learned is that the guidance, advocacy, mentorship, and regulatory resources received were every bit as critical. Our team is profoundly grateful to the Bioclicity team for their guidance in translating a technical idea into a real world clinical resource that will soon benefit patients.”*

**Frank Tong, MD**

Assistant Professor, Neurosurgery, Emory University



SMALL MOLECULE DRUG FOR NEPHROGENIC DIABETES INSIPIDUS, A PEDIATRIC ORPHAN INDICATION

*“The Bioclicity team provided invaluable assistance that moved our project from an NIH focus to a commercial venture. They recognized the value of our technology and how to promote it to industry. We would not have succeeded without their expertise.”*

**Jeff Sands, MD**

Renal Division Director, Emory University



### ACTIVE START-UPS INCLUDING BIOCLICITY TECHNOLOGIES:

- AngioCloud
- Cambium Oncology
- CameRad
- CellIFE
- CorAmi
- Covanos
- EMRGE
- FraudScope
- Guide Therapeutics
- Jackson Medical
- MamaLibra
- Marpe Therapeutics
- MetaClipse
- NephroDI
- Dr. Noze Best
- Nyra
- Sanguina



Visit our website [bioloccity.org](https://bioloccity.org) for more information or to schedule a meeting.

   | @bioloccity

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