

CHAT TRANSCRIPT: IDDD ROUNDTABLE WORKSHOP, 6/4/20

- 00: 19: 00 Unal 'Zak' Sakoglu: is there a way to disable the sound whenever someone enters the waiting room?
- 00: 35: 44 Brittany Barreto, PhD: @DrBrittB
- 00: 35: 53 Brittany Barreto, PhD: www.linkedin.com/in/brittanybarreto
- 00: 36: 03 Brittany Barreto, PhD: Brittbarreto@gmail.com
- 00: 36: 53 Brittany Barreto, PhD: Check out my podcast on iTunes and Spotify → Femtech Focus
- 00: 39: 11 Brittany Barreto, PhD: 1. Enventure 2. Get coffee/have a call with someone who's really connected 3. Internship with startup 4. MGMT633 5. Accelerator 6. Get funding to build your prototype
- 00: 43: 19 Zahra Mazhar: Thank you for informational information Brittany! I would love to follow your podcast.
- 00: 47: 32 Brittany Barreto, PhD: Story on what happened to Pheramor → <https://houston.innovationmap.com/houston-entrepreneur-brittany-barreto-shuts-down-pheramor-2641517264.html>
- 00: 50: 13 Tanu Jain: @Brittany, thanks for sharing!
- 00: 57: 34 Unal 'Zak' Sakoglu: I am an academician, and if I have an idea that was not financially supported by my university and I developed on my own time, do I still need to check with the university whether they have a share in the IP or should I double check with their tech transfer/IP office?
- 00: 57: 49 Brittany Barreto, PhD: Read Venture Deals and you'll have an MBA
- 00: 57: 58 Kelvin Wong: seeing sbir is important as a start. do we working with a outside company or you form a shell company to have a better control?
- 00: 58: 08 Daniel Velazco: @Brittany, You mentioned we should network. How do you maintain all your connections? Can you "lose" a connection if there's no continuous communication?
- 00: 58: 17 Ibrahim Khalil Zaman: Is it possible to get every speakers email address for future communication?
- 00: 58: 36 Shautong Song: You can have a shell company for SBIR
- 00: 58: 59 Shautong Song: My email: shautong.song@icellkealex.com
- 00: 59: 12 Unal 'Zak' Sakoglu: Are there cases /your experience where you created & licensed an IP on your own but your university wanted a share and how did you resolve etc?
- 00: 59: 33 Unal 'Zak' Sakoglu: *I am an academician
- 00: 59: 55 Unal 'Zak' Sakoglu: OK thank you
- 01: 00: 13 Unal 'Zak' Sakoglu: Ok thank you Stan and Brittany
- 01: 00: 38 JIMancuso: Can part of your initial SBIR can be to pay to license any technology that you need from the University?
- 01: 01: 47 Unal 'Zak' Sakoglu: If I establish a company (through which I plan to submit a SBIR grant) , should I let my university know about it?
- 01: 01: 51 Manwal Harb: What are the most unexpected things that y'all have encountered when starting a biotech company? What should we look out for that one might not have expected prior to taking action and doing a start-up?

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- 01: 02: 20 Kelvin Wong: do we make sure the B plan has to show a good financial return (10 years) to be convincing for investors?
- 01: 03: 50 Nicolas Cook: @ Donna Chang- Regarding the original interaction with the investor in which you were offered a 'terrible deal': What sort of valuation of your company had you previously conducted in order to understand your true value and realize this first offer was a poor one and which valuation methods did you or your team utilize to get that value? (risk adjusted net present value, discounted cash flows, real options analysis, etc)?
- 01: 04: 27 Razie Yousefi: At what phase/stage after having an idea I can apply for NIH/NSF grants (petch)?
- 01: 05: 58 Brittany Barreto, PhD: Another great book —> https://www.amazon.com/Startup-Success-Funding-Stages-Venture/dp/1632992450/ref=sr_1_1?dchild=1&keywords=startup+success+gordon&qid=1591304177&sr=8-1
- 01: 08: 05 Brittany Barreto, PhD: Consumer products NEED a business model. Medical Devices NEED a payer code
- 01: 08: 07 Shautong Song: NIH SIBR phase 1 grant is idea award.
- 01: 08: 08 Nguyen, Nghi D: how often do you have to reinvent yourself or change your business model or format to keep your business afloat?
- 01: 08: 37 Kelvin Wong: great conference! enjoy every bits of it.
- 01: 09: 49 David Shih: @Dr. Chang Can you elaborate on why some sources of funding might make things take longer?
- 01: 10: 00 Brittany Barreto, PhD: @DrBrittB www.linkedin.com/in/brittanybarreto Brittbarreto@gmail.com Check out my podcast on iTunes and Spotify —> Femtech Focus
- 01: 19: 21 Donna Chang: @David Shih Regardless of the sources of funds, there are always strings attached. If it's VC funds, you will likely have some management oversight or board seat. More people involved in decisions = more time. Govnt grants are great but the long wait times, with unknown outcomes tend to waste a lot of precious time. Again, all this depends on what the ultimate goal is. Hope that makes sense!
- 01: 23: 26 Unal 'Zak' Sakoglu: As a full-time academician: should I apply for the phase 1 grants though my university or just by myself(through a company that I can establish)?
- 01: 25: 11 Unal 'Zak' Sakoglu: Just to give some context: I am in a primarily-teaching university setting doing research pretty much on my extra time, so would that be OK to apply for such grants on my own, ethically, legally, etc if the university is not supporting the research via any funding
- 01: 25: 23 Unal 'Zak' Sakoglu: *context
- 01: 30: 44 Atul Varadhachary: It may not be advisable to apply for an SBIR/STTR grant without making the University aware. Most academic institutions own any intellectual property that their faculty generate, as long as it is reasonably connected to their work, even if you do it on your own time. Better to have that conversation early.

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01: 31: 30 Manjula: Great point ! Thanks!

01: 32: 46 David Shih: @Dr. Chang Thanks so much for discussion these considerations!

01: 32: 54 Unal 'Zak' Sakoglu: @Atul, thank you.

01: 36: 03 Atul Varadhachary: Welcome!

01: 40: 29 Unal 'Zak' Sakoglu: yes we can hear

01: 51: 50 afrancis: Please contact Ashley at afrancis@tmc.edu or register for the TMC ACT Information Session here: <https://www.eventbrite.com/e/tmc-accelerator-for-cancer-therapeutics-info-session-tickets-106940774736>, thank you!

02: 04: 25 Tanu Jain: Sarah, I didn't sign up for the rooms, can you tell me what rooms are there?

02: 04: 49 Ramya Ganiga Prabhakar: can you add me to fannin

02: 05: 35 David Shih: Can you add me to ACT?

02: 06: 17 Tanu Jain: Can you add me to fannin?

02: 07: 15 Kara Karstedt: New Multi-institutional Course: "How to start a biotech company" (Hosted by IBT)
Accelerator for Cancer Therapeutics (ACT) at TMC Innovation
Fannin Innovation

02: 07: 26 Kara Karstedt: Those are the different rooms in case you need them

02: 07: 31 Shautong Song: Can you add me to IBT?

02: 09: 40 Huan Xie: ACT

02: 09: 45 Shautong Song: IBT please

02: 10: 49 AD: Great Conference! Thank you to the organizers and speakers! Sorry, I need to leave now.