

2016 Dorsey 4D Symposium
Palo Alto Hills Golf and Country Club
September 29, 2016



Agenda

- 8:00 – 9:00 a.m. **Registration and Continental Breakfast**
- 9:00 – 9:10 a.m. **Opening Remarks: Evan Ng, Dorsey & Whitney**
- 9:10 – 9:40 a.m. **Prescription for Change**
This fireside chat delves into the natural evolution of mid-size drug companies, and strategies for growth in the life sciences industry. Keryx Biopharmaceuticals will divulge reasons for their decision to shift from the initial R&D phase to commercialization phase, and the benefits of commercializing their primary drug product with new management.
Brian Adams, General Counsel & Secretary, Keryx Biopharmaceuticals, Inc.
David Walker, Partner – Patent, Dorsey & Whitney
- 9:40 – 10:20 a.m. **Digital Health Fireside Chat**
By its very nature, in merging ever-evolving technology with the ever-changing needs in healthcare, digital health is at the forefront of healthcare innovation. Digital healthcare providers and stakeholders encounter regulations that are not written with their models in mind, and they must either adapt or rewrite the rules. They're also highly attuned to consumer desires and concerns, which adds an additional layer of complexity to their strategic plans. Join us as we discuss the regulatory and business hurdles that face the industry.
Ted Driscoll, PhD., Partner – Digital Healthcare Lead, Claremont Creek Ventures
Kurt Waltenbaugh, Founder & CEO, Carrot Health, Inc.
Shira Hauschen, Consultant, Dorsey Health Strategies
- 10:20 – 10:40 a.m. **BREAK**
- 10:40 – 11:20 a.m. **Successfully Navigating IP Diligence**
Serial medical device entrepreneur Tom Ressemann will walk through a hypothetical IP due diligence with venture capital partner Josh Baltzell and Dorsey Patent Partner Scott Smith. What do investors look for when conducting IP diligence? What red flags most commonly occur? How can startups not only avoid the red flags but also position their "IP story" for massive success during financing and acquisition? Panelists will address the ways this important part of financing diligence can go wrong and share concrete information as to how to avoid the pitfalls.
Josh Baltzell, Venture Partner, SightLine Partners
Tom Ressemann, President and CEO, Amphora Medical, Inc.
Scott Smith, Partner – Patent, Dorsey & Whitney
- 11:20 a.m. – noon **LUNCH**
- noon – 12:10 p.m. **Keynote Introduction: Ross D'Emanuele, Dorsey & Whitney**
- 12:10 – 1:10 p.m. **Keynote Address: Howard Root, CEO, Vascular Solutions, Inc.**
- 1:10 – 1:20 p.m. **BREAK**

1:20 – 2:00 p.m.

Leadership Matters

Leading a growing Med-Tech organization is challenging – the operational tempo is quick, the competition is fierce and the environment is heavily regulated. When your company hits a hard spot (and it will), leadership challenges may overwhelm your ability to assess, respond, and succeed. Join experienced business and government leaders who have emerged from the crucible as they discuss surviving and thriving through crises, including major regulatory, economic, and operational disruptions.

Catherine Jennings, Director, New Business Development, Peripheral Interventions Division, Boston Scientific Corporation

Mark Myhra, Senior Corporate Counsel, Boston Scientific Corporation

Tamara Sniffen, Vice President, Integrated Business Planning, Stryker

John Marti, Partner - Government Enforcement & Corporate Investigation, Dorsey & Whitney

2:00 – 2:40 p.m.

Cross-Border Life Sciences Deal Making: A Buyer and Seller Perspective

DNA Electronics (DNAe), a leading developer of semiconductor-based DNA sequencing technology, was looking to gain a U.S. presence to facilitate its various initiatives. It sought and executed on an acquisition of nanoMR Inc. in the U.S. The transaction enabled an immediate U.S. presence and at the same time enhanced their product offering through the complete ownership of blood-to-result-diagnostics. DNAe has since completed a number of operational activities in the U.S. that will allow the company to double its headcount and build a clinical diagnostic manufacturing facility, clinical testing laboratories and a commercial team. In this chat, nanoMR CEO, Victor Esch, will discuss the acquisition process from the seller's viewpoint, and Steve Allen, CEO of DNAe will share his perspective as a foreign buyer and discuss the decision to expand to the U.S., the type of opportunities they were seeking and insights into what prompted them to look here.

Dr. Steve Allen, CEO, DNAe Group Holdings

Victor Esch, CEO, nanoMR Inc.

Frances Doherty, Partner – Corporate, Dorsey & Whitney

2:40 – 2:55 p.m.

BREAK

2:55 – 3:35 p.m.

Public Eye on Drug Pricing Practices

In 2015, the overnight price increase of the anti-parasitic drug Daraprim and subsequent arrest of then KaloBios CEO, Martin Shkreli, thrust the pharmaceutical industry into the limelight. Following the removal of Shkreli and as a condition of its restructuring, KaloBios completed a transaction with Savant HWP for the acquisition of its benzimidazole program. As one can imagine, drug pricing was a key point of discussion. As a unique condition to closing the transaction, Savant secured fair access for patients who are unable to pay for future drug products. Stephen Hurst, CEO of Savant, will share the parties' goals, the ongoing spotlight in the industry regarding drug pricing, and the lessons other life sciences companies can learn about their pricing practices.

Stephen Hurst, President & CEO, Savant HWP, Inc.

Evan Ng, Co-Chair of Life Sciences and Healthcare Practice, Dorsey & Whitney

3:35 – 3:45 p.m.

Closing Remarks

3:45 – 5:00 p.m.

Networking Reception