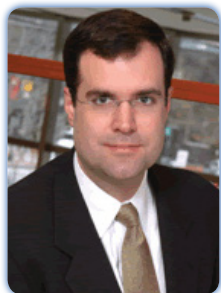


World Congress and Exhibition on Antibiotics

September 14-16, 2015 Las Vegas, USA



John M Clerici

Tiber Creek Partners, USA

Development and procurement of biotechnology for emerging disease and engineered threats in the public health preparedness sector

Biotechnology companies are increasingly seeking to use non-dilutive capital from the U.S. Government, foreign governments, and non-governmental organizations as part of their commercialization objectives. Companies must have a full understanding of funding and procurement opportunities and help communicate the advantages and the state of development of its technology so that it resonates most effectively with funding and purchasing decision-makers.

Private equity and venture capital firms are increasingly aware of the fact that legislation and policies established in the US and the EU directly influence the value of their investments. It is critical for companies undertake an effort in identifying and analyzing global government procurement trends as well as assessing the risks associated with investing in companies that receive U.S. federal and state funding and government contracts.

In the specific area of emerging disease and engineered threats, including antibiotics, this approach is more important than any other area of biotechnology given the risks of development and the pricing pressure on new drugs, as well as the limited market for many of these products. Thus, access to non-dilutive capital becomes critical. This talk will explore the sources of such capital, the experience of past applicants (both successful and unsuccessful) and prospects for future funding in this age of government austerity.

Biography

John M Clerici is a Founding Principal of Tiber Creek Partners, LLC and a Partner in the Life Sciences Practice at Dentons LLP. Since 1999, he has assisted over three dozen companies in obtaining nearly \$4 billion in funding for research, development and procurement of public health countermeasures to the Federal government, including the majority of the awards made under Project Bioshield, the U.S. Government's initiative for preparing the Nation against a bioterrorist attack. In 2006, he was instrumental in the passage of legislation creating the Biomedical Advanced Research and Development Authority (BARDA), which builds upon and improves Project BioShield. He began his career as a judge advocate with the US Air Force where, among other assignments, he advised the Air Force Research Laboratory on the procurement of technology from research institutions throughout the United States, Europe and Asia. He earned his Juris Doctor from the University of North Carolina at Chapel Hill. He performed his undergraduate work at the Catholic University of America, graduating summa cum laude.

john@tibercreekpartners.com

Notes: