

JOHN PAUL D'ANTONIO

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VICE PRESEDENT BUSINESS DEVELOPMENT AND LICENSING

EXECUTIVE PROFILE

Visionary business development, licensing and acquisitions executive. Outstanding record of licensing cutting edge technology to positively drive revenue and profit of an enterprise. Proven track record offers three unique perspectives to any business development issue - from direct pharma and life sciences industry and big ten consulting, to the creative boutique advisory firm and venture backed start-up. Accomplished at simplifying and delivering, complex transformational licensing solutions. Use of diverse, creative and team oriented transaction structures to “get a deal done right” with a “win-win” result for both parties. A self starter with wide range of working styles - from “rolling up sleeves” to managing cross functional deal teams for both innovator, licensee and vice versa. Ability to gain confidence and respect from scientists, technical staff and innovators. A seasoned executive with strong entrepreneurial skills, business acumen and technology savvy experienced in leading the design and implementation of business development and growth strategies.

NOTABLE CONTRIBUTIONS

- Six breakthrough drug delivery systems licensing, development and supply transactions worth \$234 million.
- Multiple first in class drug/device combinations - deals worth revenue of \$300+ mm in the cardio market.
- Deep experience in assessing the most promising opportunities in technology, products across diverse markets, applications and business requirements.
- Developed advanced decision making licensing software dramatically reducing cost and time for qualifying drug candidates for licensing in early stage development valued at \$200 + million.
- Drove out-licensing program of six patented product line extensions using novel drug delivery systems to extend patent life and protect margin.
- Spearheaded and executed business development and licensing strategy for infrared diagnostic imaging for oncology developed at *NASA's Jet Propulsion Laboratory* and *Lockheed Martin*.
- Created US strategy, technology transfer and business presence, new distribution infrastructure for *Paribas* investment holding resulting in launch of six diagnostic and computer based blood-monitoring products.
- Executed co-marketing strategy resulting in offshore vendor technology transfer for *GSK* and launch of a patented, rapid microbial identification product with a \$25 million market potential.
- Started - up U.S. subsidiary of a \$125 million European diagnostic products manufacturer. Initiated and closed a 10 year \$2.5 million contract within first year with *C.R. Bard*.

CORE LEADERSHIP COMPETENCIES

Client relationships and Access ♦ Deal Origination, Interaction, Development and Delivery ♦ Thought Leadership ♦ Business Development, Licensing and Acquisitions Deal Integration ♦ Supply Chain and Off-shoring ♦ Clinical Development Process Improvement ♦ R&D Pipeline Risk Assessment ♦ IP Management ♦ Portfolio Management ♦ Technology Management and Strategy ♦ Board Level Presentations ♦ Project/Program Management ♦ Business Intelligence

PROFESSIONAL EXPERIENCE

PRINCIPAL AND STRATEGY EXPERT, LIFE SCIENCES R&D COMPUTER SCIENCES CORPORATION, INC.

2008-Independent

Top ten global consulting, systems development and integration company

Lead strategy SME for life sciences R&D practice. Developed strategy and helped launch 12 cutting edge solutions for licensing and acquisition risk mitigation. Included sales and delivery against \$5.5 mm budget.

- Designed strategy and tactics to transform CSC's Life Sciences sector into a true BioIT firm through strategic partnering and a \$600MM CRO acquisition receiving board consideration and strategy approval.
- Created vision, strategy and business area architecture integrating critical business issues into the R&D process for world class biotech client to accommodate explosive growth of \$300 mm - \$1.5 Bn in 12 mos.

DIRECTOR, PHARMACEUTICALS AND LIFE SCIENCES ADVISORY PRICEWATERHOUSECOOPERS, LLC.

2007- 2008

Top five global advisory services firm for pharmaceutical and life sciences

Responsible for developing strategy and implementation of new service lines designed to reduce economic risk in clinical trials and in-licensing shortening time to submission. Included sales and delivery - \$4.5 mm budget.

- Assessed CRO compliance to agreement with leading specialty pharma company uncovering in excess of \$10 mm in over payments for a milestone triggered by full patient enrollment that was missed.
- Established off-shoring operating model and risk assessed CRO and CMO acquisition candidates in India and China for *ENDO* and *Proctor and Gamble Pharmaceuticals*.
- SME supporting IP Asset Management practice for valuation of drug delivery systems, drug-device combinations and diagnostics technologies for \$100+ mm technology portfolio for *Stryker*.

MANAGING PARTNER

1995-2007

PCI, INC., WASHINGTON'S CROSSING, NJ

Innovation Management and Technology Consulting, Pharmaceuticals and Biotechnology

Responsible for strategy and tactics for technology funding and strategic alliances for emerging growth companies. Functioned in BD role guiding both small and large companies seeking technology innovation.

In-licensing and Acquisitions Transaction Support

Pharmaceuticals

- Backed with \$300 million in cash for early US expansion, originated and performed initial due-diligence for multiple acquisition targets and meeting key criteria for purchase by *STADA*, a \$1.2 Bn generic firm.

Drug Delivery Systems

- In-licensed and launched first solid oral, rapid disintegration analgesic from *BioVail (Ethypharm)* into the \$1+ Bn OTC area with *BioVail (Ethypharm)* for *Immunogenetics, Inc.*

Diagnostics

- Designed guided launch for the *i-STAT[®]* System, an advanced, handheld blood analyzer that provides real-time, lab-quality results within minutes to accelerate the patient care decision-making process.

Portfolio Strategy Development and Marketing Solutions

Pharmaceuticals

- Co-directed global strategic planning process for *Ortho McNeil* resulting in actionable, practical solutions for their diabetes, contraceptive, oncology, wound care and anti-infective franchises, at *Interpublic Group*.

Drug Delivery Systems

- Drove US business development initiative for *Elan Pharma* on behalf of its majority stockholder, *Sanders Morris Harris*, a 10+ Bn investment firm, resulting in multi-million dollar alliances with specialty pharma.

Turnarounds and Re-Engineering

Biotech

- Re-engineered core technology for a \$40mm venture backed company after Phase II/III failure - conceived and executed strategy resulting in an OTC switch generating \$5+ million in revenue year one.

Wound Care

- Turned around losing surgical products investment for the *Avenir Group*, a privately equity firm, increasing sales to \$14 mm from \$12 and a net loss of 10% to pre-tax profit 30% over the prior year.

PRIOR EMPLOYMENT

CAMBREX CORPORATION , Director, Sales, Marketing and Business Development	1992-1995
AMERICAN MEDICAL PRODUCTS, CORP. , Chief Executive Officer	1988-1991
BRISTOL-MYERS SQUIBB , Manager Licensing and Acquisitions	1983-1986

EDUCATION

Lehigh University, Bethlehem, PA, BA Foreign languages - Proficient in Italian and Spanish
Activities: 5.0 Squash player, long distance runner