



**April 18, 2019**



Safety | Transparency | Availability | Quality

**So you want to start a life sciences company?**

**Credits to: Mark Spiecker, STAQ and Larry Blankenship, Evergreen Research**

- Denver Native
- University of Denver Alum
- Arthur Andersen / AT&T / Adelphia / Clear Channel
- Then, something happened:
  - Sharklet Technologies (++++)
    - Clearsight Technologies (+)
  - BioAMPS (anti-microbial peptide) (-)
  - RevGen Partners (++++)
  - STAQ Pharma (+++++++)

## Why Life Sciences:

- **Impact the something people care deeply about**
- **Lead in technological change (Gene Therapy, Biologics, Regenerate)**
- **Set the Culture- Hire the right team – Change the world**
- **Build a company**



## Then:

- **Self Delegation**
- **Time, Money, Competitors are more than just powerpoint bullets**
- **A series of near death experiences begins**



## Then:

- **Investors (unless you are self funded)**
- **Board of Directors (unless self funded)**
- **Patients (always)**
- **Regulatory Groups (always)**
- **Employees (always)**

**But you're gonna have to  
serve somebody, yes**

**Indeed you're gonna have  
to serve somebody**

**Bob Dylan**



## American Legacy

- **Entrepreneur/ Backbone**
- **If big business got everything right, small business would not exist**
- **USA leads world in Life Sciences**
- **We are at the dawn of several critical new technologies lead by people like you!!!!**

## Maverick



**No, then No, then No,  
then No.....then YES!!!**

Surprisingly, a wide variation of answers:

- Hopefully, not just you
- “Cares” and “Cares enough to pay for it” are two very different things

## NTSB

**A crash due to voice or text use occurs every 24 seconds in the US**

**You can block mobile device signals while driving with a device installed in the car for about \$180.**

## AND....

- **What entity will pay for this?**
- **What will it cost to make? What will it cost to prove it?**
- **What is my path to prove it?**
- **What is its value?**

# Success v Failure?

- Know your regulatory strategy inside and out and be prepared for it to change
- Plan, desire, goal set....but do not set hard and fast expectations for results
- Remember WHY you are doing this
- You must have the WILL to prepare and improve your chances each and everyday
- WILL IT!!! DO IT!!!
- And In the end....



Success is the ability to go from failure to failure without losing your enthusiasm. - Winston Churchill



- **It is an easy decision and it is worth it.**

