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National Collegiate Inventors
& Innovators Alliance



SCHEDULE

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AI2V 1: Waltham, MA 8/1-4
 AI2V 2: Urbana, IL 9/9-12
 Southfield, MI - 9/28
 Kansas City, MO - 9/29
 St. Paul, MN - 10/6
 Fargo-Moorehead, MN - 10/12
 Orlando, FL - 11/2

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ARCHIVES - 2006



I2V WPI: Speaker Profiles

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- [Linda Plano](#)
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Barbara Finer, Founder, Quivivity Marketing

As founder of Quivivity Marketing Partners, Ms. Finer provides assistance in evaluating and writing business plans, leading product marketing teams to deliver well-positioned products and in getting companies on a winning course. She has 20 years experience primarily with technology-enabled, B2B companies experiencing significant growth or change.

In addition to founding QuiVivity (formerly HTMP) in 1997, Finer held senior marketing roles at companies that include MathSoft, NetGenesis, WebPresence and the U.S. operations of Synoptics. She helped found Radial Technologies and CxO Management Group.

Ms. Finer has been active on several non-profit and for-profit Boards including the MIT Enterprise Forum of Cambridge and Choices Wellness Center.

She is a member of the MIT Enterprise Forum, SBANE and WPI Venture Forum.

Finer is a frequent panelist and speaker and has taught Marketing and Entrepreneurship at Clark U. and Babson College. She is currently an Executive-in-Residence in Emerson College's IMC and GLocal programs.

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Carl M. Good, Affiliate of Vivo Group-Strategic Consulting

Carl received his Ph.D. in molecular genetics from Iowa State University in 1970 and did post doctoral

studies at the University of Wisconsin and the University of Massachusetts Medical Schools. He has worked at local firms such as Millipore Corporation, ICSC, Cambridge Biotech and Avitar Corporation at which he held senior management positions the last being at Avitar as VP of R&D. Carl and his associates have developed systems for pharmaceutical processing that are in use around the world and medical tests ranging from those for cholesterol to HIV and drugs of abuse. He and Wendy have lived in Massachusetts off and on since 1972, most recently living in Groton since 1982.

Management

General management of technical organizations at the vice president level for medical devices, Design and implementation of project management systems, Manufacturing, Quality assurance, New business development. CEO level responsibilities for a start-up Company

Technical

Chemical Assay System Design, Membrane systems, Genetic test systems, Immunochemistry, Instrumental analysis, Microbiology, Biochemistry, Enzymology, Clinical chemistry, Biosensor development, Chromatography, Surface chemistry, Chemistry of chromatographic materials.

Professional Experience Summary

Consultancy - 2003 - present

Avitar Corporation - Vice President Research and Development, Head USDTL reference laboratory - 1997 - 2003

International Technology Partners - President 1994 - 1997

Cambridge Biotech Corporation - Director of Product Development, Reference Laboratory Head, Director of Quality Control 1991 - 1994

Integrated Chemical Sensors Corporation - President 1985- 1991

Millipore Corporation 1972-1985

Associate Technical Director 1983-1985

Director of Chemical Development - Waters Chromatography

Division 1982-1983

Associate Corporate Technical Director 1981-1982

Vice President: Development - Worthington Biochemical

Division 1976 - 1982

Director: Biochemistry Research Laboratory 1975-1976

Business Manager Ultrafiltration 1974-1975

Salesman 1972-1974

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Thomas Ittelson, Affiliate of Vivo Group

Tom Ittelson is an affiliate of Vivo Group. He is a scientist, businessman and author with over 30 years experience in business development, technology licensing, and marketing for technical companies. Recently Mr. Ittelson served as Director, Intellectual Property Office at the Whitehead Institute with responsibilities for IP policy, technology licensing, corporate collaborations and corporate sponsored research at this MIT affiliated medical research institute. He recently negotiated the \$18 million RNAi Consortium Agreement with Novartis, Bristol-Myers Squib, Ely Lilly and Academia Sinica for the newly formed Broad Institute at MIT. In addition he negotiated over \$8 million in funded scientific collaborations between Whitehead Institute and corporate partners including Affymetrix, AstraZeneca, Bristol-Myers Squib, Cellomics, Genomic Collaborative, Genset, Millennium, Merck and Pfizer Inc. Mr. Ittelson is a graduate of Harvard College in Biochemistry and did his graduate work at the Harvard Medical School. His book, Financial Statements, A Step-by-Step Guide to Understanding and Creating Financial Statements, has sold over 35,000 copies.

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Kevin O'Sullivan, President & Chief Executive Officer, Massachusetts Biomedical Initiatives (MBI)

Kevin O'Sullivan became a member of the Massachusetts Biomedical Initiatives team in April of 1998. MBI is a private non- profit economic development agency that promotes the growth and expansion of Biotechnology, Medical Device and Bioinformatics business in Central Massachusetts. MBI also operates two life science incubator facilities - currently home to fifteen businesses and over fifty employees, providing cost effective laboratory space and high quality professional services.

Before being named President & CEO in April 2003, he served as MBI's Vice President of Development. Previously he was the Vice President and Director of Marketing at the Worcester Regional Chamber of

Commerce where he developed and implemented a comprehensive marketing and public relations plan for the 4,000-member business organization. He also served as Marketing Director for the City of Worcester where he was charged with the opening of the Worcester Centrum Centre Convention facility. As a member of the Board of Directors of the Worcester Business Development Corporation, he also helped to develop the successful Massachusetts Biotechnology Research Park and is a member of the City's License Commission.

From 1986 to 1994 he served in the Massachusetts House of Representatives. While a member, he chaired the Committee on Redistricting, was Vice Chair of Ethics, and sat on the Ways and Means Committee. While in the Legislature he championed the Biomedical industry and was a co sponsor in enacting the Emerging Technology Fund, Investment Tax Credit, and Tax Increment Financing legislation. He was also the former Co-Founder and Chair of the Central Mass Legislative Caucus.

Kevin, who lives in Worcester with his wife and two children, is active in numerous community and civic activities where he represents his community as well as MBI and their business development activities.

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Linda Plano, Associate Director of the Massachusetts Technology Transfer Center (MTTC)

Dr. Plano is the Associate Director of the Massachusetts Technology Transfer Center (MTTC), an organization dedicated to the commercialization of technologies developed in the state's nonprofit research institutions. The MTTC has a number of programs designed to support entrepreneurs, including technology showcases such as the Conference on Clean Energy and the Nanotechnology Commercialization Conference, Platform events in which entrepreneurs pitch their ideas to a small, hand-picked audience of investors and industry professionals for strategic feedback, and semiannual awards programs to provide marketing and prototype development funds. Dr. Plano has experience in high tech enterprises ranging from her tenure as a research scientist for a startup company through Vice President of New Business Development for a small company that she helped to sell. At the MTTC, her primary focus is as coach for aspiring entrepreneurs. Dr. Plano earned a BS in Physics from MIT and her PhD in Materials Science and Engineering from Stanford University.

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Deirdre E. Sanders, Principal, Hamilton Brook Smith & Reynolds, P.C.

EDUCATION

State University of New York at Albany, B.A., Biology and Anthropology, magna cum laude, 1986
 State University of New York at Albany, M.A., Anthropology, 1988
 Boston College Law School, J.D., 1995

ADMISSIONS

Massachusetts, 1995
 Registered to practice before the United States Patent and Trademark Office
 U.S. District Court for the District of Massachusetts
 U.S. Court of Appeals for the Federal Circuit
 Deirdre E. Sanders received her Juris Doctor degree from Boston College Law School, where she worked for the ABA Committee on Rules of Practice and Procedure, United States Judicial Conference.

Ms. Sanders has experience in a wide variety of technologies. Since joining the firm in 1995, she has prepared and prosecuted U.S. and foreign biotechnology and pharmaceutical patent applications, as well as European Supplementary Protection Certificates for pharmaceuticals. She has also prepared a number of legal opinions regarding infringement, validity and freedom to operate, and has conducted intellectual property due diligence studies. She has also been involved in a variety of contested matters, including interferences, foreign patent oppositions, arbitration matters and litigation before federal courts in Texas, New York and California, as well as the District Court of the Hague. These disputes related to issues of patent infringement and validity, trademark infringement and cancellation, intellectual property license agreements, and officer tort liability. She has also drafted intellectual property license agreements.

Prior to joining the firm, Ms. Sanders enjoyed a career in the New York State Assembly as a Legislative Associate for the Chair of the Committees on Corporations, Authorities and Commissions and Consumer Affairs and Protection. Ms. Sanders' abstract on a multivariate statistical analysis of maternal smoking and fetal health was published in the "American Journal of Physical Anthropology", and she won the Anna Boochever DeBeer award for Public Service in Public Health.

PROFESSIONAL ASSOCIATIONS

Biotech Tuesday
Boston Patent Law Association, Chair, International Law Committee

PRACTICE AREAS

Biotechnology, Pharmaceuticals, Patents, Trademarks, Litigation, Counseling, Licensing

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Mark B. Solomon, Principal, Hamilton Brook Smith & Reynolds, P.C.

EDUCATION

Tufts University, B.S., Electrical Engineering, 1988
University of Colorado at Boulder, M.S., Electrical and Computer Engineering, 1991
Suffolk University Law School, J.D., 1997

ADMISSIONS

Massachusetts, 1997
Registered to practice before the United States Patent and Trademark Office
U.S. Supreme Court

Since joining the Firm, Mark Solomon has drafted and prosecuted patent applications in diverse engineering technologies, including telecommunications, optics, digital signal processing, optical and electrical networking, control systems, business methods, analog and digital electronics, software, GPS systems, antennas, medical devices, and mechanical devices.

Mr. Solomon is also involved in other intellectual property matters, including patent litigation, trademark oppositions, written and oral opinions, trademark prosecution, copyright, licensing, domain name disputes, sale and licensing of intellectual property assets, and counseling in IP strategies.

In 2003, Mr. Solomon presented Business Method Patents comparing U.S. and foreign strategies at the Boston conference of the International Society for Law and Technology (ISLAT). In 2004, Mr. Solomon spoke at a seminar on Medical Device Patents presented to industry leaders and technologists.

Prior to joining the firm, Mr. Solomon worked for ten years as an engineer in the areas of R&D, design, development, testing, and field integration. Mr. Solomon was previously employed as an electrical/control systems engineer by Xinetics, Inc., a start-up manufacturer and systems integrator of deformable mirrors (used in the growing field of real-time adaptive optics), was an electrical engineer for Itek Optical Systems, and an electrical and software engineer for Raytheon Company. Mr. Solomon has hands-on experience in analog and digital hardware, hybrid micro-electronics, software engineering, servo control systems, process control systems, data capture and processing, signal processing, opto-electronics, digital networks, and telecommunications.

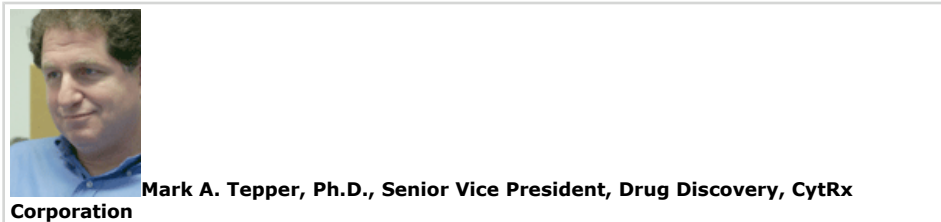
PROFESSIONAL ASSOCIATIONS

Boston Patent Law Association, Secretary, Board of Governors since 2002
Merrimack Valley Venture Forum
MIT Enterprise Forum

PRACTICE AREAS

Computer Systems, Electronics, Lasers, Mechanical Devices/Systems, Medical Devices, Optics, Software, Telecommunications, Nanotechnology, Patents, Trademarks, Copyrights, Litigation, Counseling, Licensing

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Mark A. Tepper, Ph.D., Senior Vice President, Drug Discovery, CytRx Corporation

Dr. Tepper was the President and co-founder of our prior subsidiary CytRx Laboratories (formerly Araiios, Inc.) and is now our Senior Vice President, Drug Discovery. Dr. Tepper is an entrepreneur/scientist with over 25 years of experience in biomedical research. Before founding Araiios, he was chief executive officer of Arradial, a venture backed microfluids based drug discovery company. He has also held positions as vice president, research and operations at the Serono Pharmaceutical Research Institute, and at the Bristol Myers Squibb Pharmaceutical Research Institute. Dr. Tepper was a post-doctoral fellow at the University of Massachusetts Medical School in the laboratory of Dr. Michael Czech, and received a Ph.D. in Biochemistry and Biophysics from Columbia University in 1985.

In 1979 he graduated Clark University with a B.A. in Chemistry with highest honors. He has authored over 40 scientific publications and holds 6 patents.

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David Graves-Witherell

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Humera Fasihuddin, Program Director, NCIIA

Humera Fasihuddin, Invention to Venture Program Director, oversees the NCIIA's acclaimed national workshop series. Humera also manages BMEidea, a national student competition in biomedical engineering. She is the co-founder of Edical May, a manufacturing and business development company enabling scale-up of new medical devices. She spearheaded the Western Massachusetts Regional Technology Corporation. Humera began her career at materials manufacturer Intelicoat. She worked her way up from operations to technical support, and finally to managing a \$40 million business unit in the CAD arena and cultivating a new digital proofing business unit. Humera earned her MBA from UMASS Amherst in 2000 and her B.S. in Mathematics (minor in Economics) from Smith College in 1992.

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