

Medical Device Concept to Commercialization

BOOT CAMP

CNY Biotech Accelerator • 841 East Fayette Street, Syracuse, NY



WORKSHOP 3

Topics for Emerging Companies

Thursday, October 12, 2017

8:00 – 9:00	SBIR/STTR Program for Commercialization and Launch of New Initiatives Andrew L. Drozd, ANDRO Computational Solutions, LLC
9:00 – 10:30	Investment and Funding Panel Rami Katz, MBA Excell Partners Steven D. Lickstein, Newman & Lickstein Scott Gucciardi, EagleDream Health, University of Rochester David Colligan, Trustee for Ralph Wilson Foundation Moderator: Nasir Ali, StartFast
10:30 am	Break
10:50–11:30 am	NYS Innovation Tax Programs Pamela D. Caraccioli, SUNY Oswego
11:30 am–12:00 pm	Launch NY, a Venture Development Organization Marnie LaVigne, PhD, Launch, NY, Inc. David Colligan, Trustee for Ralph Wilson Foundation
12:00 pm	Lunch
1:00 - 1:45 pm	Insurance Discussion Guy Alonge, Amsure division of ATCFSI Mary D. Salamone, CPCU, CIC, ARM, CWCA, Gilroy, Kernan & Gilroy
1:45 – 2:30 pm	Risk Management Best Practices for Emerging Companies Mary D. Salamone, CPCU, CIC, ARM, CWCA, Gilroy, Kernan & Gilroy
2:30 pm	Break
2:50 – 4:30 pm	Developing a Pitch Presentation Jamey Hoose, Shipley Center for Innovation, Clarkson University Rami Katz, MBA, Excell Partners
4:30 – 5:00 pm	Review

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