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### **Babson Training**

#### **Ed Marram, Senior Lecturer**

Marram has developed a reputation for outstanding academic and technical accomplishments. An adjunct professor at Babson for 20 years, he regularly lectures on entrepreneurship and issues facing high-growth businesses in both graduate level and executive education programs. Marram was an entrepreneur in the high-technology sector for more than 35 years; he was the founder, president and CEO of Geo-Centers, Inc., a high technol-



ogy, professional services firm which he sold in 2005. Geo-Centers, Inc. was recognized twice by Inc. Magazine as one of the fastest growing, privately-held companies in the United States.

Marram earned a Ph.D. from Tufts University and M.S. and B.S. degrees from the University of Massachusetts, Amherst. He was named a Price-Babson College Fellow and received the Edwin M. Appel Prize for Bringing Entrepreneurial Vitality to Academia.

#### Les Charm, Senior Lecturer

Professor Charm has been a partner in the firm of Youngman & Charm since 1972. The firm specializes in directorship functions for firms owned and operated by entrepreneurs and in assisting companies that are experiencing operating and/or financial problems. Youngman & Charm has operated in a variety of industries, channels of distribution, and has been involved in many successful financings and acquisitions and mergers.



Professor Charm has taught throughout the world on a variety of topics regarding entrepreneurship and governance. He is on the President's Council at Babson, and is the recipient of the Appel Award for Entrepreneurship.

### **Execution Workshop: Mentors**

#### Daniel Hullah, Partner at RockPort Capital

Daniel was born and educated in the UK where he received a BA and a PhD in Chemistry from the University of Oxford. He came to the United States in 1999 as a postdoctoral research associate at the University of Chicago. Following his stint



in Chicago, Daniel left academia but stayed in the States as he branched out into a career in management consulting at ZS Associates – a firm that focuses exclusively on sales and marketing. Daniel moved to Boston in 2001 to start a new ZS office, and went on to pursue an MBA at INSEAD in Fontainebleau, France. Shortly after returning to the States from INSEAD, Daniel joined Rock-Port Capital, a major venture capitalist firm in Boston investing in the areas of alternative and traditional energy, mobility, and sustainability. Since then he has been an active member of the screening and diligence team and has worked on multiple transactions in several key cleantech sectors most notably solar energy and green buildings. He has represented RockPort on investor panels at conferences throughout the country.

#### Greg Erman, CEO EmpiraMed

Greg is a proven executive who has been President & CEO of 6 companies. Greg has incubated roughly 250 academic research projects over the last 10 years, built 4 companies from scratch, raised about \$100M in venture capital, and successfully grown businesses to about \$20M in annual revenue with 150 employees. Each



of Greg's 3 VC-backed ventures successfully exited to large public companies and generated returns up to 12X investment.

Greg works on many corporate boards of directors and gives back to the community by serving in 6 mentoring organizations. His specialties are the following: academic research commercialization, technology translation, customer-centric product development, consultative selling, and building world-class teams. Currently, he is the executive advisor at Hepregen Corporation, accelerator Fund Investment Committee Member at Wyss Institute for Biologically Inspired Engineering at Harvard University and member of the board of Directors of i-Nalysis.

Edward Ahn, Managing Director and Chief Science Officer, MedCap Advisors

Dr. Ahn most recently served as Vice President of Biologics Product Development for Pioneer\*Surgical Technology, Inc. and its newly formed biologics division. He successfully developed and launched novel synthetic bone grafts, allograft-based tissue products and structural calcium phosphate nanotechnology in interbody spinal fusion.



In 2001, Dr. Ahn won the Grand Prize in the MIT \$50k Business Plan Competition and subsequently used his thesis to found Angstrom Medica, a company focused on commercializing nanotechnology in orthopedics. Here he achieved the first nanomedical device approved by the FDA in 2005; the company was subsequently acquired by Pioneer® Surgical Technology, Inc.

Dr. Ahn earned his B.S.in Chemical Engineering from Stanford University and M.S. in Chemical Engineering Practice and Ph.D. in Chemical Engineering from MIT. Presently he is a senior lecturer at Harvard University's School of Engineering and Applied Science, and is the Vice-Chairman of the MIT Enterprise Forum of Cambridge. He is also a member of the Scientific Advisory Board of the Center of Innovation for Nanobiotechnology (COIN) and a principal of First Founders, Ltd., a not-for-profit corporation dedicated to building young business ventures emerging from academic and other institutional research.

#### Jack Kelly, CEO Adva Mobile Corp.

Jack Kelly is founder and CEO of Adva Mobile Corporation, a mobile marketing and technology services company focused on helping Recording Artists and Touring Bands acquire, engage and sell to fans on mobile phones. Prior to Adva Mobile, Jack started two companies and held executive level sales and marketing positions



at wireless and communications technology companies including CUSeeMe Networks, which created over \$600MM in value in less than two years, Intraplex, which was sold to Harris Corporation for \$15MM, and Tylink, which sold for \$45MM. Jack has a law degree and, in addition to running Adva Mobile, currently chairs the MIT Enterprise Forum's Digital Media Circle.

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### **Other Workshops**

### **Achieving Growth and US Mindset**

Prof. Jerome (Jerry) J. Schaufeld, Professor of Entrepreneurship, WPI

Jerry Schaufeld shares his considerable experience in entrepreneurship, operations and general management of technology-based companies as a Professor of Entrepreneurship at WPI (Worcester Polytechnic Institute). He is currently a commercialization consultant to Children's' Hospital in Boston, and has served as Director of the Rhode Island Slater Fund, and as past president and CEO of Mass Ventrues which were quasi-public entities focused on the commercialization



of academic research and development. He is a member of the Launch Pad Angel group in Wellesley, and co-founded the Cherrystone Angels in Rhode Island. In addition, he is an advisor to the newly formed Boynton Angel group in central Massachusetts, a charter member of national Angel Capital Association (ACA), and participates in the regional north east Angel's syndication group as a charter member. His current research is in the area of improving the probability of success in early stage commercialization ventures.

### **Communication Workshop**

Prof. Roberta Pittore, Senior Lecturer, MIT Sloan School of Management

Roberta Pittore is a Senior Lecturer in Managerial Communication at the MIT Sloan School of Management.

She focuses on communication as it influences teamwork, perceptions of leadership, and decision-making in organizations. Her teaching emphasizes the design and analysis of persuasive messages and in using negotiation techniques.



Pittore is a faculty mentor for the Action Learning Program's Global Entrepreneur-

ship Lab and China-India Lab. She has worked with student teams on consulting projects in Cambodia, Vietnam, Thailand, New Zealand, Turkey, and China. She was the faculty lead for Study Tours to South Korea, Brazil, Mongolia, and China.

Prior to teaching, Pittore spent more than 20 years in the corporate sector where her work included communication consulting, executive training, working as a stockbroker for E.F. Hutton, and the role of associate vice president at Prudential Bache Securities.

### **Legal Workshop**

#### **Choate Hall & Stewart**

Choate, Hall & Stewart LLP, one of the nation's leading law firms, represents emerging technology companies in their entire life cycle from start-up to public company to M&A. Our lawyers have organized several thousand emerging companies, and we represent technology companies and their investors in transactions across the US and in numerous foreign countries. We have a particular focus on international and cross-border transactions, and regularly advise clients on expansion into the US. Our extensive work in this area enables us to address pragmatically the legal, tax, business and cultural challenges that arise in cross-border deals. We assist with financings, acquisitions, trade sales, licenses and strategic partnerships, daily operational matters and global IP protection. We have high-profile cross-border practices involving numerous foreign jurisdictions, especially Europe, Asia and the Middle East, as well as a preeminent Canada cross-border practice.

Choate is consistently recognized for excellence by Best Lawyers in America, Chambers USA, The Legal 500, World's Leading Lawyers, International Who's Who of Lawyers and the BTI Client Service A-Team. With all of its lawyers under one roof, Choate focuses on a core group of areas where it represents clients internationally and across the United States and provides exceptional efficiency, service and value. Choate's areas of focus include technology companies and intellectual property, corporate/M&A, government enforcement & compliance, high-stakes litigation, private equity, finance, insurance/reinsurance and wealth management.

http://www.choate.com/

#### Charles Lyon, DPhil

Charles Lyon, DPhil, partner in Choate, Hall & Stewart's Intellectual Property Group, has led or been involved with hundreds of IP due diligences on behalf of investors, investment banks and potential acquirers or partners. Dr. Lyon also routinely provides opinions regarding validity and infringement in the context of product clearances. Dr. Lyon is particularly sought after for his efficiency and ability to clearly communicate those issues that



are most likely to affect the risks and overall valuation of the underlying transaction or product.

Dr. Lyon earned his BA and MA in Natural Sciences, with first-class honors from Cambridge University in 1996, where he was the recipient of the Cambridge University Unilever Prize for Distinction in Physical Chemistry. He received his DPhil in Biophysical Chemistry from Oxford University in 1999 and was a Postdoctoral Associate at MIT in 2000. He received his JD from Boston College Law School in 2006.

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### **Dana Leigh Popkave**

Dana Leigh Popkave, an associate in Choate, Hall & Stewart's Labor, Employment & Benefits Group, assists in the representation of companies and individuals in all aspects of employment litigation including breach of employment contracts, restrictive covenants, wage and hour violations and discrimination. Ms. Popkave also has experience in insurance and reinsurance disputes and arbitrations.



Larry Naughton is co-chair of the Business

& Technology Group at Choate, Hall & Stewart LLP, a 175-attorney U.S. law firm in Boston. His clients include public and private companies in a variety of industries, venture capital firms, private equity firms, and investment banks. As counsel to U.S. companies ranging from early-stage start-ups to publicly-traded companies, he frequently advises on strategic business decisions, financings, mergers and acquisitions, corporate governance, and licensing matters. A significant portion of his practice involves advising European-based companies in connection with establishing and scaling their U.S. operations. On multiple occasions, he has been listed in Chambers USA, listed in the Legal 500 as a leading attorney on the East Coast of the United States for mergers-and-acquisitions work, and has been named as a SuperLawyer's by Boston Magazine.

### **Naughton Laurence**

Larry Naughton is co-chair of the Business & Technology Group at Choate, Hall & Stewart LLP, a 175-attorney U.S. law firm in Boston. His clients include public and private companies in a variety of industries, venture capital firms, private equity firms, and investment banks. As counsel to U.S. companies ranging from early-stage start-ups to publicly-traded companies, he frequently advises on strategic business decisions, financings, merg-



ers and acquisitions, corporate governance, and licensing matters. A significant portion of his practice involves advising European-based companies in connection with establishing and scaling their U.S. operations. On multiple occasions, he has been listed in Chambers USA, listed in the Legal 500 as a leading attorney on the East Coast of the United States for mergers-and-acquisitions work, and has been named as a SuperLawyer's by Boston Magazine.

### **Switzerland Global Entreprise (formerly OSEC) - Born Global Startups**

### Monika Remund Senior Product Manager Export, Switzerland Global Enterprise

Monika Remund is Senior Product Manager at Switzerland Global Enterprise, Zurich/Switzerland, the Swiss agency for export, import and location promotion. She is responsible for the products and services, as well as for the support of the Swiss and Liechtenstein SMEs in their internationalization process.



Monika Remund has over 20 years of experience in international markets in the

private industry of various sectors. She joined Switzerland Global Enterprise in 2000 as a Senior Consultant covering India and the Gulf countries before taking over Product Management in 2008.

### Nico Lauer, Director Cleantech Switzerland for North America, Switzerland GE

Hans Nikolaus ("Nico") Lauer has over 25 years of professional experience in international environmental technology markets in the private sector. He was actively involved in the privatization of state municipal service companies in former communist Central and eastern Europe, cleantech start-ups, vetting of clean technologies, consulting of the private equity sector and the evaluation of business models relating to new clean technology



business plans. As a cleantech-entrepreneur Mr. Lauer has dealt with many of the challenges of the cleantech sector on a first-hand basis. His work experience spans cleantech markets in the Far East, Middle East and North Africa, Europe and North and South America.

Nico Lauer is the Director for Cleantech Markets for North America for the Swiss Export Promotion agency Switzerland Global Enterprise. In this function he coordinates the Swiss export efforts of cleantech industries by identifying new market opportunities. He is based in Cambridge, Mass.

### Jan Lichtenberg, CEO InSphero AG

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Jan Lichtenberg, Ph.D., is Co-Founder and CEO of InSphero AG. As a microtechnology engineer by training, he oversees the development of 3D-cell-culture platforms and their automation in InSphero's 3D microtissue production line. InSphero produces assay-ready 3D microtissues for efficacy and toxicology screening, especially liver toxicology. Dr. Lichtenberg started InSphero in 2009 and grew the compa-



ny to 22 employees in Switzerland and in the US and expanded the business to encompass 7 of the global top 10 pharmaceutical and cosmetics companies. Prior to InSphero, Dr. Lichtenberg had VP of R&D and Product Management positions at Hocoma AG (medical robotics), Uwatec (consumer electronics) and AMMT (microelectronics). He holds a Ph.D. from the University of Neuchâtel and had a research group at the Swiss Federal Institute of Technology, Zurich.

### Rewards and Challenges for European Companies entering the US

### Jos Scheffelaar, CEO of LaunchinUS

Jos has 25+ years of international business experience in the high-tech sector. He has been stationed in several countries in Europe, as well as in Asia. Jos leverages his skills and experience with the US High Tech industry, international business, and his strong industry-contacts to find strategic partners, channel partners and customers for his clients, and helps them build the business relationships from initial contacts to productive operational partnerships. He holds a Masters Degree in Electrical En-



gineering from the Technical University Delft in the Netherlands. Jos is Chairman of the Netherland-America Foundation, Boston, and an active member of TiE Boston, a premier entrepreneurial organization.



### **Experts for Expert Sessions**

Todd	Bida	Vice president, Atlatl Software
Christa	Bleyleben	Managing Partner at MassGlobal Partners
Eric	Bolten	VP Strategic Account Development Zixi
David	Chouvelon	Vice-President at Zehnder America
Michael	DeMarco	VP Investment Strategies Group at MetLife
Vilas	Dhar	Partner at Dhar Law, LLP
Andreas	Goeldi	CTO Pixability
Alain	Hanover	Common Angels
Jamie	Kemler	VP, Intellectual Property, Business Strategy at Stryker
Siamak	Kia	Management Consulting, MIT consulting Club
Peter	Lohse	Consultant, Eutropics Pharmaceuticals
Geoff	Mamlet	President & Founder at Hub Boston
Ted	Miller	Chief Executive Officer, Refiy Corp
Samuel	Murphy	Principal at IMS Consulting Group
Jan	Nygren	Venture Partner, Launch in US
Paul	Pyzowski	Entrepreneur and executive, Diagnostic Laboratory Medicine
Emily	Reichert	Executive Director, Greentownlabs
Rudi	Scheiber-Kurtz	CEO Next Stage Solution
Len	Singer	Managing Partner at Newton Pointe llc
Peter	Steiger	Chief Executive Officer at Optasia Medical, Ltd
Dan	Sterling	Internet Security Business Development



### **Venture Capital Funds**

### **Flybridge**

Flybridge is an early-stage venture capital firm with \$560 million under its management. The firm's goal is to find talented entrepreneurs and then partner with them to build exceptional and valuable companies. It focuses on providing guidance and perspective in a complimentary way to the entrepreneurs we invest in and help them build connections to soar to the next level.

Flybridge was founded in 2001 by a team of experienced investors and entrepreneurs with a focus on seed and early-stage technology investing and is led by a team of five general partners.

http://flybridge.com/

### Jeffrey Bussgang, General Partner

Jeff is a General Partner at Flybridge Capital Partners whose investment interests and entrepreneurial experience are in consumer, Internet commerce, marketing and financial services, software, SaaS and mobile start-ups. Jeff currently represents the firm on the boards of Cartera Commerce, ClickSquared, DataXu, i4cp, Plastiq, SavingStar, SimpleTuition, tracx, and



is a board observer ZestFinance. Jeff is a former entrepreneur (Upromise, Open Market) who joined the firm in 2002 and focuses on the consumer, marketing services, e-commerce, software and mobile start-up markets. On the side, he serves as a Senior Lecturer at Harvard Business School where he teaches a class on entrepreneurship and lean start-ups called Launching Technology Ventures and has co-authored five HBS cases. In 2010, he wrote and published a book, Mastering the VC Game, as a guide for understanding the venture capital. Jeff also currently sits on the board of MITX, the Massachusetts Innovation and Technology Exchange and is a Founding Executive Committee Member of First Growth Venture Network, a network of venture and angel investors supporting entrepreneurs building companies in the New York area.

Jeff holds a BA in Computer Science from Harvard University where he graduated magna cum laude and an MBA from Harvard Business School where he was a Baker Scholar and a Ford Scholar.

### **Flagship Capital**

In the past decade, Flagship Ventures has become one of the nation's leading venture firms in healthcare, and increasingly is recognized as a leader in the emerging field of sustainability/clean technology. Flagship Ventures is composed of Flagship VentureLabs<sup>TM</sup> and Flagship Venture Capital. The Flagship VentureLabs<sup>TM</sup> unit systematically originates and launches transformative companies that can shape the world's future. Flagship VentureLabs<sup>TM</sup> is the first institutional platform for accelerated innovation and parallel entrepreneurship, where the processes of technology invention and company conception are merged and rapidly iterated to generate high potential new ventures. The Flagship Venture Capital unit brings decades of operating and investing experience to the more than sixty companies in its portfolio. The portfolio consists primarily of seed and early-stage investments, with some later stage value investments. Healthcare investments target therapeutics and health technologies and sustainability investments target clean technology and energy. Critical elements of these investments include visionary people, transformative ideas, significant intellectual property protection, deep market understanding, and the opportunity for capital efficiency and leverage.

http://www.flagshipventures.com/

### Ignacio Martinez, Partner

Ignacio Martinez joined Flagship Ventures in 2013 and focuses on sustainability and life sciences investments with a special interest in the agricultural sector. Ignacio holds a BS in Economics and Business Administration from Deusto University in Spain, and an International MBA from



Instituto de Empresa in Spain and WHU Otto Beisheim School of Management in Germany.

Prior to joining Flagship, Ignacio was the Managing Director of Syngenta Ventures, where he was directly involved in investments in the agribusiness, biotechnology and cleantech industries in Europe, North America and Latin America. Syngenta Ventures is the venture capital arm of Syngenta International AG, the world's largest agrochemical business with more than \$13 billion in revenue. Ignacio has international board experience having served as Director in companies from seven different countries. He was also involved in corporate venture capital activities managing the relationship as limited partner with Life Science Partners BioVentures, a \$100 million Agribusiness fund and the Gilde European Food and Agribusiness, a €90 million fund.

Prior to Syngenta, Ignacio was the Chief Financial Officer of Progenika Group, where he was responsible for financial systems controls, transactions and processes (GAAP/IFRS) reporting to the investors.

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### **Companies**

### Genzyme

Genzyme is committed to discovering and delivering transformative therapies for patients with rare and special unmet medical needs, providing hope where there was none before.

Genzyme has pioneered the development and delivery of transformative therapies for over 30 years. Founded in 1981 in Boston, Massachusetts, Genzyme evolved from a tiny start-up with just a handful of employees to one of the world's leading biotech companies. Acquired by Sanofi in 2011, Genzyme now benefits from the reach and resources of one of the world's largest pharmaceutical companies, with a shared commitment to improving the lives of patients. Genzyme is firmly rooted in the Boston area: our headquarters, Genzyme Center, is located in Cambridge, Massachusetts, home to venerable universities, teaching hospitals, and a thriving biotechnology community.

Genzyme has long been known for its expertise in the class of rare genetic diseases known as lysosomal storage disorders (LSDs). LSDs remain the heart of the company today, but it has also expanded – through both in-house development and strategic acquisitions and partnerships – to other disease areas such as thyroid cancer and multiple sclerosis. Driven by its commitment to patients, Genzyme strives to develop strong relationships with patient communities and listen to their perspectives. These collaborations guide the firm as it continues to push the boundaries of medicine and technology to develop new and better therapies where none existed before.

http://www.genzyme.com/

### Constance Preston, Director, Strategic Marketing, Rare Disease Business Unit

Connie has had a long career at Genzyme, spanning 18 years and many departments. Connie holds an MS in Biochemistry and spent her first 5 years at Genzyme in the Research and Development labs. Her work concentrated on assay development for the pre-clinical work on enzyme replacement therapies. Connie then transitioned to the program management department spending 4 years managing many of the early stage programs for the Rare Disease Business Unit. This culminated in taking Fabrazyme through the clinical trials, regulatory filings and approval. Connie then turned her focus to commercialization where she has spent the last 9 years on various projects: launching Fabrazyme in many international markets, directing the commercial development of eliglustat (a game-changing oral therapy for Gaucher disease launching in 2014) and now managing all the products in the rare disease portfolio in our Asia-Pacific markets. Connie has a deep passion for Genzyme and the work we do for our patients.

#### Eric Olson, Director Sanofi-Genzyme BioVentures

Eric Olson is a Director on the Sanofi-Genzyme BioVentures team and was previously a Senior Associate of Genzyme Ventures. Prior to joining Genzyme Ventures, Eric was a Business Development Manager in Genzyme's Corporate Development group, where he evaluated and led numerous business development opportunities spanning several therapeutics areas and stages of development. Prior to joining Genzyme, Eric was an investment banker at Benedetto, Gartland & Co., a boutique that specialized in raising private equity for select private equity sponsors and corporations. Eric began his career as a Research Assistant at the Yale University School of Medicine, where he published several papers in peer-reviewed journals.

Eric holds an M.B.A. from the Darden Graduate School of Business Administration at the University of Virginia, an M.S. in Cellular and Molecular Biology from New York University, and a B.A. in Zoology from Connecticut College.

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### **Parexel**

PAREXEL International is a contract research organization (CRO), based in Waltham, Massachusetts and founded in 1982 by Josef H. von Rickenbach (still current CEO) and Anne Sayigh. It provides services for companies in the pharmaceutical, biotechnology and medical device industries, including consulting, clinical studies and market launch. The name PAREXEL comes from Paracelsus, a Swiss physician considered as the father of modern toxicology. PAREXEL employs more than 11,300 people worldwide in over 50 countries and has supported all of the top 20 leading biotechnology companies, all of the top 10 largest pharmaceutical companies and nearly all of the 50 best-selling drugs on the market.

The company provides services during all phases of the development of a drug, from planning to commercialization. It includes strategy development, clinical trials management, data management, biostatistical analysis, regulatory affairs, drug development consulting, medical marketing, training, publishing and advanced eClinical technology solutions.

http://www.parexel.com/

#### Josef von Rickenbach, CEO of Parexel

As Chairman and CEO of PAREXEL, Mr. von Rickenbach has taken PAREXEL from its pioneering beginnings as one of the first clinical research organizations (CROs) more than two decades ago to its place as one of the top three public biopharmaceutical services companies today. He has led PAREXEL through its IPO, multiple public offerings, and over 30 acquisitions during the Company's history of 28 years to expand its portfolio in order to meet changing client needs and market



demand. Under his leadership, PAREXEL has evolved to provide a broad range of services to the biopharmaceutical industry, including integrated clinical development, regulatory affairs consulting, commercialization services and technologies that expedite timeto-market. Mr. von Rickenbach has worked to expand PAREXEL's global footprint, and PAREXEL now operates in 71 locations throughout 54 countries, and has more than 11,300 employees. As the biopharmaceutical industry adopted information technology, Mr. von Rickenbach created a leading advanced technology offering, and today PAREXEL's subsidiary Perceptive Informatics is a front runner in providing eClinical solutions. PAREXEL's global headquarters office is based near Boston, and Mr. von Rickenbach is a key contributor to the New England business community.

Mr. von Rickenbach holds a B.S. degree in Business Economics from the School of Business at the Lucerne University of Applied Sciences in Switzerland, and a Master of Business Administration degree from Harvard University.

### **Pixability**

Emerging from MIT and headquartered in Cambridge, MA, Pixability was founded by Bettina Hein, a seasoned entrepreneur and business strategist, to make online video perform by getting the right video in front of the right audience to trigger the right action. She believed customer success was tied to science, so metrics and analytics became critical parts of the company's video marketing foundation. She also believed that YouTube was going to redefine both business and culture.

Bettina assembled a team of top-level players representing all the facets of the digital world: YouTube experts, video professionals, advertising specialists, web developers, and online marketers. All shared a common passion for customer service and a desire for quantifiable business results.

For over four years, Pixability has been helping companies drive business with YouTube. Using its powerful Caffeine YouTube marketing software, Pixability's team of YouTube experts has worked with more than 10,000 YouTube channels and 2.5 million business and brand videos. The company used this data to not only help over 500 customers optimize for YouTube, but to also effectively and economically enable them to reach their target audience through hyper-targeted YouTube advertising.

http://www.pixability.com/

#### **Bettina Hein, Founder and CEO**

Bettina Hein is the founder and CEO. She is a serial entrepreneur based in Cambridge, Massachusetts. Prior to founding Pixability, Bettina co-founded Swiss-based SVOX AG and led the venture-backed speech software company to profitability. Bettina was the initiator of the START, an



organization that advances entrepreneurship among college students. In 2000, START received the Ernst & Young Entrepreneur of the Year Award. Bettina holds a Master of Science degree from MIT, where she was a Sloan Fellow; a law degree from the University of Constance; and a degree in business administration from the University of St. Gallen.



### Helbling

The internationally operating Helbling Group, which was founded in 1963, positions itself as an interdisciplinary nexus of engineering and consulting expertise. The independent Group is run by 25 managing partners and employs more than 450 staff at locations in Switzerland, Germany, the USA and China. The Group's main focus is on providing selected services in the fields of technological innovation and business consulting.

Helbling Precision Engineering is part of Helbling Technik, a recognized leader in technology innovation with global reach and offices in Switzerland, Germany, the USA and China. Helbling Technik employs over 300 highly skilled professionals who work in project-oriented and interdisciplinary teams to develop innovative products with a strong focus on Medical Technology for clients across the globe.

Combining in-depth technical expertise with usability engineering make Helbling a unique innovation partner for developing products where miniaturization and compatibility with human factors is key.

http://www.helbling.ch/htk/

### Michel Bruehwiler, Managing Director of Helbling Precision Engineering (HPE)

Michel Bruehwiler is the Managing Director of Helbling Precision Engineering (HPE), a research, development, and design service firm specializing in medical device development. HPE is the US subsidiary of Helbling Technik, the leading Swiss Engineering service firm with 50 years experience in innovation and



product development. Prior to managing HPE, Michel was a VP in Helbling Technik's Zurich, Switzerland office. Before joining Helbling, Michel held various positions in Product Management, Engineering Management and Business Development working for companies in Switzerland and the USA. He received his MBA from Babson College and a BSc in Mechanical Engineering from the University of Applied Sciences of Switzerland.

### **Lyric Semiconductor**

Lyric Semiconductor has been acquired by Analog Devices, Inc in 2011. Comprising a talented team of circuit design and algorithm experts, Lyric Semiconductor has developed an innovative set of techniques that have the potential to achieve an order of magnitude improvement in power efficiency in mixed-signal processing and enable additional signal processing functionality in a broad set of applications.

Lyric Semiconductor is a fabless semiconductor company founded in 2007 by MIT Ph.D. Ben Vigoda and 25-plus year semiconductor veteran David Reynolds. Lyric's probability processing technology is a rethinking of computers from the ground up. Lyric enables order-of-magnitude performance wins for some of the most interesting applications of today and tomorrow.

http://www.analog.com/en/index.html

#### David Reynolds, Co-Founder of Lyric Semiconductor

Dave Reynolds is Director of Engineering at Lyric Labs, a wholly owned subsidiary of Analog Devices. Dave co-founded Lyric Semiconductor, along with Ben Vigoda, in 2007 and served as its Vice President of Product Development before it was acquired by Analog Devices in 2011. He is a 25-plus year veteran of the semiconductor industry, who has held a variety of positions in engineering, marketing and



management. He is currently also an MIT Venture Mentor, and a Skolkovo Tech Innovation Catalyst. Prior to joining Lyric, Dave worked for Spurwick Technologies, Quadric Systems, Broadcom Corporation and Analog Devices, where he worked in both their US and Irish offices. Dave holds a Bachelor's in Electrical Engineering from Ohio State University, and has 17 patents issued, with several more in progress.