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SEVERINO CENTER
for TECHNOLOGICAL ENTREPRENEURSHIP

The 8th Biotechnology Management & Entrepreneurship Seminar Series

Business Pressures on Life-Saving Drugs:

A New Model for Commercializing Synthetic Heparin

Prof. Robert Linhardt, Ph.D.

*Ann and John H. Broadbent, Jr. '59 Senior Constellation Professor of
Biocatalysis and Metabolic Engineering, Rensselaer Polytechnic Institute*

Take a large, established, **highly regulated market**...throw in a **hot new invention**...
put it under intense **political scrutiny and pricing pressures**...and what do you get??

A fascinating seminar to open our Eighth Year.

Heparin - the life-saving, clot-prevention drug - has a global market, with annual sales in the billions of dollars. Made from porcine intestines mostly from Chinese slaughterhouses, this supply chain was recently arrested after the discovery of deadly contaminants in the finished drug product. **Dr. Linhardt**, an expert in carbohydrate chemistry, and heparin in particular, has demonstrated a **synthetic process for making heparin**, ensuring a safer, alternate supply. How will the economics of the industry impact this new drug on its way to market? What are the specific business and technical issues in taking a new drug to market, and how will they play out for this new invention?

October 29, 2008, 5:30 PM

NYS Center of Excellence in
Bioinformatics & Life Sciences

Room B1-306 701 Ellicott Street, Buffalo, NY 14203



Live Video Conference from the CENTER FOR BIOTECHNOLOGY on the Campus of RENSSELAER POLYTECHNIC INSTITUTE

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<http://tinyurl.com/RPI-Biotech-Seminars>

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