The Journey from Post-Doc to Biotech Startup:
Successes, Failures and Lessons Learned

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Research Scientist
Broad Institute of MIT and Harvard

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Boston Entrepreneur's Network/ENET
Background/Evaluating the Opportunity

- Post-doc Wistar Institute (cancer biology)
- Strong interest in startups (PI’s lab, Wharton)
- Desire to continue with research
- Global recession hampered job search

- The Targanox Opportunity
  - Well-known founders
  - Experienced team
  - Venture-backed
Targanox- The Science

• Founded as an early-stage platform company
  • Redox biochemistry
  • Mass spec based identification of targets
  • Target validation
  • Virtual screening, modeling
  • Outsourced wet chemistry

• Pivoted to covalent modifiers of reactive cysteines
  • Mass spec detection of modified proteins
  • Enzymology
  • Cell & limited animal-based studies
Targanox: 2008-2015

Dec 2008  Jan 2011  Feb 2013  August 2015
Company Founded  Management changes  New CSO Arrives  Sale of equipment
Interview  Management changes  Exploratory Corporate Deal  Dissolution
Successes

• Novel, reproducible science
• External validation of the technology/Industry Collaboration
• Travel to numerous conferences; speaker at a research conference
• Big fish in a really small pond
• Incredible network & relationships built
• Early-stage drug discovery skills
Lessons Learned

- Science and drug discovery are incredibly challenging
- Setting up a functioning infrastructure worthwhile but expensive
- Ask for wish-list upfront
- Teamwork is everything
- Expect the unexpected
- Flexibility is critical
- Reproducibility of science is paramount
- Sometimes you can be too early-stage
Nagesh Mahanthappa, Ph.D.
Founder, CEO
# My life in start-ups...

<table>
<thead>
<tr>
<th>When?</th>
<th>What Happened?</th>
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<tbody>
<tr>
<td>1995-2000 (~15&lt;sup&gt;th&lt;/sup&gt; employee)</td>
<td>Merged (Curis)</td>
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<tr>
<td>1998-2010 (founder)</td>
<td>Acquired (Alere)</td>
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<td>2002-2007 (3&lt;sup&gt;rd&lt;/sup&gt; employee)</td>
<td>Went public</td>
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<tr>
<td>2007-2012 (2&lt;sup&gt;nd&lt;/sup&gt; employee)</td>
<td>Acquired (Celegene)</td>
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<td>2013- (1&lt;sup&gt;st&lt;/sup&gt; employee)</td>
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Nagesh Mahanthappa
What I have learned...

• The role of “finishing school”... more important than an “MBA”?  

• Angels vs Venture Capital?

• Why am I doing this?

2000-2002 (~300th employee)
Leveraging Health IT to Accelerate Life Sciences R&D

Kate Torchilin, PhD, MBA
CEO, Co-Founder
How Did I Get Here

BS, Chemistry
PhD, Biochemistry
Manager
Technology Transfer,
Start ups
MBA

Director
CEO
VP, General Manager
CEO, Co-Founder

Life Sciences
Research Tools
Clinical Dx
Women’s Health
Stem Cells
Biobanking
Women’s Health
Clinical Dx
Health IT
Biobanking
Life Sciences
Research Tools
Health IT
Biobanking
Growing Need for Clinical Data in R&D

The Problem
As healthcare moves towards precision medicine and improved outcomes, biomedical researchers increasingly need access to patients and patient data across all stages of R&D, from Discovery to Phase IV.
Novaseek Addresses the Need for Clinical Data in R&D

The Solution

Novaseek is a health technology company that enables healthcare organizations and consenting patients to share data (and biospecimens) for research
Novaseek Puts Data at Researchers’ Fingertips for Improved Planning and Project Execution
Thank you!

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