

Front & Center

Your Innovation Education Newsletter

Brought to you by the Boston Biomedical Innovation Center (B-BIC)

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The Director's Corner

What makes a perfect pitch? There is no single good answer for this question. As Johannes Fruehoff discusses [here](#), every pitch should be tailored to the purpose and the audience. That means we need to be able to answer three questions before crafting any pitch: 1) Who is in the audience? 2) What is the work being done by the pitch? 3) What does the audience need to hear?

B-BIC's Major League Try-outs is an annual event at LabCentral. On Thursday, May 17 at 4 PM, four innovators will deliver their initial investor pitches to a panel of seasoned umpires. [Register today.](#)

Featured Expert: Mark Goldberg, MD PhD

Mark runs a [clinical development workshop](#) for B-BIC. A board-certified medical oncologist and hematologist with more than 50 publications, Dr. Goldberg served in various leadership roles at Genzyme Corporation from 1996 to July 2011, including Senior Vice President and Therapeutic Group Head for Oncology, Genetic and Neurodegenerative Diseases Clinical Development. He has played a leading role in the development and approval of several drugs for patients with certain cancers and rare genetic diseases. He has served as an Associate Professor of Medicine at Harvard Medical School since 1986 and sits on the scientific advisory boards of several companies in the Boston area.



Upcoming Workshops



Strategies and Challenges in Clinical Development

June 4th, 2018 1:00 PM-4:30PM

Forsyth Institute, 245 First Street Cambridge MA

Join us for an interactive, case-based workshop to help participants better understand the process of creating a clinical development strategy, and manage in the face of unexpected challenges. Participants will actively make decisions about the trajectory of a specific clinical development project, and will have pieces of Mark's real life journey revealed step by step through the case discussion.

Project Management for Success in Scientific Research

June 13th, 2018 10:00 AM - 2:00 PM

County Library, 10 Shattuck Street Boston MA

We will explore concrete examples of how principles of project management can be applied to work in the laboratory. Researchers will have the opportunity to build a high-level project plan for their own projects as well as receive feedback on the plan from both expert instructors and scientific peers.

Technology Transfer: An Introduction to the Development and Commercialization of Technologies from Academic Institutions

This e-book provides interactive content from B-BIC's instructional series covering the technology transfer process. It delivers instructional materials to support both individual learning and use by facilitators interested in running our workshops at their respective institutions.

[Download your FREE copy from the Apple iBookstore today!](#)

