



Page 7 | GET TO MARKET



Page 8 | GIFT OF LIFE

Vol. 10, No. 1 | A publication of the Massachusetts Biotechnology Council | Spring 2017



MassBio news

MASSACHUSETTS BIOTECHNOLOGY COUNCIL

HEALTHCARE REFORM ON THE TABLE AT ANNUAL POLICY LEADERSHIP BREAKFAST



Hundreds gathered at the Omni Parker House for the event, which was opened by MassBio President & CEO Robert K. Coughlin. Pages 4-5 Photos: Sean Browne

NEW UNITED WAY INITIATIVE SUPPORTS MASSBIOED AND BOSTEM

United Way recently launched a new initiative to support science, technology, engineering and mathematics (STEM) education in Massachusetts public schools.

The goal of this initiative is to garner broader financial and volunteer support for MassBioEd's BioTeach program, which brings new lab-based lessons in biotechnology to over 10,000 additional students annually throughout Massachusetts through workshops and mentoring for public high school science teachers, and BoSTEM, which is focused on delivering industry volunteers to middle school classrooms in Boston to lead hands-on STEM-based activities with students.

The new campaign is centered on providing companies the opportunity to support STEM educational programs through employee giving. Upon opting into the program, companies will receive a dedicated contribution page that will be set up and administered by United Way, and all proceeds will support BioTeach and BoSTEM.

The campaign idea developed in a meeting with life sciences industry leaders, MassBio President & CEO Robert K. Coughlin and Michael Durkin, President of United Way of Massachusetts Bay.

See **UNITED WAY** Page 3



MassBioEd students are getting an early introduction to the biotech field.

INNOVATION AND EVOLUTION IN THE FACE OF HEADWINDS



ROBERT K. COUGHLIN

As we continue to embark upon a new legislative session under a new administration, we recognize the strong headwinds we face as an industry. We at MassBio are energized to play a proactive role in conversations about the value of innovative therapies and cures to the healthcare system, to society as a whole and, most importantly, to patients around the world.

We had an animated discussion about the changing landscape of healthcare at our 2017 Policy Leadership Breakfast. In the coming months, we'll continue to address that evolution

— whether it's exploring new models for more efficient R&D, piloting innovative pricing models or working directly with patients to define desired outcomes and endpoints. Also at the breakfast, we announced our commitment to register our members to #DonateLife. This is a cause that's near and dear to me, and I'm thrilled to be able to work with our new friends at the New England Organ Bank. It isn't a hard sell — 95 percent of Americans are in favor of being a donor. But only 52 percent are registered. That's why our team has volunteered to share information and help people register online. If you haven't done so already, I urge you to take the time to register and potentially save lives.

Since we last published, we also hosted the fifth annual CRO/CMO Symposium. Here in Massachusetts, we're lucky to have some of

the premiere CROs and CMOs providing a full spectrum of expertise and experience. We know we must not only maintain these strategic partnerships, but explore the best practices and innovative models being used in order to remain a growing, thriving industry cluster.

I hope to see many of you at our Annual Meeting on March 30-31. I'm looking forward to hearing Gov. Charlie Baker, as well as with cancer survivor and keynote speaker Dan Schorr and many others who will be reminding us how important it is to be #PATIENTDRIVEN® every day.

Thank you for your support and participation. We look forward to a successful 2017.

Robert K. Coughlin is President & CEO of MassBio.



A PUBLICATION OF:
Massachusetts Biotechnology Council
300 Technology Square
Cambridge, MA 02139
617-674-5100 ■ www.massbio.org

Robert K. Coughlin
President & CEO

Joseph Fazio
VP of Finance & Administration

John Hallinan
Chief Business Officer

Kendalle Burlin O'Connell
VP of Member Services

BOARD OF DIRECTORS

Abbie Celniker, *Chair*
David Lucchino, *Vice Chair*
Michael W. O'Hara, *Treasurer*
Charles Wilson, *Clerk*
Glenn Batchelder, *Immediate Past Chair*
Mark R. Bamforth
Tim Clackson
Renee Connolly
Geoffrey Cox
Christopher de Souza
Jeffrey Elton
Chris Garabedian
Scott Gillis
Robert Gottlieb
Jose-Carlos Gutierrez-Ramos
James Hoyes
Laurie Bartlett Keating
Melissa Bradford Klug
Mark Leuchtenberger
Liz Lewis
Antony Loebel
Geoff MacKay
William McDermott
Lisa Olson
Michael Pellini
Adelene Perkins
Alice Pomponio
Steven Richter
Michael J. Ruggiero
Rick Russell
Kumar Srinivasan
Lawrence Wittenberg

PRODUCED BY:
GRANT COMMUNICATIONS
CONSULTING GROUP
www.grantgroup.com

MASSACHUSETTS IPOs, 2016

	\$147 MM		\$70 MM
	\$50 MM		\$50 MM
	\$52 MM		\$56 MM
	\$11 MM		\$91 MM
	\$72 MM		

Note: Figures refer to "offer amounts" (investment secured) at time of IPO
Source: Nasdaq.com, BioSpace

There were nine IPOs from Massachusetts biotech companies in 2016. Of all U.S.-based IPOs, 30 percent were from Massachusetts companies.

NEW SAVINGS THROUGH THE MASSBIO PURCHASING CONSORTIUM: TTE LABORATORIES & AFR FURNITURE RENTAL



More than 70 percent of MassBio members actively use MassBio's Purchasing Consortium. In 2016, MassBio members **spent \$85 million** and **saved \$41 million**. In the fall of 2016, MassBio expanded the Purchasing Consortium offerings to include new savings on pipette calibration services from **TTE Laboratories** and on furniture rental from **AFR® Furniture Rental (AFR)**.

TTE Laboratories: Founded in 1989 by molecular scientists, TTE Laboratories is the world's first, affordable, metrology-driven, ISO 17025 and 8655 compliant pipette service provider. Over the years, TTE Laboratories has grown into one of the leading facilities offering pipette calibration near Cambridge, Massachusetts.

TTE Laboratories offers MassBio members its lowest negotiated rates, next-day service, customized pipette service programs, and access to their cloud-based Asset Management System.



AFR Furniture Rental: AFR, established in 1975, is the nation's second-largest furniture rental company. AFR offers 23 strategic locations across the United States.

AFR offers MassBio members a nine percent discount on commercial, residential, special event and trade show furniture. AFR will also provide specialized customer service, space planning, CAD drawing, and a waived security deposit for MassBio members nationwide.

The MassBio Purchasing Consortium aggregates the purchasing power of MassBio member companies to negotiate contracts with vendors that create significant savings for members. Current contracts include lab supplies and equipment, prescription/safety eyewear and footwear, uniform and facility services, equipment maintenance, hazardous and biomedical waste removal, packaged and bulk gases, office supplies and furniture, furniture rental, technology hardware and services, travel management, domestic and international shipping and scientific journals and subscriptions.

Learn more and start saving at www.MassBio.org.

NEW MASSBIO MEMBERS

- 4G Clinical
- ABL Inc
- Absorption Systems
- Abveris Antibody
- AICEP-Portugal Tade & Investment Agency
- Alcami
- Alphora Research
- American Heart Association
- Amorsa Therapeutics
- Angiox
- Antigen Targeting & Consulting Services
- Applied Pathology Systems
- Beigene
- Bicycle Therapeutics
- Biostatistical Consulting
- BrainSpec
- Business Sweden
- Cambridge BioMarketing
- Cambridge Health Alliance
- Casebia Therapeutics
- CDX Analytics
- Cello Health
- Central Pharma
- Cepheus Biosciences
- Chestnut Pharmaceuticals
- CJ Research Center
- Commissioning Agents
- Commonwealth Diagnostics International
- Conner Strong & Buckelew
- Dover
- Elstar Therapeutics
- Enterome
- Exponent
- Eyegate Pharma
- Finch Therapeutics
- FUJIFILM Pharmaceuticals
- Genprex
- Genturi
- Healthcare Royalty Partners
- HealthCore
- HelixNano
- High Purity New England
- INC Research
- Lean Biologix
- LifeMine Therapeutics
- Linical USA
- Mutual of America
- Nanobiotix
- National Fire Protection Agency
- NESA
- Neuroelectronics
- Obsidian Therapeutics
- Omega Therapeutics
- Palleon Pharma
- Pepper Hamilton
- PharmaLegacy
- Pharmaron
- Pierce Atwood
- Platelet BioGenesis
- Porzio Life Sciences
- PPM Water
- Promidian Consulting
- QLB Biotherapeutics
- ReadCoor
- Regis College
- ReviveMed
- Santhera Pharmaceuticals
- SDC Clinical
- Silicon Therapeutics
- SQZ Biotech
- Sunrise Labs
- Syngene Pharma Consulting
- Tango Therapeutics
- TCR2 Therapeutics
- Tracelink
- Trianni
- Two Labs
- UrSure
- US Marker Board
- UT Health San Antonio
- Vast Bio
- VL39
- We Work For Health MA
- Wise Construction
- XenoTherapeutics
- Xperi
- Zaiput Flow Technologies

NEW UNITED WAY INITIATIVE SUPPORTS MASSBIOED & BOSTEM

UNITED WAY: from Page 1

“Here we had two exceptional educational programs, one focused on middle schools in Boston and the other on high schools throughout the state,” said Coughlin. “What a great opportunity to get the whole life sciences community behind a campaign to support them both.”

“We at United Way are thrilled about our new partnership with MassBio and MassBioEd,” echoed Durkin. “We are excited to offer this direct giving opportunity to employees in the life sciences — these are worthy programs that inspire students in Boston and throughout Massachusetts to learn more about STEM fields.”

Last year, BioTeach provided hands-on training to 185 teachers from 109 high schools. “From the Berkshires to Boston and Cape Anne to Cape Cod, we are enabling teachers to bring these exciting new lab lessons to a new generation of students,” said Peter Abair, Executive Director of MassBioEd. “We are honored to have BioTeach embraced by companies and their employees through this United Way campaign.”

For more about MassBioEd’s partnership with United Way, contact Megan Schulz, Administrative & Community Affairs Coordinator at MassBioEd: megan.schulz@massbio.org



MassBioEd students enjoy their work in the lab.

Q&A WITH Anh Hoang

Chief Science Officer
and Co-founder of Sofregen Medical

Anh Hoang earned her doctorate degree in material science engineering from Vanderbilt University as a National Science Foundation graduate fellow. She completed her post-doctoral training in biomedical engineering at Harvard Medical School/Massachusetts General Hospital as an Executive Committee on Research (ECOR) fellow. She is the Chief Science Officer and Co-founder of Sofregen Medical. Sofregen develops and delivers innovative and transformative silk-based solutions for soft tissue defects, restoring confidence and improving the quality of life for medical and aesthetic patients around the world. As part of its growing portfolio of medical technologies, it is the supplier of SERI® Surgical Scaffold, the only silk-based biological mesh. Pipeline products includes silk-based wound healing and dermal filler products. Learn more at www.sofregenmedical.com.



Q
A

What advice would you give to help an entrepreneur make the most out of the MassCONNECT program?

I would advise entrepreneurs to be more open-minded to advice and to be motivated to reach their goal destination rather than be married to the path. During the program, several mentors recommended that we evaluate alternate paths to market that may present a lower barrier to entry. This advice led to the discovery of the medical aesthetic

field where our platform technology can contribute significantly to its unmet needs.

Q
A

Do you have any other general advice for entrepreneurs?

I’ve learned that the team can be more important than the idea. The right team can strategically navigate (almost) any idea to success. At Sofregen, we are lucky to have a mixture of seasoned biotech business leaders and enthusiastic younger entrepreneurs and scientists. The “new-blood” brings fresh innovation and we are guided by the experience of our industry vets.

MassBio’s MassCONNECT program is the only entrepreneur mentorship program in Massachusetts that dives deep into the life sciences. MassCONNECT matches entrepreneurs and founders with seasoned life sciences professionals to catalyze and commercialize innovation. The MassCONNECT process involves a two-month mentorship where industry experts guide entrepreneurs as they seek to develop business plans, launch companies, and raise capital. Learn more at www.MassBio.org/Discover/MassCONNECT.

Q
A

How did the MassCONNECT program help you?

The MassCONNECT mentoring program set the foundation for Sofregen. At the start of the program, the company existed in the form of a scientific kernel with a surface understanding of the market unmet need.

The program’s diverse mentors provided the necessary commercial lens to explore the go-to market strategy and recommended a pivot from the original story.

Q
A

What was the most impactful aspect of the MassCONNECT program for you?

The mentors’ relevant experience within Sofregen’s scientific and business scope was most impactful in helping shape the business pipeline and commercialization strategy. One of these mentors later became Sofregen’s co-founder and executive chairman.



2017 ANNUAL MEETING

The Promise & Value of Medical Innovation

MassBio

March 30-31, 2017

Royal Sonesta Boston, Cambridge, MA

New Convergence Track

Cancer Moonshot

CRISPR and What’s Next

Emerging Markets in the Global Landscape

Biotech in the Era of Real-World Evidence

Special Remarks from
Governor Charlie Baker
Commonwealth of Massachusetts



REGISTER TODAY AT WWW.MASSBIO.ORG

POLICY LEADERSHIP BREAKFAST CONFRONTS THE EVOLUTION OF THE HEALTHCARE ECOSYSTEM



From left, Clark Paramore of bluebird bio;WBUR healthcare reporter Martha Bebinger; Diane Sullivan of AstraZeneca; Dr. Michael Sherman of Harvard Pilgrim Health Care; Maureen Japha of FasterCures; and MassBio Board Chair Abbie Celniker share their thoughts at the event. Photos: Sean Browne

By MEAGHAN CASEY

MassBio’s 2017 Policy Leadership Breakfast kicked off just days after a new administration was ushered into the White House, leaving the fate of the healthcare landscape in the balance.

“Today’s topic of innovation and the ability to transform healthcare could not be more timely or more important,” said MassBio Board Chair Abbie Celniker. “We’re starting the year with a high level of uncertainty. We’re not sure where healthcare policy will end up, and we’re equally unsure how the financial markets are going to respond to this uncertainty. But there’s one thing that we can be sure of, and it’s that the goal of our industry hasn’t changed. We’re still committed to improving health and to discovering and developing novel therapeutics to change the lives of patients around the world... We cannot let the current policy uncertainty weaken the strength of early-stage companies

by weakening the confidence investors and innovators have in the ability to recognize the value that the novel therapies create.”

“Our business communities — many of them — are innovation-based, but none more than the unparalleled life sciences industry that we’re all a part of,” Celniker continued. “Hopefully we can ensure that our innovation culture is not smothered by a lack of understanding. Our industry is committed to being part of the solution. We all need to work together, think outside the box and develop a common message around how our industry works, the value it creates and the lives it can change.”

MassBio President & CEO Robert K. Coughlin echoed Celniker’s concerns and call to action.

“MassBio and its member organizations are committed to being part of a sustainable healthcare system where patients have access to the innovative treatments and therapies they need,” said Coughlin. “That’s why we advocate for research funding, and why our member companies are investing in



The panelists discuss innovation and its ability to transform healthcare.

new diagnostics and new drugs to solve some of the world’s most vexing medical challenges. But that R&D investment is threatened by a growing wave of efforts to increase barriers for companies trying to find the next generation of treatments and cures. Here in Massachusetts, those threats have come as ill-conceived legislation, marketed under the guise of transparency. In reality, the proposals we’ve seen to date would have no impact on ensuring patients’ access to the medications they need. Instead, those efforts would burden innovative companies to justify and account for investments. MassBio will continue to oppose proposals that undermine the market and impede innovation. In 2017, we will focus on solutions that shed light on how decisions are made throughout the healthcare system.”

A panel, led by moderator Martha Bebinger, a healthcare reporter for WBUR, discussed the need for a shift in perspective

to a longer horizon capturing complete measures of cost, value and patient outcomes. That shift includes insurers pursuing risk-sharing and discount negotiations with drug makers to stem the tide of rising drug costs.

“We’ve been talking about how we move toward paying for value for a while now,” said Dr. Michael Sherman, Chief Medical Officer and Senior Vice President at Harvard Pilgrim Health Care.

Harvard Pilgrim made a groundbreaking deal with Amgen in 2015 for its cholesterol-lowering drug, Repatha. In addition to providing a discount, Amgen would be at risk financially if Harvard Pilgrim members’ cholesterol levels were not lowered to the levels of clinical trials.

“Amgen was the first to step up, and since then we’ve signed agreements with Novartis and [Eli] Lilly and we have many

more dialogues underway,” said Sherman. “It’s very exciting. We’re seeing a large backlog of potential deals that I think will solve some of the problems.”

Diane Sullivan, Vice President of Market Access and Patient Strategies at AstraZeneca, spoke about the risks pharma companies should be taking, using one of AstraZeneca’s products affecting patients with acute coronary syndrome as an example.

“If a patient is readmitted to the hospital after a month and before a year, which is in line with our label, we will pay for that readmission,” said Sullivan. “We’re standing behind the medicine, but we have to make sure the patient gets on — and stays on — therapy. For us, a big goal is communicating with the patient so they really understand how to take their medication, so they’re getting the most value.”

Maureen Japha, Director for Regulatory Policy at FasterCures, urged her fellow panelists to think about a broader definition of value, when considering value-based models.

“All of us, we want to make sure we’re getting a value that works for us,” said Japha. “You have to consider everything in terms of quality of life. How is it impacting my family or caretakers? Am I able to take my treatment at home or do I have to go to the hospital every few weeks?”

Also at the event, MassBio honored House Majority Leader Ronald Mariano with the Legislator of the Year Award.

Throughout his career, Mariano has been a driving force behind financial services matters and healthcare reform efforts, and he was a key architect of the Commonwealth’s landmark healthcare reform of 2006.

“It’s been eye-opening for me to sit down with representatives from this industry and go over pricing strategies,” said Mariano. “We have the opportunity to put some of these issues we’ve heard today in front of a national audience. The challenge going forward is to tell your story and show people that this industry is thriving and driving the Massachusetts economy.”



Attendees such as state Rep. Dan Cahill, center, and former state Rep. Steve Walsh enjoy the discussion.



MassBio President & CEO Robert K. Coughlin presents House Majority Leader Ronald Mariano with the Legislator of the Year Award.

RARE DISEASE DAY



Hundreds of patients, advocates, caregivers and industry allies rallied in Boston in recognition of International Rare Disease Day on Feb. 28. The event takes place every year on the last day of February to underscore the nature of rare diseases and what patients face.

Speakers included Rep. Jennifer Benson; caregiver Katie Brandt, Community Resource Specialist for the Frontotemporal Disorders Unit at MGH; Hemophilia A patient Mark Borreliz; Janis Creedon, mother of a son with an undiagnosed rare disease; Tim Boyd, Associate Director of State Policy at the National Organization for Rare Disorders; Dr. Elaine Kiriakopoulos, Chief Operating Officer of the Epilepsy Foundation New England; Patrick Lacey, President and Founder of Beat NB, and father of a neuroblastoma survivor; and Justin Peavey, advocate for awareness of Frontotemporal Degeneration.

AN OPEN LETTER TO THE BIOPHARMA COMMUNITY

Hundreds of life sciences leaders support guiding principles and best practices to increase gender diversity

On January 11, 2017, more than 100 life sciences industry leaders outlined guiding principles and best practices to improve gender diversity throughout industry. See the full list of 275+ signatories and stay tuned for MassBio's next steps at www.MassBio.org.

Now that it's 2017, we are choosing to write this letter to provide recommendations for best practices to establish gender diversity as a priority for the biopharma industry.

Last year's open letter to the industry sparked a dialogue that led to changes in some company practices, new training programs, regional gender diversity initiatives and much more. But we believe this is just the start of the work to be done.

Below is the culmination of recent recommendations collected from industry executives for guiding principles and a top 10 list of best practices that we believe will continue the momentum of 2016 into 2017 and beyond.

Guiding Principles for Gender Diversity as a Priority for the BioPharma Industry:

- We, as community leaders, commit to driving diversity and inclusion in the biopharma industry.
- Diversity is good for the business performance of our industry. Research proves that diversity leads to:
 - Better decision making
 - Increased productivity and financial performance
 - Enhanced engagement, recruitment and retention of talent
- To ensure that the biopharma industry thrives and is sustainable, we, as community leaders, see it as our responsibility to drive diversity as a top priority.
 - Unconscious biases are ubiquitous and difficult to pinpoint and address. Still, we need to make a conscious commitment to eradicate unconscious biases in recruitment, performance evaluation, promotion and decision making in order to improve gender diversity.
 - While we recognize that there are many forms of diversity needed to ensure the future of our industry, there are clear best practices that can be implemented now to increase gender diversity.

Top Ten Best Practices for Increasing Gender Diversity in the BioPharma Industry:

1. We as executives and board members declare gender diversity as a priority, as a key value and ethos. We commit to living it visibly at all of our companies and organizations.
2. We will create opportunities for open dialogue on enhancing gender diversity and ensuring an inclusive environment, both within our organizations and across the industry.
3. We recognize the importance of formal sponsorship programs to ensure diversity in our executive leadership pipeline and commit to building these programs in our companies.
4. We also recognize that it is important to provide formal mentorship programs to encourage women to engage with executives, both inside and outside of our organization. We commit to building these programs in our companies.
5. We will ask our board members to be active sponsors of women who are "board ready" to pursue board appointments. We will endorse and sponsor our high potential female talent to take part in training programs to become "boardroom ready".
6. We will measure and track promotion of female talent to senior management positions.
7. We will seek out and celebrate positive role models within our organizations.
8. We will review our hiring processes and train our hiring managers on diversity and inclusion as a priority.
9. We agree with the importance of setting concrete hiring goals to achieve gender parity and inclusion at each level of our organizations and to measure and report regularly on our progress towards goals.
10. We will support the work of our trade organizations, like MassBio, on industry-wide efforts to improve gender diversity at the macro level.

We, as community leaders, have the responsibility to ensure our biopharma industry can continue to grow and thrive. We need to take a holistic view on the next generation of leaders to prepare for the future. We believe that diversity and inclusion will deliver better results for our industry and society. We have the opportunity and the responsibility to lead by example, setting the tone and pace for the biopharma industry.

We invite you to join us, to sign this open letter, and to work to implement these practices to ensure the continued success of our industry.

GET TO MARKET

2016 MassBio CRO/CMO Symposium presents new models for research, development and commercialization using strategic partnerships

By MEAGHAN CASEY

As advances in technology within the life sciences industry continue to grow, as does the demand to deliver more affordable, accessible products and therapies to patients, the role of contract research and manufacturing partners remains vital.

“We know that life sciences companies continue to outsource more of their discovery and development in order to focus on their core competencies, a trend that should bring new products to market faster and more efficiently,” MassBio President Robert K. Coughlin said to attendees at MassBio’s fifth annual CRO/CMO Symposium, held on Dec. 8.

The symposium brought together regional biopharmaceutical leaders, CRO and CMO representatives and other MassBio members from around the globe to develop new partnerships. New this year, the event featured pre-conference workshops on how to sell large pharma and how to find your next strategic partner.

Panelists in the opening discussion on the trends in outsourcing stressed the importance of managing both time and talent.

“Time is the name of the game,” said Manny Lazaro, senior director and head of clinical operations at Jounce Therapeutics. “You want to start early enough, get the right people in the room and do a thorough selection process.”

“Part of the success of any relationship is communication, but that means we struggle with how to find people who we can — at least once, but hopefully more regularly — interact with on a more personal level,” said Andy Nichols, Chief Scientific Officer at Catabasis Pharmaceuticals. “We’re very fortunate in Massachusetts that we have a large number of really good boutique groups that we can work with.”

Touching on the direction the field is heading, toward targeted therapies and precision medicine, Lazaro said planning, risk-based monitoring and the use of technology to drive efficiency will become even more critical moving forward.

“There’s a realization that clinical trials are getting more complex,” said Lazaro. “We’re asking for more data, and the trials are becoming more global. Now, with access to electronic health records and pharmacy data, the trend I’ve seen is trying to weave in and incorporate technology and the use of data to drive some of the strategy and decision-making.”

During a roundtable discussion on partnerships home and



From left, Evan Guggenheim of Biogen and Manny Lazaro of Jounce Therapeutics discuss trends in outsourcing.

abroad, participants discussed where they find their right sourcing partners. Celgene Corporation Associate Director Rich Tester, who led the discussion, began the conversation by asking: “How do you balance cost versus location?” The discussion shifted to challenges related to travel and time zones when dealing with vendors abroad, and the added costs associated with managing such a project.

“As the distance becomes greater, we may put in more effort in terms of communication,” Tester said. “How much is a time zone worth to you? How much is it worth to be able to pick up the phone and change something on a dime?”

“I typically want to work with someone where I can get on a plane and be there in six hours or less,” said Stuart Levy, Principal of SGL Chemistry Consulting. “For me, the overriding concern is the fit of the organization with the science. Sometimes you might have such a specific need that you have to go with a certain vendor, while other times you might have time to bring a vendor up to speed.”

“I talk to my colleagues a lot about not only finding the right fit, but having a strategy around supplier relationships,” added Tester. “Fit sometimes is more than just the immediate project in front of you. What’s the long-term relationship? There’s no simple answer to ‘where in the world do I find my right sourcing partner?’ You need a focused portfolio of advisors.”

The topic of sourcing for startups and early-stage firms was the focus of another roundtable discussion, led by



Attendees network and engage in roundtable discussions.

Mary Kachinsky, Vice President of Strategic Sourcing and Operations for FORMA Therapeutics. Participants discussed ways in which vendors could differentiate themselves from their competitors and stressed the importance of mutual trust and transparency when building new relationships. They also talked about how new cloud-based technology platforms and electronic tools are changing the way the industry forges new partnerships. The closing panel focused on next-generation manufacturing.

“The applications of synthetic biology are going to increase, and people are going to be creating more and more complex molecules using things like yeast fermentation,” Steve Collier, Director of R&D and New Technologies at JM Pharma Services. “It’s pretty amazing what you can do. With the rate of change in genomics and the tools to work with organisms, I think we’ll see this increase.”

“The pie is getting bigger as we’re getting a better understanding of genetics,” agreed Ben Littler, Senior Director of Process Chemistry at Vertex. “There are more opportunities out there and the outsourcing partners are giving us an opportunity to keep things going.”

“Companies who offer a technology hook or have a strong quality-performance record are going to be the ones that grow,” Collier continued. “Because new technologies are out there, being able to take those and not just develop something with them but to execute it on a commercial scale is what’s going to be differentiating.”

NEW EVENT



**THE CONVERGENCE OF
MEDICAL DEVICES & DRUGS:**
THE FUTURE OF COMBINATION PRODUCTS

FRIDAY, MAY 12, 2017
THE WESTIN WALTHAM BOSTON

Learn more & register at www.MassBio.org



**23RD ANNUAL
MassBio
GOLF CLASSIC**
to benefit MassBioEd
September 15, 2017

NEW COURSE! THE INTERNATIONAL - BOLTON, MA



SAVE THE DATE



300 TECHNOLOGY SQUARE, CAMBRIDGE, MA 02139

PRESORT-STD U.S.
POSTAGE
PAID
CAMBRIDGE, MA 02142
PERMIT NO. 981

THE GIFT OF LIFE

Organ transplant saves Milford resident with pulmonary hypertension

By MEAGHAN CASEY

Across the U.S., more than 120,000 people are waiting for organ transplants. Every 10 minutes, another person is added to the list.

Milford resident Tom Harmon, 28, was one of those people seven years ago.

Harmon, who has battled pulmonary hypertension most of his life, received a life-saving, double-lung transplant at age 21.

It was 10 years earlier, at age 11, that Harmon was diagnosed with the rare type of high blood pressure that affects the arteries of his lungs and the right side of his heart.

“As a child, I played sports but I was always out of breath,” said Harmon. “We thought it was asthma, but the inhalers weren’t working.”

There are fewer than 200,000 cases of pulmonary hypertension in the U.S. each year. As the pressure builds, the heart’s lower right chamber must work harder to pump blood through the patient’s lungs, eventually causing heart muscle to weaken and fail.

Harmon was put on continuous intravenous treatments. For 10 years, he carried a small pump (used to infuse the treatment) on him at all times. The medication ran 24 hours a day, every day.

“As the years went on, I became more and more out of breath,” he said. “I played baseball until high school and then golf, but it was becoming more difficult to do any activity.”

During his second year of college, he went to Brigham and Women’s Hospital for what he thought was a precautionary step to talk about a future lung transplant.

“They told me I needed one right away,” Harmon said. “That was a shock. It was a difficult time because I didn’t want to do it at first, but they pretty much gave me another year to live if I didn’t have the transplant.”

He decided to get listed, and luck was on his side. He was notified of a match 16 days later, in August of 2010. The timing was crucial; his surgeon told him he was one of the sickest patients to undergo a double-lung transplant. The recovery, therefore, was not an easy road. Harmon was in a coma for three weeks after the transplant, required a feeding tube and dropped down to 85 pounds. His kidneys also went into failure. He was in the intensive care unit for a month, followed by physical therapy.

“The doctors and nurses at Brigham and Women’s were amazing,” said Harmon.

Though his kidneys temporarily recovered, they failed



Tom Harmon was a benefactor of a double-lung transplant in 2010.

again, forcing him to still be on dialysis today. He’s back on the organ donation list, looking for a healthy kidney, which he says is typically a 5-year wait.

“It was a setback, but otherwise I’m healthy,” said Harmon. “I’m absolutely happy I went through with the transplant. I wouldn’t be here now if I hadn’t.”

Harmon went back to Worcester State University to study communications (focusing on journalism and broadcasting) and graduated in 2014. He’s currently trying to write an autobiography, but also has a strong interest in writing screenplays or pursuing a career in television production. He’s also back to playing golf, and his golden retriever keeps him quite active.

“I can exercise and run like normal now,” he said. “I’m looking forward to traveling and being more independent when I’m not held back by dialysis.”

In the meantime, he finds time to do some volunteer work at Brigham and Women’s and with organizations promoting organ donation, such as New England Donor Services.

“Organ donation can save so many lives,” Harmon said, emphasizing that across the country, 8,000 deaths occur every year because organs are not donated in time.

“It’s an amazing thing to do,” he continued. “There’s no risk or downside; it only helps other people. I’m living proof.”

Harmon isn’t alone in advocating for more organ donors. MassBio kicked off 2017 with a resolution to spread awareness of organ donation and work to register its members to give life. MassBio’s partnering with New England Donor Services — an affiliation of two federally designated organ procurement organizations: LifeChoice Donor Services and New England Organ Bank. Together, the organizations coordinate the recovery of donated organs and tissues at nearly 200 hospitals to provide life-saving and life-enhancing transplants to patients in need.

MassBio President & CEO Robert K. Coughlin spoke about the commitment at the Policy Leadership Breakfast.

“Just one organ donor can save and heal 75 lives,” said Coughlin. “We’re going to ask every person we know to register as a donor.”

“New England Donor Services is proud to partner with MassBio to help educate the public about organ and tissue donation and encourage people to learn more and register as donors either at the RMV when renewing their driver’s license or online at www.RegisterMe.org,” said Matt Boger of New England Donor Services.