

KSEF SPEAKER BIO

Lenka Fedorkova, PhD.



CEO and Founder, bioPrime LLC
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bioPrime LLC is a professional advisory services firm dedicated to helping researchers, entrepreneurs, and start-ups with innovative life sciences and healthcare technologies secure nondilutive SBIR/STTR funding and develop commercialization strategies. bioPrime's objective is to help move innovations in the healthcare and biomedical space forward from the idea stage toward market readiness and commercial viability. As such, bioPrime partners with state-level economic development organizations, trade associations and research institutions to evaluate technology portfolios, deliver training and coaching services on best business practices and grant proposal writing for promising entrepreneurs and start-ups. Dr. Fedorkova's professional credentials include:

SBIR/STTR Programs Expert

- Managed \$780MM programs across 24 NIH Institutes and Centers, the CDC and FDA on funding strategies, funding opportunities and policy execution, contract management, advised NIH Director, briefed and testified in Congress.
- Presented at over 100 public conferences, SBIR workshops, trade organization conferences, Federal events.
- Launched 1st partnership with Biotechnology Industry Organization (BIO) Innovation Zone 2014/15 – showcased 55 SBIR awardee, conducted due diligence on 100+ nominees, led selection process.
- Led development of technical assistance programs for small businesses with late-stage R&D and manufacturing needs.
- Advised 100's US small businesses on application strategies. Commercialization

Strategy Advisor

- Managed NIH's flagship Commercialization Accelerator Program – directed program framework and content development; grew industry domain expert's network.
- Evaluated over 800 business applications and selected over 380 SBIR/STTR awardees for CAP.
- Coached 1-on-1 CAP companies on business plans, company management and growth strategies, fund-raising pitches, regulatory strategies, facilitated introductions, go-to-market road mapping.
- Reviewed 15 State applications for SBA's FAST partnership grant program.

Scientific and Technical Expertise

- Ph.D. in Neuroscience, Kent State University – role of cell-cell interactions in modulation of mammalian sleep cycles.
- Technology Transfer Certificate, NIH Foundation for Advanced Education in the Sciences – license agreement negotiations, biomedical business development, medical device product development, strategies for life sciences marketing.
- AAAS Science & Technology Fellow, NIH Office of Technology Transfer – licensing and market research.