

**ANNOUNCING: Bench to Market: A Venture Capital Perspective Webinar Scheduled for February 17, 2012**

The aim of this webinar is to introduce the alumni to a rigorously developed method of commercializing solutions to important clinical needs. Dr. Joshua Makower designed this method in the mid 1990's and formalized it into the Stanford Biodesign Innovation Program. His passion for device design and disciplined approach towards uncovering unmet clinical needs and creating innovative solutions for them have made him one of the most admired medical device entrepreneurs in the world. This webinar will provide an introduction to his method of generating needs, evaluating their relative importance, and designing novel solutions, using one or more of his companies as case examples.

Dr. Makower has dedicated his life to the creation of medical technologies which improve the quality of life for patients and is the CEO and Founder of ExploraMed Development, LLC, a medical device incubator based on the west coast. He is also a Venture Partner with New Enterprise Associates where he supports the investing activity in the medical device arena.

Josh serves as a Consulting Associate Professor of Medicine at Stanford University Medical School and co-founded Stanford's Biodesign Innovation Program. A compendium of the materials created to support the teaching efforts in the Stanford Biodesign program has recently been published under the Cambridge University text title of: Biodesign: The Process of Innovating New Medical Technologies.

Josh has founded several companies through the ExploraMed incubator which have achieved successful M&A transactions including Acclarent, Inc., a company focused on developing novel therapies in ENT, which was acquired by J&J in 2010, TransVascular, Inc., a company focused on the development of a completely catheter-based coronary bypass technology, which was acquired by Medtronic, Inc. in 2003, and EndoMatrix, Inc., a company focused on the development of a novel therapy for incontinence and GI Reflux, which was acquired by C.R. Bard in 1997. Up until 1995, Josh was Founder and Manager of Pfizer's Strategic Innovation Group, a group chartered to create new medical device technologies and businesses for Pfizer's medical device businesses.

Josh also serves on the Board of Directors for NeoTract, Inc, Moximed, Inc., Intrinsic Therapeutics, Inc., ExploraMed Development, LLC, Vibrynt, Inc and Ceterix, Inc. Josh holds over five dozen patents for various medical devices in the fields of Orthopedics, ENT, Cardiology, General Surgery, Drug Delivery and Urology.

Josh holds an M.B.A. Columbia University, an M.D. from the New York University School of Medicine, and an S.B. in Mechanical Engineering from the Massachusetts Institute of Technology.

***The Webinar is scheduled for 1:00 pm Eastern time on February 17, 2012. If you would like to participate in the webinar, please contact Jessica Deering at [jdeering@sarnofffoundation.org](mailto:jdeering@sarnofffoundation.org)***