Biolocity: Guiding Medical Innovation to Market

Biolocity combines educational, business, operational, regulatory, and financial resources to guide the translation and commercialization of university medical technologies through a three-pronged approach.

**Biolocity U**

Biolocity U provides educational programming in life science commercialization for faculty, students, post-doctoral trainees, and the broader university community via three mechanisms:

- **Consultations:** Biolocity Experts in Residence and the Biolocity team provide 1:1 coaching to faculty and project teams.
- **Bench2Market Talks:** A monthly educational series featuring lectures, panels, and workshops covering topics critical for translational success.
- **Internship Program:** Graduate student and post-doctoral interns are trained to assist in the evaluation of healthcare technologies & their market opportunity.

**Biolocity Fund**

Biolocity Fund features a rigorous application process to identify the most compelling medical technologies from partner institutions. Eligible technologies must positively impact human health, with compelling evidence for commercial potential. Faculty are mentored to develop effective pitches to investors and establish commercially relevant fail-fast milestones in order to reduce risk and enhance translational value.

**Biolocity Launch**

Biolocity Launch provides awardees with active project management and formal coordination with the biotechnology commercialization ecosystem. This ecosystem provides resources for funding and mentoring, such as incubators, accelerators, and connection with entrepreneurial talent to lower the barriers of translation into the private sector as a startup or through licensing.

Through this integrated approach, Biolocity elevates the impact of Emory University and Georgia Institute of Technology innovations by strengthening the connection between local, regional, and national resources for the acceleration of technology development.

Visit our website biolicity.org for more information or to schedule a meeting.
Year over year, we saw an increase in applicant projects and caliber of technology. As each funding cycle became more competitive, we saw the growing need for additional translational funding and mentorship resources. In response to this increasing demand and the rapidly developing medical innovation ecosystem in the southeast, Biolocity was formed.

Bringing both the experience and success of the Coulter process, Biolocity creates a multi-institutional network supporting medical technology commercialization in the southeast. The program adds connectivity across Atlanta while deepening its commitment to Emory University and the Georgia Institute of Technology.

Additionally, Biolocity has been selected to participate in the BARDA DRIVe accelerator network. In this role, we provide innovators with a key link to funding and resources to support the development of products that resolve health security threats. Our network will empower entrepreneurs and create a pipeline of technologies for their continued support.

Our pilot, along with a select cohort of Coulter Foundation funded biomedical engineering programs across the nation has achieved a translational success rate well above the national average.

The Coulter Process

**IDEA GENERATION**

Supported Discovery Multimedia Storytelling Team

**RISK ASSESSMENT**

Market Analysis Intellectual Property Registration

**PROJECT SELECTION**

Board oversight Industry VCs Angiogenics Entrepreneurs

**RISK REDUCTION**

Program Management Group Mentoring Open Innovation Critical Milestones

**FOLLOW-ON FUNDING**

License Business Plan Management

**OUR PIONEER**

BARDA DRIVE Accelerator Network

**DE-RISKING**

Multi-disciplinary Team Customer Discovery

**GENERATION**

Unmet Needs Idea

**ASSESSMENT**

Regulatory

**RISK**

Entrepreneurs In Residence Business Plan Management

**FUNDING**

Follow on Funding

**TOTAL PROJECTS**

693 PROJECTS FUNDED

**ROI OVER 11 YEARS**

33x

**LICENSES TO INDUSTRY**

51 LICENSES

**TECHNOLOGIES IN THE MARKET**

52 TECHNOLOGIES

**START-UPS**

262 START-UPS

**ANNUAL REPORT 2019**

**Total $ Awarded**

$6.2 M

Follow on Funding (incl. grants)

$32.7 M

Follow on Investment

$13.6 M

Enzyme GT Joint Total

17 11 12 40

13 4 4 20

1 0 0 2

8 3 3 16

0 2 1 3

This has been a year of growth and change for the Coulter program. As we kick-off our fifth and final year as a Coulter Foundation supported pilot, we are excited to share our impact and successes along with announcing our expansion to a broader network of university innovators.

Since 2014 we have awarded more than $6.2 million to 40 innovative patient-impacting technologies. Through our team’s guidance, project management, and resource investment, these technologies achieved commercial success through 16 licenses to industry, the creation of 20 start-up companies and three products on market.

Program History

Biolocity’s program design stems from the Wallace H. Coulter Foundation’s translational process.

**Featured Biolocity Success Stories**

**Guide Therapeutics**

DELIVERING INNOVATIVE THERAPIES FOR GENETIC DISEASES

As a scientist without formal business training, I had no idea how to speak with Venture Capitalists or create an appropriate pitch deck. The Biolocity team helped me learn these valuable skills.

James Cheatham, PhD
Assistant Professor, Department of Biomedical Engineering, George Institute of Technology & Every School of Medicine

**AngioCloud**

CLOUD-BASED SOFTWARE FOR NEUROINTERVENTIONAL PROCEDURE PLANNING & DEVICE SELECTION

We applied with the idea that funding would be the primary determinant necessary for our success. What we learned is that the guidance, advocacy, mentorship, and regulatory resources received were every bit as critical. Our team is profoundly grateful to the Biolocity team for their guidance in translating a technical idea into a real-world clinical resource that will soon benefit patients.

Frank Tong, MD
Assistant Professor, Neurosurgery, Emory University

**NephroDI**

SMALL MOLECULE DRUG FOR NEPHROGENIC DIABETES INSIPIDUS, A PEDIATRIC ORPHAN INDICATION

The Biolocity team provided invaluable assistance that moved our project from an NIH focus to a commercial venture. They recognized the value of our technology and how to position it to industry. We would not have succeeded without their expertise.

Jeff Tolle, MD
Renal Disease Director, Emory University

Shawna Khouri MANAGING DIRECTOR OF BIOLOCITY

Letter from Shawna Khouri

MANAGING DIRECTOR OF BIOLOCITY

Shawna Khouri
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[Christina Wessels](mailto:christina.wessels@bme.gatech.edu)

[Cierra Crowder, DPT, MBA](mailto:cierra.crowder@emory.edu)

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Technology for their continued support and acknowledge my team for their hard work in getting us to this evolution point. We look forward to this exciting year of work in getting us to this evolution point.

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FOLLOW ON FUNDING

License
Business Plan
Management

RISK REDUCTION
Program Management
Group/Led Meetings;
Opening Round;
Critical Milestones

PROJECT SELECTION
Hub Team
Industry
VCs/Angel
Entrepreneurs

RISK ASSESSMENT
Market Analysis
Intellectual Property
Regulatory

IDEA GENERATION
Sustainable Discovery
Technology Teams

TOTAL

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Total $ Awarded $6.2 M

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In response to this increasing demand and the rapidly developing medical innovation ecosystem in the southeast, Biolocity was formed. Bringing both the experience and success of the Coulter process, Biolocity creates a multi-institutional network supporting medical technology commercialization in the southeast. The program adds connectivity across Atlanta and Emory University and Georgia Institute of Technology.

Additionally, Biolocity has been selected to participate in the BARDA DRiVe accelerator network. In this role, we will work with the BARDA DRiVe team to provide innovators and researchers with a key link to funding and resources to support the development of products that resolve health security threats. Our network will empower entrepreneurs and create a pipeline of promising health security products.

An additional benefit of this expansion will be a greater reach to entrepreneurs and researchers, allowing us to increase our impact and support more projects. This has been a year of growth and change for the Coulter program. As we kick-off our fifth and final year as a Coulter Foundation supported pilot, we are excited to share our impact and successes along with announcing our expansion to a broader network of university innovators.

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