

## AFTERNOON SPEAKER BIOS

### SBIR COST PROPOSALS

#### **Anthony Faugno, Partner, EisnerAmper LLP**

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Anthony Faugno has over 35 years of public accounting experience and is Partner-in-Charge of EisnerAmper's Federal Government Contracting Group, which assists clients in complying with the government accounting regulations related to their federal contracts/grants. Tony provides government contracting clients with a range of expertise, including government compliant accounting system setup, overhead rate structure assistance and government audit representation. He also works with contractors on accounting for various types of government contracts such as cost plus, firm fixed price, and time and materials, and consults on various issues unique to companies operating in the government contracting sector.

### INTELLECTUAL PROPERTY PROTECTION

#### **Dan Kelly, Partner, McCarter & English**

[dkelly@mccarter.com](mailto:dkelly@mccarter.com)

a partner in the Government Contracts & Export Controls practice, has more than 30 years of experience in counseling and advocating on behalf of clients doing business in the government marketplace. He has knowledge of the government contracting process both on a federal and state level, and the specific laws, regulations, contract clauses and dispute resolution mechanisms in this specialized area. Dan counsels clients which are in the government supply chain, either as prime contractors and grantees, subcontractors and subawardees, and vendors. Dan has a particular proficiency in providing advice and guidance to large and small businesses, universities and other nonprofits on their rights to intellectual property (both inventions and trade secrets) developed in part or in whole with federal funding, whether through the Department of Defense, NASA, the National Institutes of Health or other civilian agencies. Dan regularly assists clients with all compliance obligations arising under federal and state funding instruments. His practice extends to a broad spectrum of industries including biomedical and pharma research facilities working under prime and subcontracts, SBIRs, CRADAs, OTAs, and grants for DoD and civilian agencies, commercial software developers which modify their software for military applications; commercial item suppliers offering products off of the VA and GSA Schedules, and raw materials and component suppliers to large military prime contractors.

### COLLABORATING WITH NEW JERSEY'S RESEARCH UNIVERSITIES

#### **Alan Wink, Managing, Director, EisnerAmper LLP**

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Alan Wink has 20 years of financial and consulting experience, assisting clients with capital budgeting, capital structuring and capital sourcing. He is a leader in EisnerAmper's Technology Group, providing a variety of industry-specific services to technology and life sciences firms, including business and strategic planning, marketing and competitive analyses, financing assistance, and operational and financial benchmarking. He has worked with many early stage and emerging growth companies on developing the appropriate capital structure for their position in the business life cycle. He maintains an active contact base with angel investors, venture capital funds and private equity funds. Alan also understands the level of returns private

investors are trying to realize and devises strategies that allow both entrepreneurs and their investors to achieve desired return thresholds.

**Judith A. Sheft**

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Judith A. Sheft is the Associate Vice President Strategic Relationships and External Affairs at New Jersey Innovation Institute at NJIT. She is involved with regional economic and cluster development having responsibilities for the HealthIT Connections entrepreneurial cluster development program, the NJIT I-Corps Site and the Procurement Technical Assistance Center. She is engaged with technology /IP innovation and commercialization efforts working with faculty and students to create startup companies and establishing licensing relationships with corporate partners. She advises external startups at NJIT's high technology / life sciences business accelerator/incubator. She is on the Board of Advisors to the NJIT Murray Women's Center and serves as a mentor and coach to students and faculty. She is a member of the NJ – Israel Commission and serves on the Board of Greater Newark Enterprise Corporation, StartUp Newark, Women's Center for Entrepreneurship Corporation, Einstein's Alley and NJEDA Technology Advisory Board, working to assist early stage tech and life sciences entrepreneurs foster regional economic growth. She was a co-chair of Governor Murphy's transition advisory committee for Technology Government and Innovation (2017).

**Vince Smeraglia Bio**

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Vincent A. Smeraglia, Esq. is the Executive Director, Strategic Alliances of RUBRIC, developing translational research relationships with universities, foundations, and corporate partners. Previously, Mr. Smeraglia was the Executive Director of the Rutgers office of Technology Commercialization overseeing patenting and licensing of Rutgers inventions. Mr. Smeraglia was also the Executive Director of the UMDNJ Office of Technology Transfer & Business Development. He has also conducted biomedical research at Cytogen Corporation, developing antibody conjugates for diagnostic and therapeutic clinical uses. Mr. Smeraglia has a B.S. in Biochemistry from Rutgers and a Masters of Intellectual Property and J.D. from the University of New Hampshire Law School.

**PLANNING FOR COMMERCIALIZATION: SBIR SUCCESS STORIES**

**Vijay Hanagandi, PhD, CEO, Optimal Solutions, Inc.**

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Vijay holds a PhD in Chemical Engineering with specialization in Operations Research. Vijay has over 20 years of experience solving complex business problems. He specializes in the field of operations research and optimization. In his distinguished career, Vijay has worked for the Los Alamos National Laboratory, GE Corporate Research, and GE Plastics. Vijay founded Optimal Solutions in 2009 where custom supply chain solutions and products are developed. He has worked in a variety of sectors including pharmaceutical, chemical, automotive, aviation, food and beverage, and petrochemical sectors. Vijay holds five patents and has authored numerous publications.

**Robert Harper, President and CEO. In Vitro Diagnostic Solutions (IVDS)**

[robert@ivd.solutions](mailto:robert@ivd.solutions)

Rob Harper is the President and CEO of In Vitro Diagnostic Solutions (IVDS). He has over 25 years in the development of Point-of-Care (POC) devices with expertise in product development and solid phase chemistry. His commercial success is demonstrated by bringing 10+ commercial POC products to market with key licensing agreements, most were delivered by NIH funding. Rob holds 4 US Patents (3 pending) and was the Primary Investigator and/or co-author of 12 Successful SBIR grants.

Rob started at DNA Plant Technology in the Analyte Group. Rob then joined ActiMed with a focus on chemistry processes. This role led to a position as VP of R&D for PortaScience where Rob remained for over 17 years. At PortaScience Rob led many successful grant submissions and commercialization of new technologies and products.

Rob started IVDS full time in March 2017. IVDS' expertise lies in formulation chemistry, blood separation, and the semi- and quantitative determination of analytes in biological fluids. To date, IVDS has received 5 different grants from the NIH and NSF, including one Phase II grant from the NIH. IVDS also does contract work for the development of point of care diagnostics as well as blood separation. Rob may be contacted at.

#### **FINANCING STRATEGIES FOR COMMERCIALIZATION: Insights of an Angel and Deal Maker**

**Dave Sorin, Partner, Chair - Venture Capital and Emerging Growth Company Practices, McCarter & English, [dsorin@mccarter.com](mailto:dsorin@mccarter.com)**

Chairs McCarter & English's Venture Capital & Emerging Growth Companies practice, laser focused on startup, early stage, emerging growth, and middle market technology, tech-enabled and life science enterprises, as well as the investors who support them. He has been repeatedly recognized for his unique combination of legal acumen and sound business judgment, as well as his involvement in emerging technologies from market inception to maturity. Chambers, the leading publication that ranks lawyers and law firms, named Dave one of the top US lawyers for startup, emerging growth and venture capital backed companies. INC. Magazine recognized him as one of the top NY lawyers, specifically citing his "client intelligence." NJBIZ named Dave one of the most powerful lawyers in NJ. Under his leadership, McCarter & English is one of the most active law firms in transactions for venture financings – a top-ten law firm according to PitchBook's global league rankings.