## Coulter Program Performance 2014-2018

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### Pilot Success at Georgia Tech and Emory

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4.4x Follow On Funding Over 4 Years

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### The Coulter Process

**IDEA GENERATION**
- Unmet Needs
- Customer Discovery
- Multi-disciplinary Teams

**RISK ASSESSMENT**
- Market Analysis
- Intellectual Property
- Regulatory

**PROJECT SELECTION**
- End Users
- Industry
- VCs / Angels
- Entrepreneurs

**RISK REDUCTION**
- Program Management
- Entrepreneurs in Residence
- Operating Reviews
- Critical Milestones

**FOLLOW ON FUNDING**
- License
- Business Plan
- Management

### Coulter Translational Program

Visit our website [www.coulter.gatech.edu](http://www.coulter.gatech.edu) for more information and contact us with any questions or to schedule a meeting.

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15 start-ups formed from Coulter funded projects:

- CarneRad
- FMP
- Sangaria
- Reapplyx
- Jackson Medical
- MetaClipse
- Covalon
-FraudScope
- CorActa
- EMRIGE
- NephroDI
- Marie Therapeutics
- Cellife
- Cambium
- Nylas

Select Coulter Success Stories

**Gorami**

![Platform device for targeted delivery of cardiac therapeutics](image)

"Working with the Coulter Translational Program helped launch my idea from a research project to a commercial venture. My Coulter mentors helped me view the project through the eyes of investors, and, by doing so, developed it in ways I could not have done on my own."  
Rebecca Levit, MD  
Assistant Professor, Division of Cardiology, Emory University

**CameRad**

![Device for detecting healthcare fraud, waste and abuse](image)

"The interest, energy and focus of key skill sets around our project allowed us to move forward very quickly in a 6 month interval to focus on commercialization pathways. We connect with some resources and provide next steps to prepare them for funding consideration."  
Rick Hansen Institute

**Jackson Medical**

![Device for detecting healthcare fraud, waste and abuse](image)

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Professor of the Practice  
Georgia Tech Biomedical Engineering Department  
Georgia Tech & Emory University

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"The Coulter Program expenses and impact"  
In addition to the demonstrated efficacy of the process, the Coulter program is highly capital efficient. Approximately 74% of the $1.5M FY17-18 expenditures are applied directly to project support and commercialization. The remainder of the budget goes towards interinstitutional educational initiatives, external support during the diligence process, project management, and program management.

**COULTER TRANSLATIONAL PROGRAM ANNUAL REPORT 2018**

Shawna Khouri

Managing Director of the Coulter Translational Program

It is my pleasure to share with you our first-ever Annual Report for the Georgia Tech-Emory Coulter Translational Fund. Four years into the life of the Coulter Process, we’re excited to share the tremendous impact this program has had across both companies as we move into the next stage of connectivity, transparency, and impact for this program.

Early on, it was the prerogative of the Coulter Foundation to raise industry best practices and implement them within academic institutions to innovate and accelerate the commercialization of medical technologies. Through the lens of investment and industry experts, a process was created to allow for systematic identification of the most promising commercial opportunities and structured execution of commercially relevant milestones to increase the attractiveness of these technologies to industry, experienced entrepreneurs, and investors. This is accomplished using teams of industry-expert resources to create regulatory, reimbursement, and development go-to-market strategies.

The Georgia Tech Emory Coulter Fund was founded to bridge the gap for early-stage technologies emanating from our universities. Since 2014, we have invested over $46 million in 25 “seed-ward” technologies. Our selection process is rigorous, with less than 10% of applicants receiving funding, following due diligence with outside experts in the field as well as venture capital advisors. We are proud of the results: the group has gone on to attract $32.5 million in follow on funding, including $3.8 million in funding from venture capital and high net worth individuals, resulting in 15 start-ups and two licenses to industry partners. Perhaps most importantly, in this short time three portfolio technologies have entered the market.

Some highlights from FY17-18 include:

- Launch of the Coulter Commercialization Series, a nine-session educational effort to Jackson Medical
- A record 96 scouting and consultation meetings with 86 faculty members
- Project-specific support in collaboration with Black Research Consultants to support commercialization efforts across each technology
- Initial sales of >600,000, a Coulter-funded medical device to enhance fire safety in procedure rooms, now licensed to Cambium
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- "The Interest, Energy and Focus of Key Skill Sets Around Our Project Allowed Us to Move Forward Very Quickly in a 6 Month Interval to Focus on Commercialization Pathways. We Connect with Some Resources and Provide Next Steps to Prepare Them for Funding Consideration."
- "The Coulter Team Provided Funding, Guidance on Steps Forward and Connections to Experts Who Provided Great Advice and Had Been Down the Road We Are Traveling."

Thank you to everyone for a year of unprecedented growth and successful delivery of university technologies to fundable start-up and industry partners. I would like to acknowledge the hard work of the Coulter Team and the tremendous support we have received from our community within Emory University and Georgia Institute of Technology as well as our external network.

Shawna Khouri
Shawna Khouri

Some highlights from FY17-18 include:

Launch of the Coulter Commercialization Launches, a nine-session educational effort featuring talks by experts who provided great financiers, and, by doing so, developed it in ways I could not have done on my own."

Rebecca Levit, MD
Assistant Professor, Division of Cardiology, Emory University

Select Coulter Success Stories

15 start-ups featuring Coulter technologies:

- CarneRad
- FPT
- Samppla
- Neproxid
- Jackson Medical
- MedaScope
- Covancis
- FraudScope
- CorAmi
- EMRGE
- NephDr
- Maris Therapeutics
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- Nyia

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Rebecca Levit, MD
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The Coulter Program Expenses and Impact

In addition to the demonstrated efficacy of the process, the Coulter program is highly capital efficient. Approximately 74% of the $1.5M FY17-18 expenditures are applied directly to project support and commercialization. Roughly 105 hours are spent per team during each funding cycle, which includes due-diligence meetings, project management, and consulting resources for regulatory and market analysis.

Beyond our annual funding cycle, we meet year-round with teams requesting insight or on commercialization pathways. We connect them with various resources and provide next steps to prepare them for funding consideration.

Consultations Since 2014

- 2,604 consulting hours spent with funded project teams (2014-2018)
- 105 average hours per funded team
- FY17-18 Coulter Fund Resource Allocation

- Project Direct $147,882
- Project Post Award $8,242
- Education, Events, & Program

Shawna Khouri

Letter from Shawna Khouri Managing Director of the Coulter Translational Program

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The Georgia Tech-Emory Coulter Fund was founded years ago to bridge the gap for early stage technologies emanating from our universities. Since 2014, we have invested over $45 million in 35 “pre-seed” technologies. Our selection process is rigorous, with less than 10% of applicants receiving funding, following due diligence with outside experts in the field as well as venture capital advisors. We are proud of the results: the group has gone on to attract $20.3 million in follow on funding, including $3.8 million in funding from venture capital and high net worth individuals, resulting in 15 start-ups and two licenses to industry partners. Perhaps most importantly, in this short time three portfolio technologies have entered the market.

Some portfolio technologies recognized at Emory University as the:

- "Innovation of the Year" (BioPace, Cho & Santangelo), "Significant Event of the Year" (EMRGE, Eaves), and "Start-up of the Year" (Nyia, Jackson Medical)

Several portfolio technologies recognized at Georgia Tech as the:

- "In the Road We Are Traveling" (Jackson Medical, Sanguina & Lam), "Project-specific Support in Collaboration" (Repredix & Rick Hansen Institute), "The Most Promising Commercial Opportunities" (Cambium, CorAmi), "Largest Expenditure" (Nyia, Jackson Medical)

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Select Coulter Success Stories

15 start-ups formed from Coulter funded projects:

- CarneRad
- FAP
- Sanguina
- Nepredix
- Jackson Medical
- MetaDiag
- Covancs
- FraudScope
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Platform device for targeted delivery of cardiac therapeutics

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Rebecca Levit, MD
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The Coulter Program Expenses and Impact

In addition to the demonstrated efficacy of the process, the Coulter program is highly capital efficient. Approximately 74% of the $1.5M FY17-18 expenditures are applied directly to support project and commercialization. The remainder of the budget grants towards institutional educational initiatives, external support during the diligence process, project management, and program management.

Launch of the Coulter Commercialization Series, a record 86 curricular and consultative meetings with 76 faculty members

Project-specific support in collaboration with 3 Black Revenue Advisors to support outreach efforts to address investor interest and create a commercialization strategy for the $1.8M in secondary funding.

Several portfolio, educational, and events initiatives recognized at Emory University as the "Innovator of the Year" (Eaves, Rick, Grace), "Significant Event of the Year" (EMRGE, Eaves), and "Significant Event of the Year" (Sanguina, Lam)

"The interest, energy and focus of key skill sets around our project allowed us to move from the very early stage in a 6 month interval to potential industry partners."

Mushar Ahmed, PhD
CEO, FraudScope, Former Georgia Tech Graduate Student

"The Coulter Team provided funding, guidance on steps forward and connections to experts who provided great advice and had been down the road we are traveling."

James Raines, PhD
Professor of the Practice, Wallace H. Coulter Biomedical Engineering Department, Georgia Tech & Emory University

Consultations Since 2014

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Beyond our annual funding cycle, we meet year-round with teams requesting insight on commercialization pathways. We connect them with our resources and provide next steps to prepare them for funding consideration.

Select Coulter Success Stories

"The interest, energy and focus of key skill sets around our project allowed us to move from the very early stage in a 6 month interval to potential industry partners."

Mushar Ahmed, PhD
CEO, FraudScope, Former Georgia Tech Graduate Student

"The Coulter Team provided funding, guidance on steps forward and connections to experts who provided great advice and had been down the road we are traveling."

James Raines, PhD
Professor of the Practice, Wallace H. Coulter Biomedical Engineering Department, Georgia Tech & Emory University

Consultations Since 2014

<table>
<thead>
<tr>
<th>Education, Events &amp; Program</th>
<th>Project Direct R&amp;D</th>
<th>Other</th>
<th>Total</th>
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<tr>
<td>157</td>
<td>14</td>
<td>252</td>
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</table>

Beyond our annual funding cycle, we meet year-round with teams requesting insight on commercialization pathways. We connect them with our resources and provide next steps to prepare them for funding consideration.
Coulter Program Performance 2014-2018

<table>
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<tr>
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<th>EMORY</th>
<th>GEORGIA TECH</th>
<th>JOINT</th>
<th>TOTAL</th>
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<tbody>
<tr>
<td>PROJECTS</td>
<td>14</td>
<td>11</td>
<td>10</td>
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<tr>
<td>START-UPS</td>
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<td>LICENSES</td>
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<td>ON MARKET</td>
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<td>2</td>
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<td>3</td>
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</tbody>
</table>

4.4x Follow On Funding Over 4 Years

2014
- $4.6 M Total $ Awarded
- Follow On Funding
2018
- $20.3 M Follow On Funding
- $3.8 M Follow On Investment

The Coulter Process

IDEA GENERATION
- Unmet Needs
- Customer Discovery
- Multi-disciplinary Team

RISK ASSESSMENT
- Market Analysis
- Intellectual Property

PROJECT SELECTION
- End Users
- Industry
- VCs / Angels
- Entrepreneurs

RISK REDUCTION
- Program Management
- Entrepreneurs in Residence
- Critical Milestones

FOLLOW ON FUNDING
- License
- Business Plan
- Management

COULTER TRANSLATIONAL PROGRAM

Visit our website www.coulter.gatech.edu for more information and contact us with any questions or to schedule a meeting.

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A partnership with the Biomedical Engineering Department at Emory University and Georgia Institute of Technology