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# Vanderbilt's Career Symposium

**Speaker: Joe Tasto**

*July 2010*



VANDERBILT  
UNIVERSITY



**Biomedical Research Education & Training**

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## **Career Timeline**

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**Current Employer**

**Current Role**





**FAQ + Discussion**

**Q&A**



# Career Timeline

*Strategic rationale driven by experience at Biopolis (Singapore)*

Dates	Organization	Role	Location
2008 - Now	 <ul style="list-style-type: none"><li>• Roche Molecular Diagnostics</li></ul>	<ul style="list-style-type: none"><li>• Sr Licensing Mgr - <i>BD Group</i></li></ul>	<ul style="list-style-type: none"><li>• Pleasanton, CA</li></ul>
2005 - 2008	 <ul style="list-style-type: none"><li>• PricewaterhouseCoopers (PwC)</li></ul>	<ul style="list-style-type: none"><li>• Sr Consultant - <i>Life Science Practice</i></li></ul>	<ul style="list-style-type: none"><li>• San Francisco, CA</li></ul>
2003 - 2005	 <ul style="list-style-type: none"><li>• Vanderbilt - Owen</li></ul>	<ul style="list-style-type: none"><li>• MBA Student</li></ul>	<ul style="list-style-type: none"><li>• Nashville, TN</li></ul>
1998 - 2003	 <ul style="list-style-type: none"><li>• Vanderbilt - IGP</li></ul>	<ul style="list-style-type: none"><li>• Ph.D. Student - <i>Gould Lab</i></li></ul>	<ul style="list-style-type: none"><li>• Nashville, TN</li></ul>

## Timeline

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### **Current Employer**

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### Current Role

### FAQ Discussion

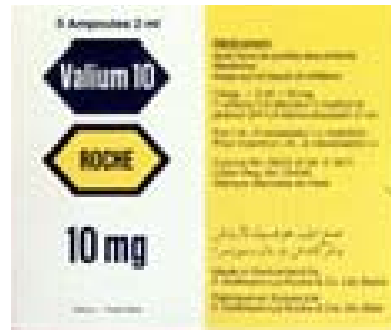
### Q&A

# Roche Group Financials

## *Key figures fiscal year 2009*



Headquartered in Basel, Switzerland



### Diagnostics

### Pharmaceuticals

Sales (CHF bn)	10.1	39.0
Research & Development (CHF bn)	1.0	8.9
Employees	25,967	54,973

Source: Roche Annual Report 2009

# Roche Group Overview

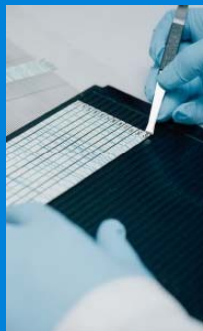
## *Diagnostics & Pharmaceuticals*

### Diagnostics

Roche Applied Science



Roche Molecular Diagnostics



Roche Professional Diagnostics



Roche Tissue Diagnostics



Roche Diabetes Care



### Pharmaceuticals\*

Roche Pharma



Genentech



Chugai

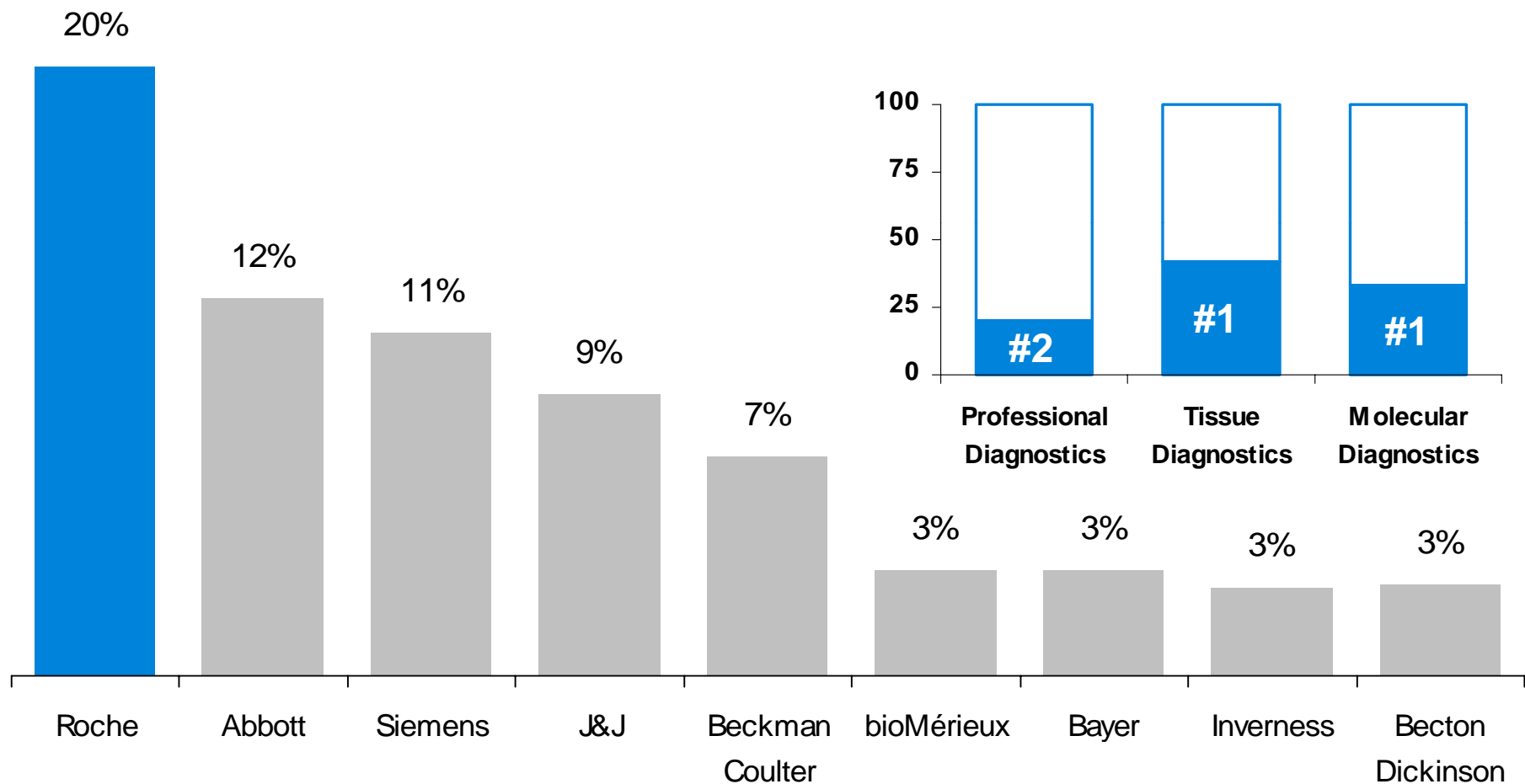


\*Genentech fully acquired March 2009; majority ownership of Chugai



# Roche Diagnostic's Market Leadership

## *Worldwide leader in In Vitro Diagnostics (IVD)*

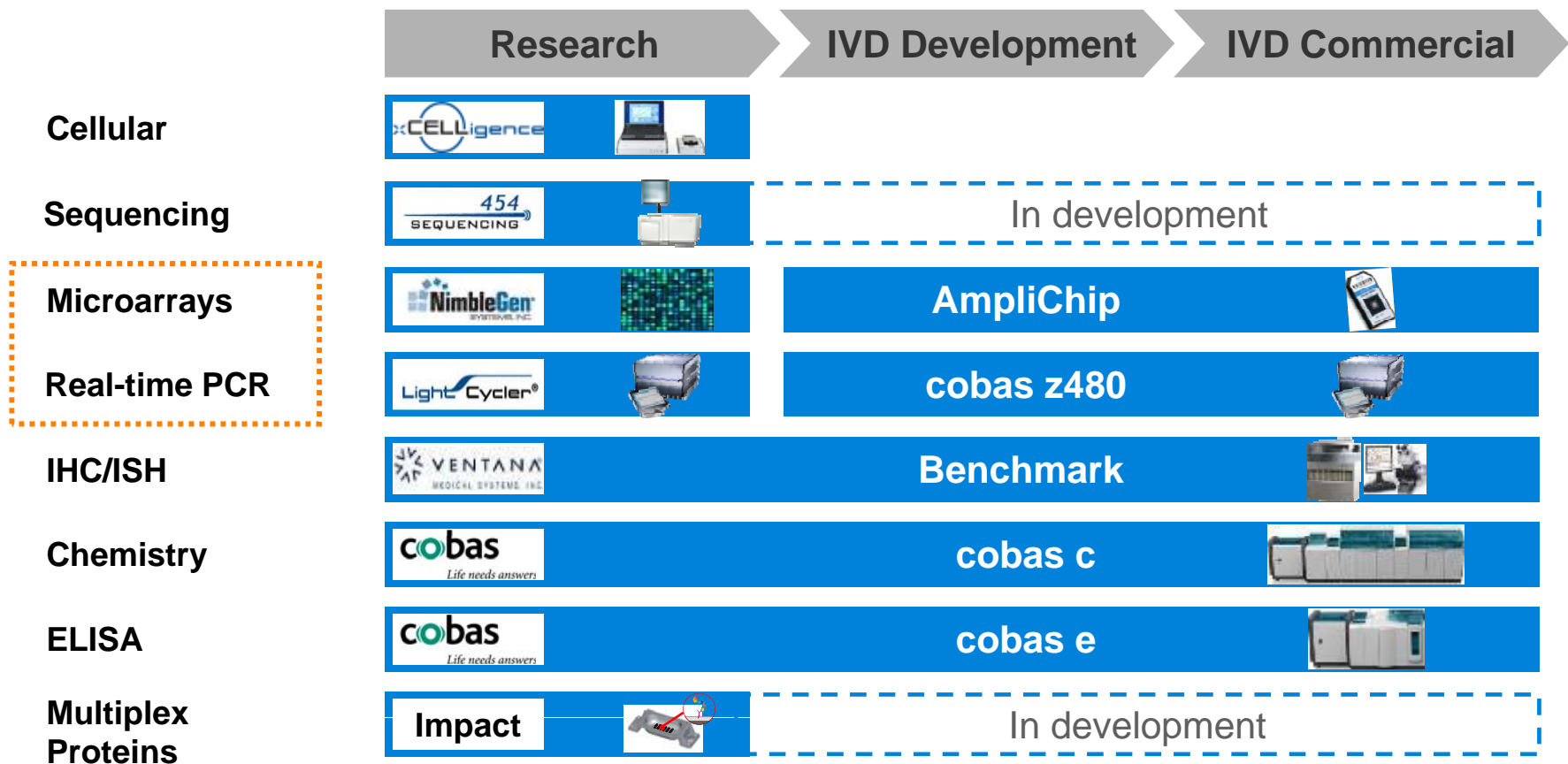






# Roche Diagnostic's Science & Technology


## *Broad range of offerings & expertise*



# Roche Molecular Diagnostics (RMD)

*The global market leader for molecular in-vitro diagnostics*

Roche  
Molecular  
Diagnostics



CEO	Paul Brown
2009 Sales	1.2 bn CHF
Employees	> 1100 Globally
Primary Business	Molecular Diagnostic Tests & Platforms
Technologies	Polymerase Chain Reaction (PCR) Microarray Technology (AmpliChip)
Locations	Pleasanton, CA – Administration, R&D Branchburg, NJ – Operations Rotkreuz, CH – Systems, Operations, R&D

# Roche Molecular Diagnostics

*Global reach, global instrument placements, global technology standard*

## Global Reach



- Local presence in more than 50 countries
- Active in over 150 countries

## Laboratory Access



- Molecular Diagnostics market leader
- Largest installed instrument base

## Technology



- Created molecular diagnostic market
- Scientific & technical leadership & support

**Timeline**

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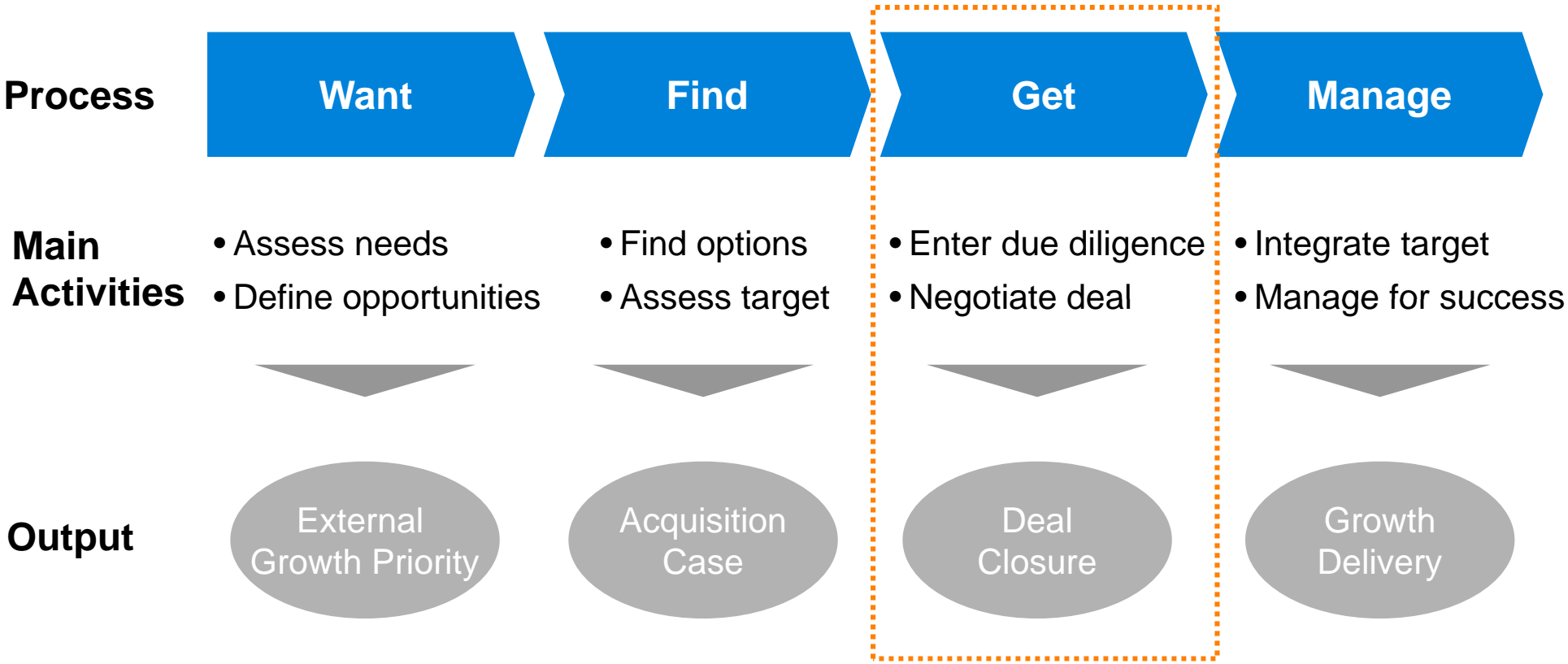
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**FAQ Discussion**

**Q&A**

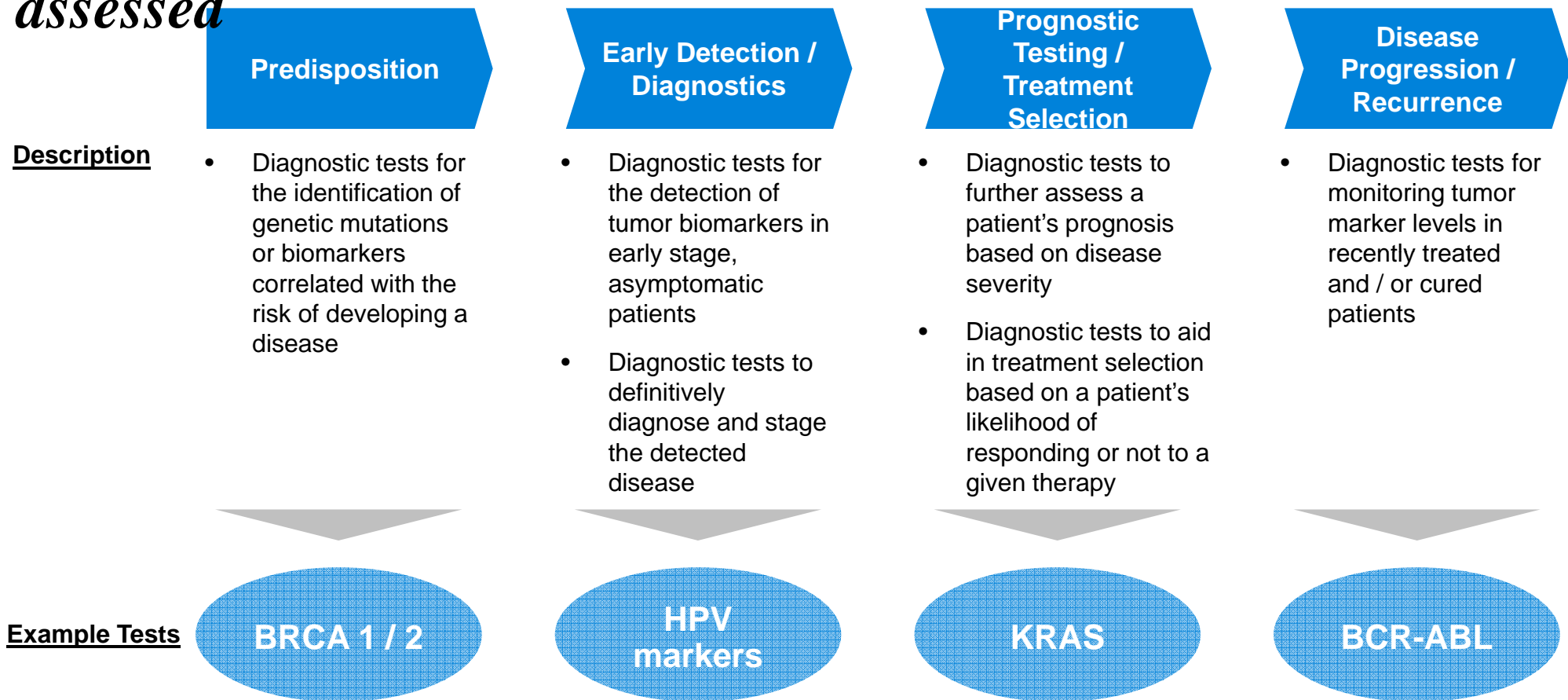
# Business Development (BD) Process Overview

*Licensing group involved in “Get” for IP*



# RMD In-Licensing: Biomarker Development

*Opportunities across four intervention points are assessed*

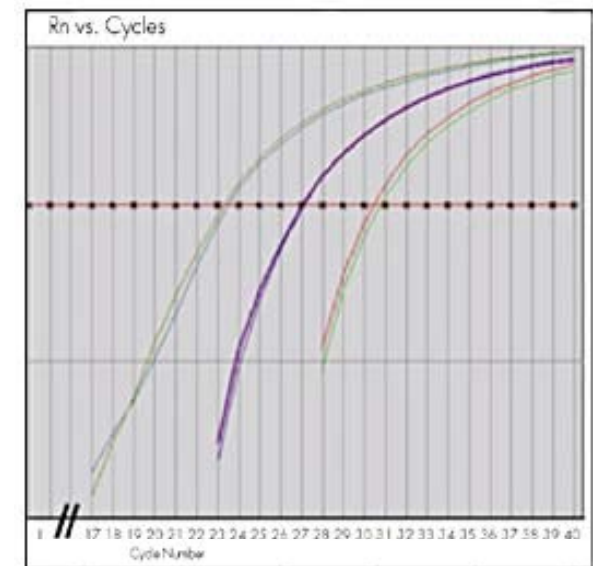
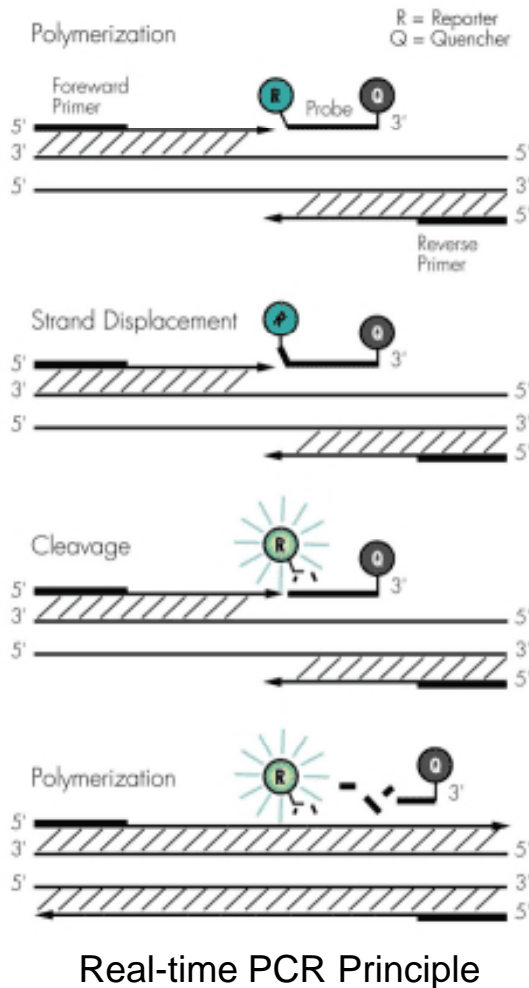
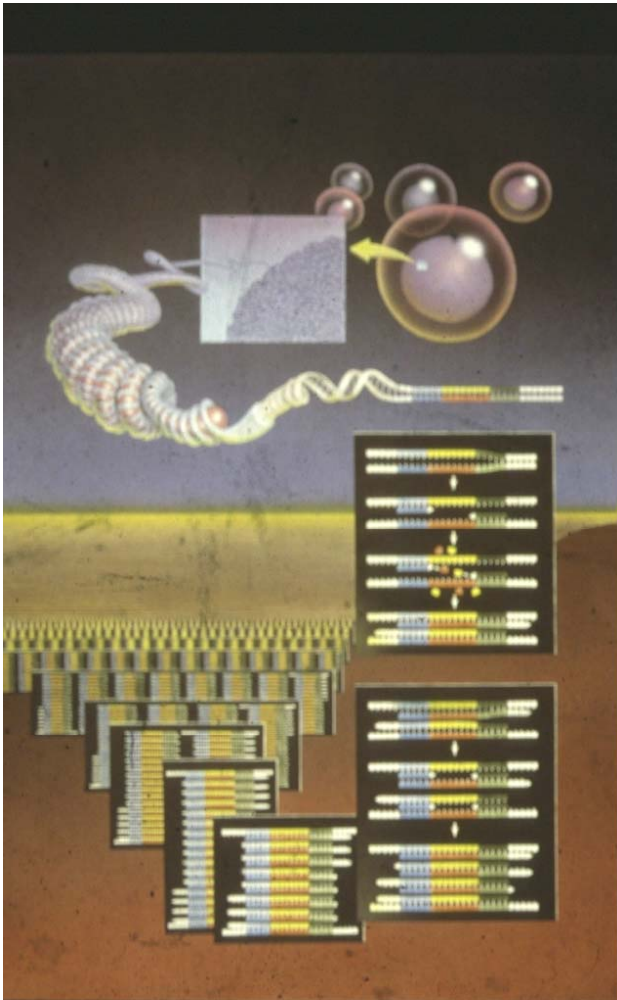


**RMD focuses on Oncology, Infectious diseases, Inflammatory diseases on PCR and Array based platforms**

# RMD Out-Licensing: PCR Patent Portfolio



*IP covers many aspects of the technology (probes, enzymes, & process)*



Real-time PCR Output - Quantitative

## Licensing Role FAQs:

- **Technology background invaluable**
- **Enjoy: Interdisciplinary interactions**
- **Challenge – Patent Minutiae**
- **Skills – Interpersonal, negotiation**

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**FAQ Discussion**

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Q&A



# FAQ Discussion



Topic	Comments
Transitions	<ul style="list-style-type: none"><li>• Bench to Business School</li><li>• Academia to Consulting / Consulting to Industry (below)</li></ul> <hr/>
Companies	<ul style="list-style-type: none"><li>• Combination of technical background + business training + <u>experience</u> = high demand</li><li>• Consulting firms, law practices, biotech, pharma, start-ups, academia, &amp; government</li></ul> <hr/>
Ladder / Salary	<ul style="list-style-type: none"><li>• Licensing to Business Development to Commercial &amp;/or BA Level to Divisional Role</li><li>• Compensation is largely determined by experience &amp; salary history</li></ul> <hr/>
Field Entry	<ul style="list-style-type: none"><li>• Multi-disciplinary candidates have a big advantage (+ MBA, JD, or past experience)</li><li>• Tech Transfer (AUTM), International, Internships (e.g., Regulatory), Network, Luck</li></ul> <hr/>
Do over	<ul style="list-style-type: none"><li>• Consulting experience opens doors, but requires a tough trade-off (work/life balance)</li><li>• Business schools have preferred relationships with companies (i.e., bypass consulting)</li></ul> <hr/>

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*We Innovate Healthcare*