



Curriculum Vitae

Michael L. Salgaller, Ph.D.
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President & COO
Biologics Consulting Group, Inc.
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EXPERIENCE

Biologics Consulting Group, Inc., *President/COO*
Alexandria, VA (May 2009 - present)

Calibrant Biosystems, *Chief Operating Officer*, Gaithersburg, MD (2008-2009)

- Solely responsible for, and led, all corporate and business operations of Company, including strategic partnerships, research collaborations, and technology licensing – due to exit of CEO and President two months into tenure
- Initiated, negotiated, and executed Company's first alliance with major pharmaceutical firm
- During tenure, Company awarded >\$3M in non-dilutive funding
- Solely responsible for, and led, efforts to establish strategic alliances and to acquire new technologies to expand company's clinical diagnostics and drug discovery product portfolios
- Initiated, negotiated, and executed research agreements with major medical research centers
- Directed efforts for equity investments, including business plan, executive summary, power point presentations, and promotional materials
- Directed efforts for foundation alliances
- Performed market, strategic, patent and financial analysis of new business opportunities in proteomics, as well as cancer therapeutics and biomarker space, including M&A and in-licensing of novel drugs and discovery technologies
- Directed Company's patent estate: formulate and implement intellectual property strategy with counsel to expand patent coverage around proprietary methods. Recommend, initiate and manage R&D projects designed to strengthen patent positions.
- Wrote corporate press releases; develop and implement public relations strategy
- Developed cost analyses and annual department budgets
- Directed 8 FTEs, including technical and administrative staff



Toucan Capital Corporation, Senior Associate, Bethesda, MD (2003-2008)

- Significant strategic involvement in the evaluation and managerial oversight of early-stage investment opportunities for Toucan Fund II (\$120M) - focusing on the life sciences, including therapeutics, diagnostics and medical devices
- Coordinated and executed turn-around of public biotechnology company in cancer and infectious disease therapeutics arena, including Company's \$30M IPO on the AIM Market and successful PIPE financing (\$6M)
- Serve as ad-hoc interim management of portfolio companies in areas of cancer, infectious disease, drug discovery, biodefense, bioterrorism
- Co-lead current Fund's evaluation of in-licensing and IP opportunities
- Sourced investment in paradigm-shifting biopharma company with technology in the drug development arena
- >10 years' experience with FDA, EMEA, and clinical design/development processes
- Key role in successful Phase I-III IND submissions for various portfolio companies
- Major liaison between the company and the medical research community
- Principally responsible, as key writer and developer, for the successful awarding of Academic Public Private Partnership Program (AP4) and Small Business Investigational Research (SBIR) grants totaling >\$10M
- Hired as Senior Associate; First non-Partner investment team member hired above Associate position in history of firm
- Firm representative at numerous VC and entrepreneurial events, including international business partnering conference in Denmark, Mid-Atlantic BIO (Selection Committee), and Incubator of the Year Awards (Selection Committee)
- Advancing the goals and value milestones of Fund and it's portfolio companies, respectively, as an Advisory Board Member of various NIH study sections and site visit teams, the Sabin Vaccine Institute, and Cambridge Healthtech Institute

The Larta Group (Program Contractor), Principal Advisor, NIH Commercialization Assistance Program (CAP), Los Angeles, CA (2003-2005)

- Asked by NIH to serve in this position while concurrently performing and maintaining all duties with Toucan Capital
- Provided business, financial, and technology mentorship to improve the commercial outcomes of awardees of the NIH Phase II SBIR grant program
- Coordinated the work of other advisors and subject matter experts to deliver additional mentoring services in the financial, marketing, and IP arenas
- Provided companies with contacts in the corporate/investment community resulting in successful licensing/alliance opportunities with firms such as Merck

Salgaller Consulting, Biotechnology/Biopharmaceutical Consultant, Kirkland, WA (2002-2003)

- Co-directed the establishment of The Albert F. Sabin Vaccine Foundation's Cancer Vaccine Consortium
- Provided clinical development expertise to various academic research centers
- Provided venture capital entities with scientific and managerial due diligence
- Co-directed the submission of a successful Business Investigational Research (SBIR) grant (\$209K) for AvanViva, a start-up biopharma in Seattle, WA



Northwest Biotherapeutics, Bothell, WA

Vice President, Clinical Research Affairs (2001-2002)

- Promoted to, Managed external industrial/academic research collaborations
- Principle liaison, along with Chief Medical Officer, between the company and the clinical sites conducting cancer vaccine trials
- Oversaw project team involved with cancer vaccine (DCVax™) clinical trials for brain and lung cancer
- Significant involvement in all aspects of >5 Phase I-III Investigational New Drug (IND) applications to the Food and Drug Administration (FDA), including the managing of interdisciplinary process of pre-IND preparation
- Received and reviewed preclinical data from Research and Development for purposes of IND submissions
- Initiated and co-managed discussions with foreign and domestic companies for purposes of strategic partnerships, including: platform technology licensing, clinical and research alliances, and collaborative opportunities
- Represented the company at national/international scientific/business forums
- Directly responsible for scientific content of investor, informational, and promotional materials, including design and content used in exhibit booth
- Principally responsible for writing responsibilities related to platform technologies, including commissioned manuscripts and reviews
- Developed cost analyses and annual department budgets

Vice President, Research and Development (1999-2001)

Director, Antigen Research and Development Division (1996-1999)

- Primarily responsible for conception and development of NWBT's current dendritic cell-based cancer vaccine (DCVax™) which was cleared by the FDA for two pivotal Phase II-III trials
- Promoted to, Directed internal and external research activities focused on disease state-specific antigen target selection and validation
- Significant involvement in all aspects of Phase I-II IND applications to the FDA, including the oversight of pre-IND preparation
- Principle liaison between the company and clinical trial sites
- Developed annual budget for department consistent with company objectives, and stayed within approved budget
- Principally responsible for Company's publications, including commissioned manuscripts/reviews and articles of original research
- Represented the company at national/international scientific/ business forums
- Served as member of site-visit and grant review team for NIH and the California Cancer Research Program
- Managed a division of 12 individuals, including 4 at the Ph.D. level



National Institutes of Health (NIH), Senior Staff Scientist, NCI, Laboratory of Dr. Steven Rosenberg Bethesda, MD (1992-1996)

- Co-investigator on numerous Phase I clinical trials, primarily responsible screening of patients for clinical trials
- Directed cellular and humoral immunotherapy studies
- Managed immune monitoring of patients on clinical trials

OTHER RELATED EXPERIENCE

1989-1992 Biotechnology Training Fellow, National Institutes of Health, Bethesda, Maryland

1989-1995 Adjunct Professor of Biology, Montgomery College, Rockville, Maryland

EDUCATION

Ph.D. Pathology, The Ohio State University, Columbus, OH

M.S. Immunology, University of Dayton, Dayton, OH

B.A. Biology, Washington and Jefferson College, Washington, PA

HONORS AND AWARDS

1989-1992 National Institutes of Health, Biotechnology Training Fellow

1989 Bennett Graduate Research Society, Excellence Award, Ohio State University

1988 Graduate Student Alumni Research Award, Ohio State University

1988 Distinguished University Service Award, Ohio State University

1988 Bennett Graduate Research Society, Ohio State University

1988 Distinguished University Service Award, Ohio State University

1988 Council on Research and Graduate Studies, Ohio State University

1985-1989 Graduate Research Associateship, Ohio State University

1984 Graduate Student Research Award, 4th International Meeting of the World Congress on Biomaterials, Washington, D.C.

PROFESSIONAL AND HONORARY SOCIETIES

American Association for Cancer Research

American Society for Clinical Oncology

International Society for Biologic Therapy

Pi Delta Epsilon, College Journalists Honorary

Sigma Xi, Research Honorary (Full member)

ADDITIONAL TRAINING

- Regulatory Affairs Professional Society: Clinical Trial Design and Implementation
- SkillPath: Successful Team and Project Management
- Dale Carnegie: Introductory Course

EDITORIAL REVIEW BOARDS

Current Drugs, Ltd. (London)

Current Opinion in Molecular Therapeutics

Expert Opinion on Biological Therapy

Expert Opinion on Investigational Drugs

Michael L. Salgaller, Ph.D.



Journal of Immunotherapy
Technology in Cancer Research and Treatment

Publications: 60

Invited Business and Science Lectures: >50

Abstracts: 66

NIH Study Sections: 2

Book Chapters: 6

PATENTS

#20030175247 – “Method to increase Class I Presentation of Exogenous Antigens” (pending)