

Alexandra (Sasha) Latypova

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SUMMARY of EXPERTISE:

- Entrepreneur, co-founder of several successful venture backed technology companies: VirtualScopics (now BioTelemetry); iCardiac Technologies; Clerio Vision, Inc;
- Commercialization of academic inventions and intellectual property focused on healthcare/biomedical technologies;
- Pharmaceutical and medical device industry regulations;
- Research and Development alliances in pharmaceutical and medical device industries;
- Due diligence processes for investment and financing of early-stage technologies and academic inventions.

EXPERIENCE:

2014-Present **Clerio Vision, Inc.**

Rochester, NY

Co-Founder, Director

- As part of founding team, developed commercialization strategy for a novel ophthalmic technology invented at the University of Rochester and secured venture capital investment;
- Established strategic R&D partnership with a global ophthalmic company (undisclosed);
- Since 2016 retired from management role, maintain Board of Directors role.

2006-2014 **iCardiac Technologies, Inc.**

Rochester, NY

Co-Founder, Executive Vice President, Director

- Developed commercialization strategy for a novel technology invented at the University of Rochester Medical Center;
- Established a strategic alliance in cardiac safety clinical technology validation with Pfizer, Inc.
- Collaborated with Cardiac Safety Research Consortium and Cardioresenal Division at the FDA with focus on validation of more precise methods for cardiac safety assessment of new drugs in clinical trials;
- Established multiple strategic partnerships with large contract research organizations (CROs);
- Worked with over 70 pharmaceutical clients globally.

2002-2006 **VirtualScopics, Inc.**

Rochester, NY

Executive Director, Global Business Development

- Successfully commercialized academic inventions in diagnostic image analysis services (MRI, CT modalities) for pharmaceutical and medical device clinical trials;
- Structured strategic alliance with Pfizer, Inc.;
- Established strategic research alliance with General Electric with focus on diagnostic applications.

1999-2002 **Analysis Group, Inc.**

Menlo Park, CA and Boston, MA

Manager, Healthcare Practice and Litigation Support

- Led consulting engagements for pharmaceutical/biotech clients working on Cardiovascular, Hepatitis C and HIV drugs;
- Case experience included investigation of off-label prescribing practices, pharmaceutical IP valuation, international taxation, drug delivery technologies, atrial fibrillation device market, as well as several pharmacoeconomic studies in various disease areas.

1994-1997 **Independent Consultant**

Kiev, Ukraine

- Worked with US and European clients on healthcare and IT projects in Ukraine and other Eastern European markets.
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EDUCATION:

1997-1999 Amos Tuck School of Business Administration, Dartmouth College
MBA General Management, Business Administration

Hanover, NH

1989-1994 Kiev Pedagogic University for Foreign Languages, BA Foreign Languages

Kiev, Ukraine

PUBLICATIONS:

- Latypova A., Totterman JM. De-risking Drug Candidates in Early Clinical Development. European Pharmaceutical Contractor. Summer 2009.
- Latypova A., Intelligent ECG. European Pharmaceutical Contractor; Editorial, Spring 2008.
- Mei Sheng Duh, Alexandra Latypova, Paul Greenberg. "Impact and treatment of anemia in the elderly: clinical, epidemiological and economic perspectives". Expert Review of Pharmacoeconomics & Outcomes Research, October 2006, Vol. 6, No. 5, Pages 577-59.

