



# 12<sup>th</sup> Annual NanoBusiness Conference

## *Nanobiotechnology Commercialization*

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## ***Nano Commercialization Challenges***

- Cost of equipment
- Cost and quality of nanomaterials
- Lack of manufacturing capabilities or experience
- Lack of early stage private investment
- Regulatory guideline uncertainties
- Intellectual property issues
- Need for analytical tools to evaluate both product quality and environmental, health & safety issues
- Lack of trained workforce
- General lack of understanding of nano's potential

## ***Nano Communication Challenges***

- Challenge between technology developers and industry
- Challenge between industry and dollars
- Challenge between technology developers and public

# Statement of the Problem: Real World



“I don’t care if it’s nano, micro, yocto, groucho or zeppo—if it gets me to the FDA 10 minutes faster, I’m interested”

Source: WWVP, Business Development, Multinational Pharm Company

# Discussion focus



- What are the barriers to commercialization of your technology?
- What resources are available? What resources are missing?
- How effective are university/industry collaborations?
- What challenges do you see in helping companies to succeed?

**“Science has cured every disease known to mice.”**

**(Dave Weiner, U. Penn)**

## Speakers:

- ***Peter Lelkes***, Temple University & Equalix LLC
- ***Bernardo Cordovez***, Optofluidics, Inc; President and co-Founder
- ***Tony Huang***, CTO, Ascent Bio-Nano; Penn State