

# ANTHONY MAURIELLO

## Experience

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### **Anthony Mauriello**

*Licensing, Development and Industry Relationship Building*

2008 – Present

- ConvergentNow.com, Founder  
Core focus on life science and physical science innovators, solutions and commercial opportunities. In addition, give time to mentoring engineering, science, design and medical student innovators at Stevens, NYU-Poly, NJIT, Columbia and other schools. Assignments and projects include the following:
- Rutgers University, Office of Technology Commercialization  
Served on project as Director, Venture Funded Innovations responsible for both life sciences and physical sciences. Develop innovator-sponsor relations with Intellectual Ventures to fund and license in targeted application areas. (Rutgers ended program during 2012.)
- FactorInnovation.com. Volunteer time and provide funds to help engineering and science undergraduate and graduate students in the use of general and research questions to demonstrate their skills and build working relationships with industry and government organizations.
- SkinCareRoundUp.com. Collaboration with UCLA and Albert Einstein College of Medicine researchers to determine patentability, manufacturing challenges and marketing strategies for novel antibacterial and anti-fungal products using algae, chitosan and other materials.
- Exploratory collaboration with UMDNJ physicians and Stevens Institute of Technology researcher to define and design novel drug delivery systems to manage glaucoma, macular degeneration and other conditions.

### **Columbia University, Science and Technology Ventures (STV)**

*Senior Technology Licensing Officer*

2000 – 2008

- All officers are responsible for managing their IP portfolios, deals and compliance using KSS TechTracS (alternative to Inteum), which interfaces with iEdison.
- Organized industry symposia: Architecture and Engineering. Jeffrey Sachs opening speaker and From Signal to Information Displayed in a Wireless World. EE Professor Emeritus, Mischa Schwartz opening speaker.
- Built and maintained multi-million dollar licensing program for GFP with pharmaceutical and biotech companies and developed international licensing with GE through unique sublicensing program. Also responsible for terms of GFP licensing management fees with Woods Hole Oceanographic Institution (WHOI).
- Managed negotiations of research and licensing agreements covering international development and use of supercomputer involving Brookhaven National Lab.
- Negotiated formation of robotics company with investment management group.

### **Edge Mark, Tech Licensing and Business Development Consulting**

*Founder*

1994 - 2000

- Marketed wide range of technologies and managed agreement compliance for Weill Medical College and Columbia University Engineering and Physical Sciences

- Assessed numerous telemedicine systems consisting of hardware, software, devices and medications.
- Assessed market for ultrasonic vascular surgical technologies (a global healthcare corporation).
- Performed numerous technology assessments for Becton Dickinson and Company.

### **Gait Scan, Stanford University technology start-up**

1989 - 1994

*Founder*

- Formed women's health company, raised capital, recruited management, engineering and medical team.
- Licensed a portable test of bone strength from Stanford University. Licensing terms included equity and royalties to the university.
- Applied for and received \$500,000 NASA grant involving multi-state network of employees, researchers and students at Stanford, Columbia, University of Connecticut, Hahnemann, Ochsner Clinic, and NASA Ames.
- Sold research product and service to pharmaceutical companies and US government.
- Received N.A.S.A. U.S.-Russia Cosmos Biosatellite Team award for bone test related to space travel.

### **Becton Dickinson and Company**

1980 - 1989

*Various positions*

- Director, Advanced Business Development. Liaison with Corporate Research Center and business units. Defined advanced drug delivery opportunity, which was latter spun off to an investment group.
- Director, Business Development and Marketing. Part of team, which formed Infusion Systems, first internal start-up within the company. Responsible for design and market introduction of: 360 Infuser for hospital and home use infusion of antibiotics and other drugs, novel pain management infusion system, mini-size insulin pump and associated products.
- Manager, Advanced Business Development. Performed business and market assessment regarding: implantable ports for chemotherapy, glucose sensors, blood extraction and testing, contract packaging of medications, transdermal patches, respiratory care as well as acquisitions and divestitures. Technology identification and assessment included regular contact and visits to major university medical centers.
- Senior Advanced Business Development Analyst. Evaluated outside and internal technology submissions to identify potential new businesses for company.

## **Education**

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### **Columbia University**

New York, NY

M.A., Ed.M., Doctoral studies in human motor control systems.

### **Seton Hall University**

South Orange, NJ

B.S., Health Education

## **Additional**

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**Patents**

- U.S. provisional patent, flexible drug delivery device (2008)
- U.S. patent No. 5,688,216, exercise system
- U.S. patent No. 4,790,829, reusable injection catheter

**Activities**

- Advised Columbia University students interested in developing and commercializing products.
  - Instructed engineering students in product design and obtained corporate funding for projects at New Jersey Institute of Technology (NJIT).
  - Mentored graduate engineering students at Stevens Institute of Technology.
  - Presented at New Jersey Entrepreneurs' Forum.
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