

Accelerate Company Growth and Product Development

Leverage expertise gained from Dr. Robert Buckheit's many years of experience in the development of therapeutic and preventative infectious disease products to advance your company's product development activities. His services substantially benefit clients in emerging to mid-size biotechnology and pharmaceutical companies seeking to accelerate company growth as well as efficiently move products to an IND. Dr. Buckheit applies his drug development knowledge and expertise to help clients with strategic and financial planning as well as outreach to pharmaceutical companies for potential out-licensing opportunities.

Virtual CSO and Drug Development Expertise

Having acted as a Principal Investigator, Research and Development Director and Chief Scientific Officer over his 30 year career, Dr. Buckheit may assist your company with the strategic development and execution of successful drug development programs. Dr. Buckheit provides the professional and technical consulting expertise to save your company time, resources and money while efficiently guiding new and novel products to eventual IND submission.

Grant and Contract Writing

As Principal Investigator, Dr. Buckheit has successfully competed for grant funding from the National Institutes of Health (NIH), specializing in funding from the Small Business Innovative Research (SBIR) award programs (Phase 1 and Phase 2 grants), as well as other targeted funding opportunities. To date, Dr. Buckheit's efforts have generated nearly \$40 million in funding to support product development.

No matter how good the research idea or product, the preparation of the research grant is a key to funding success. Dr. Buckheit works with you to understand your needs; develop testable hypotheses; define an appropriate research plan with an understanding of anticipated problems and work around solutions; and assess and critically review data. The overarching goal is ensure that your company obtains the funds necessary to support and advance the development of your product and to identify those go/no go decision making milestones to manage cash flow and development timelines.



Technical and Strategic Documents

As your product moves from discovery through lead selection and eventual late-stage development, engage Dr. Buckheit to assist you with the preparation of the critical documents necessary to obtain funding and accurately describe your product, such as:

- The development of algorithms, timelines and cost estimates for your drug development programs.
- The development of technical documents, manuscripts and business plans to share at Scientific Advisory Board meetings or for presentation to investors or venture capital firms in support of your fund-raising efforts.
- The creation of critical, unbiased reviews of data and scientific programs.
- Product development milestone presentations for stakeholders, potential licensees and the FDA.

Meet Dr. Robert W. Buckheit

Dr. Buckheit is an internationally recognized expert in the development and commercialization of products for



the prevention and treatment of infectious disease. His experience with anti-infective development includes the evaluation of more than 500,000 anti-infective molecules that resulted in over 175 publications.

During his career, Dr. Buckheit has managed multi-million dollar, technically complex federal contracts, hundreds of programs with virtual and small biotechnology companies, research programs with pharmaceutical companies, and collaborative programs with academic investigators.

In 2004, Dr. Buckheit founded ImQuest BioSciences and has been the scientific and executive leader of the company since its inception. Dr. Buckheit is also a co-founder of ImQuest Pharmaceuticals, a company developing novel gels, suppositories and transdermal patch technologies to prevent the transmission of sexually transmitted infections. Prior to founding ImQuest BioSciences, Dr. Buckheit developed and managed infectious disease research programs at Southern Research Institute and TherImmune Research Corporation.

Dr. Buckheit received a B.S. in Biology from Lehigh University and a Ph.D. in Microbiology and Immunology from Duke University. He completed a postdoctoral fellowship at The University of North Carolina at Chapel Hill before embarking on his multi-decade long journey in biotechnology and pharmaceutical product development. He is Past President of the International Society for Antiviral Research, serves on the Scientific Advisory Boards of numerous companies, and acts as a consultant for pharmaceutical companies. ImQuest BioSciences was named 2017 Best Place to Work by Frederick County, MD, and Dr. Buckheit was recognized as Entrepreneur of the Year by the Entrepreneur Council of Maryland.

Contact Dr. Buckheit to discuss your drug development needs. bob@robertbuckheitconsulting.com

Samjin Pharmaceuticals Spotlight

Samjin Pharmaceuticals Co., Ltd. develops pharmaceutical products in Seoul, Korea. Its development pipeline includes antimicrobial products as well as small molecules for the treatment of HIV, HBV, and cancer.

Samjin engaged ImQuest BioSciences, a CRO specializing in the development of drugs to treat infectious disease and cancer, to conduct early feasibility studies of several small molecules in preclinical development. As the President and CSO of ImQuest, Dr. Buckheit directed the studies which demonstrated the potential of the Samjin drug candidates.

To advance their drug candidate to clinical studies, Samjin outlined two objectives:

- Access funding from large pharmaceutical companies and investors for continued development of their drug candidate.
- Complete IND-enabling studies of their drug candidate and initiate a dialog with the FDA leading to human clinical studies.

Samjin used **Robert Buckheit Consulting** to achieve their objectives. Dr. Buckheit provided:

- Strategic planning for the preparation of an IND.
- Outreach to large pharmaceutical companies to explore licensing opportunities.
- Grant applications which provided funds for the development of the drug candidate as an anti-HIV agent, a microbicide, and an oncology drug.

As a result of these efforts, Dr. Buckheit and Samjin raised millions of dollars for further preclinical drug development activities culminating in three approved INDs with a fourth in progress.