

NAYOUNG LOUIE, PHD

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TECHNOLOGY ENTREPRENEURSHIP EXPERT

Key Accomplishments

Led MBA student teams to develop commercialization strategy for technological innovations out of Johns Hopkins University (JHU), NASA and NIH
Implemented a new university wide technology entrepreneurship program for employees at JHU
Mentored 200+ entrepreneurs last 8 years
Led healthcare startups from JHU
Secured funding and negotiate licenses for startup companies

EDUCATION

JOHNS HOPKINS UNIVERSITY SCHOOL OF MEDICINE

Ph.D. in Biomedical Engineering (2010)

JOHNS HOPKINS UNIVERSITY

B.S. in Biomedical Engineering (2003)

PROFESSIONAL EXPERIENCE

JOHNS HOPKINS UNIVERSITY CAREY BUSINESS SCHOOL

Baltimore, MD

Professor

2010-Present

- Mentor 200+ JHU entrepreneurs to accelerate the commercialization of technology innovations
 - started three new companies to get seed funding and series A
 - conducted market research and interviews to test hypotheses on customer's problems, solution and business model and prepared commercialization strategy
- Teach technology commercialization strategy course to faculty, clinicians, MD and PhD students and post docs at Johns Hopkins University
- Managed 80+ teams (10 teams/year) of MBA students to work with clients and prepare commercial feasibility analysis

AEVUS PRECISION DIAGNOSTICS

San Francisco, CA

Business Advisor

2018- Present

- Advised co-founders commercialization strategies for AI pharmacogenomics startup developing decision support algorithm for doctors prescribing diabetes medicine
- Raised total \$1.2M in series A funding in 12 months

ANATOMYWORKS*Baltimore, MD***Chief Strategy Officer***2013- 2017*

- Developed strategies for successful commercialization and created a viable business model for a IT startup developing novel brain image analysis algorithm
- Awarded total \$1.5M in 2 SBIR funding (20% success rate) to perform a pilot program
- Negotiated the licensing deal with NTT data (former Dell) to incorporate the algorithm into Dell's nationwide clinical PACS system
- Presented at scientific conferences and industry events – [link](#) to company website

BALTIMORE PUBLIC MARKETS*Baltimore, MD***Board of Directors***2014-Present*

- Evaluate, select and implement overall strategy for 6 public markets in Baltimore city including major capital projects including historic Lexington Market renovation (\$30M)
- Facilitate communication between the management and tenants to comply with the regulatory changes and increase revenue

AWARDS

- Federal Laboratory Consortium for Technology Transfer Mid-Atlantic Regional Educational Institution and Federal Laboratory Partnership Award
- Tau Beta Pi, The Engineering Honor Society
- Alpha Eta Mu Beta, Biomedical Engineering Honor Society
- Susan T. and James H. Bankard, Sr. Research Award for Undergraduate BME Students
- National Science Foundation Neuroengineering Summer Research fellow
- Howard Hughes Summer Research fellow

TECHNOLOGY COMMERCIALIZATION PRESENTATIONS

Open Studies at Maryland Institute of College of Art, "Technology Commercialization" Business of Art and Design (January 2016)

Technology Transfer Central, "Successful Transition of University IP From Discovery to Market: Case Study of the Johns Hopkins D2M Project, Live Webinar (December 2, 2015)

Johns Hopkins School of Public Health, Public Health Innovation & Entrepreneurship Forum, "Discovery to Market" (May 2015)

Federal Laboratory Consortium Mid-Atlantic Regional Meeting, "Working with student panel" - Discussion on how federal labs are working with students through business schools, MBA programs, challenges to analyze & review lab technologies for likely commercial outcomes (November 2014)

AUTM 2014 Eastern Region Meeting, "Your B-School Partner" – Using Your Business School to Enhance Both TTO and Educational Activities," Association of University Technology Managers, Baltimore, MD. (September 2014)
