



SUMMIT I

Why Chile? Exploring Chilean Medical Innovations

Tuesday, August 10TH at 10:55 AM (EST)

10:55 AM Inauguration — 5 mins

Panelists

- I. Welcoming Remarks and Introduction of Participants — **5 mins**
 - Panelist: **Manuela Hernández, Alianza de Nanocobre**
 - Panelist: **Matias Gutierrez CEO, Genosur, LLC**
 - Panelist: **Alberto Rodríguez Navarro – Levita Magnetics**
 - Panelist: **Luis Osorio, Director - Business Development Manager for Latin America in Cui.Date Toth SpA , Director and Coordinator of ChileTec´s HealthTech Committee and Board Member of ACHA (Americas Continental Health Alliance).**
 - Moderator: **Sylas Bailey-Kelly, Trade Representative of ProChile Chicago**

11:05 AM Why are Chilean products are an opportunity for the U.S. — 45 mins¹

- II. Panel Discussion on Chile's development and current Healthcare solution industry? — **30 mins**
Open discussion aimed to answer the following key questions
 - Current Healthcare innovation ecosystem in Chile and how it has taken its current form
 - Strengths of the region and key subsectors that have shown great development
 - Ability to take existing commodities and apply them towards the healthcare industry (ex. Alternative uses of copper)
 - What factors have made Chile a successful market to explore?
- III. Questions and Answers — **10 mins**
- IV. Closing Remarks ProChile at your service, Mr. Sylas Bailey-Kelly

12:00 PM End of Webinar

¹ It is important that speakers and moderators stick to the time limits as much as possible.





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Panelist

Luis Osorio

Luis is the Business Development Manager of Toth Cui.Date, an international Chilean company, that develops RIS PACS, medical images on cloud, pay per use, for diagnosis and SmartPeople Technology, an Argentina and Chile based company, focused on healthtech solutions development and integration for the international market. He is a senior professional in the field of ICT for Healthcare with over 20 years of experience in projects for hospitals and healthcare institutions.

Passionate for HealthTech, Luis also acts as Director and Leader of healthtech workgroup of Chiletec, Chilean association of information technology companies, and representing to this organization, is also director in CENS, Center for Information Technologies in Healthcare, a consortium of 5 biggest universities in Chile, mandated by the Chilean government to conduct the healthtech improvement, for people, hospitals, and industry growing.

Actually also is co-founder and board member of ACHA (Americas Continental Health Alliance), a non profit organization, aimed to develop shared information between hospitals, universities and healthtech companies, connect the dots, developing healthtech ecosystems in different countries in Latin America and connect them between countries, inside Latam and with other organizations in Europe.

His experience includes projects in different public and private hospitals, ICT companies, and as an academic in different universities.

Luis is Electronic Engineer from Universidad de Concepción and MBA from Loyola University in Maryland.





SUMMIT II

Dynamic Growth for Healthcare Innovators/Innovations

Wednesday, August 11TH at 10:55 AM (EST)

10:55 AM **Start**

Participants²

- I. Welcoming Remarks and Introduction of Participants — **5 mins**
 - **Panelist: Steve Collens, CEO MATTER Health (Chicago)**
 - **Panelist: Heath Naquin, Vice President of Government and Capital Engagement University City Science Center**
 - **Panelist: Robert C. Pieroni, Economic Development Director**
 - **Panelist: Josh Sol, Director of Innovation of Houston Methodist Hospital**
 - **Moderator: Charles Sacco, Associate Dean for Strategic Initiatives, Drexel University Charles D. Close School of Entrepreneurship**

- II. Panel Discussion on U.S. HealthTech Venture Capital. Opportunities in Chicago, Houston, and Philadelphia? — **40 mins**

Open discussion aimed to answer the following key questions

 - **Why do international companies in this sector prioritize your respective markets? How are they supported in their expansion?**
 - **What do early-stage companies need to consider and what steps do they need to take to best prepare themselves to receive funding?**
 - **How do you find and reach the right VCs?**
 - **What are the greatest needs of the sector in your city/region, and what does the future of the industry look like?**

- III. Questions and Answers — **10 mins**

- IV. Closing Remarks ProChile at your service, Mr. Alexander Grabois

12:00 PM **End of Webinar**

² City representatives do not necessarily need to be from the city government, or even the public sector, though it would be ideal





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Panelists

Josh Sol

Josh Sol, Administrative Director of Houston Methodist Innovation and Ambulatory Clinical Systems, has over 14 years of progressive health care information technology experience, working with Houston Methodist since June 2010. His current role includes leading strategies surrounding EMR implementation and support, patient engagement, population health, virtual care, interoperability, as well as the improving the physician's mobile experience. As health care moves toward an emphasis on consumerism, accessibility and usability, Josh plays an instrumental role within Houston Methodist's Center for Innovation — focusing on positive transformation. His goals are driven by enabling technologies focused on convenience and access to care, as well as improving the digital experience for patients and physicians.

Robert Pieroni

Robert Pieroni, Director of Economic Development for Central Houston Inc., is responsible for the creation and implementation of strategies to accelerate the growth of Houston's innovation ecosystem, and proactively advance Houston's iconic Downtown as the premier global destination for corporate headquarters.

Robert's day to day overseeing and operational responsibilities including strategies for business attraction, retention and expansion, budgeting, business development, research, collaboration with community partners, development of downtown's innovation and entrepreneurial ecosystem. Most notable, his vision to create a 17,000 SF innovation hub. The inspiration behind the Downtown Launchpad is to integrate specific ecosystem elements in a distinct space developing one the most inclusive innovation hubs in the world. The project is anchored by nationally recognized startup accelerators MassChallenge, gener8tor, and globally recognized incubator Impact Hub. The unique group of partners enables startups and entrepreneurs to move seamlessly through the stages of startup production, all in one space. The project is quickly emerging as a powerful engine for economic growth and vitality, generating jobs and higher wages for all Houstonians.

Previously, Robert led Economic Development initiatives for organizations in California and Texas to include the City of Sugar Land, Texas and Merced County, California. He holds a Master of Public Administration & Policy from California Lutheran University, earned his Bachelor of Science in Sociology with Criminal Justice Emphasis on Law from Abilene Christian University, and graduated from the University of Oklahoma Economic Development Institute.





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Panelists

Heath Naquin

Heath Naquin joined the Science Center in 2021 as Vice President of Government and Capital Engagement. Heath is a Managing Partner and Co- Founder of International Innovation Associates, a boutique consultancy firm focused with practice areas in Healthcare Innovation, Angel and Venture Capital Fund Creation, DEI Support Programming, Global Venture Creation and Strategic Economic Advisory.

He has advised numerous national level foundations and nonprofit entities on strategic initiatives related to entrepreneurial advocacy, fund creation and deployment best in breed programming to accelerate ventures.

Heath has been a part of large scale national and international technology transfer, commercialization and fund creation efforts for nearly 20 years. Recent work includes serving on the NIH RADx Initiative on the External Commercial Partnerships team. Internationally he has served as a Subject Matter Expert and Key Advisor for the European Investment Fund and for nearly a decade he led the US Department of State GIST (Global Innovation in Science and Technology) program focused on country building efforts in more than 130 countries by advancing economic development efforts through the translation of research to commercial outcomes in conjunction with capital development and deployment. Previously he served as Executive Director in the Office of the Vice President for Research at the University of Texas at Austin, managing the National Science Foundation SW I-Corps Node at The University of Texas at Austin as well as a managing the Next Generation PV NSF IUCRC along with a host of international technology transfer and commercialization efforts which spanned the globe.

Heath is active in the investment space as an accredited investor himself and an active participant in the Angel Capital Association as well as other relevant TBED organizations.

When not at Science Center, you can find Heath cooking (brisket recipes freely given), working out or figuring out how to get to Antarctica to complete all seven continents on his passport.





SUMMIT III

Harnessing Healthcare's Regional Resources: Chicago, Houston, Philadelphia

Thursday, August 12TH at 10:55 AM (EST)

10:55 AM *Why the US? What have Chicago, Houston, and Philadelphia done to become key healthcare hubs in the world? What tools are available, and what role do international partners play in these efforts?* — 5 mins

Participants³

- **Chicago City Representative:** Michael Rosen, Managing Director, Innovation and Research Park and Helix 51 Incubator — 5 mins.
- **Houston City Representative:** Christopher Olson or Stephanie Brooks, Mayor's Office of Trade and International Affairs — 5 mins.
- **Philadelphia City Representative:** Pierre-Olivier Lugez or Samuel Chueh, City of Philadelphia Department of Commerce — 5 mins.

11:10 AM *Why is the U.S. the best place to find your HealthCare opportunity? Niches and key areas* — 40 mins⁴

- I. Welcoming Remarks and Introduction of Participants
 - **Panelist:** Sam Stavig, Partnership Manager for MATTER Chicago
 - **Panelist:** Tim Daniel-Widener University Small Business Development Council
 - **Panelist:** Torrey (T.A.) Adams, PhD Sr. Director, Global Life Sciences Economic Development Division, at The Greater Houston Partnership
 - **Moderator:** José F. Núñez, Vice President - Global Development Houston Methodist Global Health Care Services

- II. Panel Discussion on U.S. HealthTech infrastructure and markets. Why Chicago, Houston, and Philadelphia? — 35 mins
Open discussion aimed to answer the following key questions
 - Why do international Healthcare companies in this sector prioritize your respective markets? How are they supported in their expansion?
 - What are the greatest needs of the sector in your city/region, and what does the future of the industry look like?
 - How does the global US private healthcare sector reach Latin America?

- III. Questions and Answers — 5 mins

- IV. Closing Remarks ProChile at your service, Mr. Sylas Bailey-Kelly

12:00 PM *End of Webinar*

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Panelists

José Nuñez

Houston Methodist is ranked by U.S. News & World Report as the No. 1 hospital in Texas for patient care and safety and one of the top 20 hospitals in the nation. In addition, we are nationally ranked in 11 specialties, the most in the state, and have been national leaders throughout the COVID-19 pandemic in research, offering innovative treatments and surpassing CDC safety standards. For more than 100 years, Houston Methodist has provided the best — and safest — clinical care, advanced technology and patient experience. That is our promise of leading medicine.

houstonmethodist.org
twitter.com/MethodistHosp
facebook.com/HoustonMethodist

Adam Torrey

Has over 16 years of domestic and international experience in business development, sales, marketing, marketing research and communications, sales/account management, and project management and planning in chemicals and pharmaceuticals projects. He has previously worked for several life science companies including BASF in Florham Park, NJ, Cambrex in Durham, NC and Sanofi in Bridgewater, NJ. Torrey is responsible for leading the Partnership's work to position Houston as the Third Coast for Life Sciences. He works to coordinate the efforts to support growth of the life science ecosystem and assist with the recruitment of both domestic and international life science companies to the Greater Houston region. Torrey has a B.S in Chemistry from Marquette University and a Ph.D. in Synthetic Organic/Organometallic Chemistry from Wake Forest University. He also has an MBA with a concentration in Marketing from Wake Forest University.





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Panelists

Tim Daniel-Widener

Senior-level leader and executive advisor with broad and deep skills in business development and turnaround leadership. He has 30 years of experience "looking around corners" and collaborating across disciplines to lead through a range of operational phases from start-up to revitalization. He works with entrepreneurs in the early stages of business formation as well as existing business interested in accelerating their growth. A SCORE mentor since 2009, over the last four years Tim has assisted in the formation of 30 new businesses and the creation of nearly 100 jobs, ranking him in the top 10% of SCORE mentors and earning the designation of "Community Leader".

Sam Stavig

Sam is the partnerships manager at MATTER. She is responsible for bridging the gap between partners and entrepreneurs in the MATTER workspace. Working with the partnership team, she strives to help partners get the most out of their relationship with MATTER to help with new technology, facilitate different programs and build innovation within organizations.

Sam's background in the healthcare field started with a health sciences degree from Ohio State. While in college, she worked at a physical therapy clinic as an office coordinator and exercise technician. She used this experience to transition to the health tech world and worked for four years on the training team for Allscripts' Ambulatory Product TouchWorks. She also ran the GiveBack Program at Allscripts for their headquarters office, planning the philanthropic and fundraising events the company took part in each year.

