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Member of the Month



Dr Sridhar Prathikanti

Dr Sridhar Prathikanti is a physician and a geneticist. He trained at the University of Chicago and felt entrepreneurship deep in his blood. After finishing 5 years of NIH genetic fellowships, Sridhar wanted to create something. He earned some of the viability of patents volunteering in the NIH Office of Tech Transfer.

**President's Message**

It's hard to believe that the year is almost over and that SoPE is now 4 years old. In that brief time, we've realized impressive growth, due to the efforts of the SoPE community, growing into what is, arguably, the largest non-profit biomedical and health innovation and entrepreneurship network in the world.



Dr Arlen Meyers

But we have lots more to do to realize our mission of getting ideas, inventions and discoveries to patients. I see two main challenges for SoPE and physician entrepreneurship moving forward:

1. Identifying and helping more doctors with an entrepreneurial mindset move their ideas, inventions and discoveries to patients, including care delivery channel innovation. Unfortunately, because of how doctors are enculturated, selected and trained, few have an entrepreneurial mindset i.e. a frame of mind that seeks opportunity with the goal of creating user defined value with limited uncontrolled resources, through the deployment of biomedical and health innovation. SoPE will continue to provide education, networks, mentors, resources and experiential learning to change that.
2. Reconciling the ethics of business with the ethics of medicine and reinforcing the primary interest of patients in the face of other vested interests who see it otherwise. Healthcare USA represents almost 20% of our GDP. That much money is intoxicating for special interests and factions who would like to see little if any change. Fortunately, the model is unsustainable and creating an undeniable necessity for change. The challenge for physician entrepreneurs and SoPE members is to place the spotlight on patient defined value as the primary interest of our endeavors.

Our sick care system is painfully changing into a healthcare system. SoPE and it's members intend to be in the forefront leading the charge, now and in many future years to come.

**Newest News**

He practiced medicine but had always wanted to start his own business to help people not just as an MD. He made a few forays into angel investing and was quite fortunate to have some success. He then was invited to join the Board of Members of Life Science Angels, the largest life science angel investing group in the US. In Silicon Valley, there is still liquidity for startups.

Job satisfaction is tough and you have to mix things up to get a good balance as you all know. If you are burned out being a physician, join a local angel group and learn the art of what makes a business a good investment, an excellent idea rarely guarantees success, the team has to be excellent. Often the excellent team can take an average idea and make it into something valuable.

There are dozens of valuable lessons he could talk to you about for hours. But as you know, life is a cruel teacher, she gives the test first and then

### Why do you Have to Wait to See your Doctor?

Dr Arlen Meyers gives three main reasons why you have to wait to see your doctor. See the [video here](#)

### Do Doctors Make Poor Businesspeople?

How many times have we heard it? Doctors are less than ideal as businesspeople. If you believe the stereotype, physicians are short on business savvy when it comes to running a practice, investing, saving for retirement, and spending their hard-earned dollars wisely.

But it simply isn't true, contends a physician who works frequently with doctors who successfully start new business ventures. Otolaryngologist Arlen Meyers, MD, MBA, a professor at the University of Colorado School of Medicine in Aurora, Colorado, and president of the Society of Physician Entrepreneurs, makes the opposite case: that many physicians have entrepreneurial talent.

View the full article [here](#).

### SPECIAL OFFER FOR SOCIETY OF PHYSICIAN ENTREPRENEURS (SOPE) MEMBERS:

Bentham Science is pleased to offer a discounted price for 2014 subscription (Online) to the journal **Technology Transfer and Entrepreneurship** for all members of the Society of Physician Entrepreneurs .

Please send your subscription order quoting 2014SOPE to [subscriptions@benthamscience.org](mailto:subscriptions@benthamscience.org) (Attn.: Mr. Pradeep Menon) to avail the special offer.

## Upcoming Events

### February 3-5, 2015

#### eHealth Initiative's 2015 Annual Conference and Member Meeting

Join our partners eHealth Initiative (eHI) for their 2015 Annual Conference and Members Meeting. Act fast because you only have three weeks left to register and receive the greatest value to attend the event. eHealth Initiative is creating an exclusive and indispensable two and a half day event that will include Learning Lab breakout sessions, live debates and workgroup discussions focused on hot topics within Interoperability, Data Access & Use and Business and Clinical Motivators.

Unlike other larger industry events, eHealth Initiative's Annual Conference includes a variety of perspectives and stakeholders in a more intimate and neutral environment. The event attracts hundreds of attendees from professional societies, patient advocacy groups, payers, health systems, pharmacies, labs, medical device manufacturers and many other key constituencies.

Omni Shoreham Hotel in Washington, DC.

teaches the lessons. Most physicians are taught to believe what their patients tell them which makes us vulnerable, when we listen to investments, we believe them. Sadly, we are easy prey for investor seeking groups or people.

You have to see dozens of proposals and learn how to weed and filter the information for a wise choice, otherwise you are just guessing and investing in the slickest talking salesman. Educate yourself with exposure to startups. Talk to people about what made their past startup investments fail or thrive. If you are reading this article, join the San Francisco SoPE chapter even if you live half way around the globe. Silicon Valley will expose you to dozens of life sciencebusiness ideas.

Dr Prathikanti is still a physician but took this year off to start his own biotech company after patiently seeing what ideas won or failed over time. It's a risky calculation but one that anyone would regret not trying. It's an exciting first step to become an angel

[Register here](#)

## April 12-16, 2015

### Fostering Collaboration in Technology-Enabled Healthcare Delivery

HIMSS15 will bring 38,000+ healthcare IT professionals from around the world to Chicago for a week of dynamic education, networking and the latest technology solutions. HIMSS15 offers a unique opportunity for maximum exposure to world-class speakers, exceptional education, and cutting-edge health IT products and services - plus the chance to network with thousands of like-minded professionals, clinicians and executives. Discover the resources, people and ideas that enable you to transform health through the power of information - through innovation, engagement, leadership, connectivity and more - at HIMSS15.

Level 4, McCormick Place West  
Chicago, IL

[Click here](#) for more information

## SoPE Chapter Updates

### Puget Sound SoPE Chapter

#### How to get started!

The Puget Sound Chapter of SoPE will hold their next meeting on January 7th. This meeting will be a continuation of the last meeting with Stephen Graham co-chair of Fenwick & West's Life Sciences Practice and Managing Partner in Seattle, discussing Term-Sheets and Early Stage Financing. This session will consist of a round table discussion allowing participants to participate in an interactive session with Stephen to better understand the key concepts of a term sheet and the potential impact they will have on the founders and company as they progress. We will also have a guest physician entrepreneur present their company with an overview of their journey from concept to launch and beyond.

### NY Tristate SoPE Chapter

#### The Business of Building a Prototype

Wednesday, January 21st, 2015

What are the questions I need to ask to build a prototype? How do I protect my IP at this stage? That would follow that with a panel of device entrepreneurs & engineers to discuss the process of creating a prototype and how to include cost considerations when doing such. Then we will have guest speaker Jim Wynne, IBM scientist discuss "The LASIK story by the Inventor".

6:00pm - 8:30pm

New York, NY

[Click here](#) to join the group

### Colorado SoPE Chapter

[RxAssurance - Solutions connecting doctors with Patients in 'the Last Mile' of Patient Care](#)

investor and he welcomes you all to learn. Feel free to contact him at [sridhar@prathikanti.com](mailto:sridhar@prathikanti.com)

SoPE's Board of Directors are pleased to announce the addition of two new Directors to the SoPE International Board, Rania Nasis and Sudhen Desai.

Dr. Nasis has been the Chapter Leader of the SoPE Greater Los Angeles Chapter and Dr. Desai has led the SoPE Houston Chapter. They will both continue in that capacity, building on the vibrant healthcare/life science ecosystem they have nurtured in their communities. They have both proven to be hard working, creative, and talented individuals that will add a tremendous amount of knowledge and perspective to the SoPE BOD. We congratulate them on their achievements and welcome them whole-heartedly to the governing Board of this organization.

**Give to the SoPE Foundation**

If you would like to make a donation, you can do [sohere](#).

Follow Us

Thursday, January 8th, 2015  
7:00 AM - 9:00 AM

ValveXchange is a Denver heart valve startup seeking series B funding to complete a European clinical trial and reach first revenue (we're very close). Please see our website for more if you like at <http://www.valvexchange.com>

Copic Insurance Co  
Find more information [here](#).

### **Houston SoPE Chapter**

The Houston Chapter will have its final meeting of 2014 on 12/16/14 where Dr. Joseph Cunningham will discourse on Valuations from the VC's perspective. We anticipate a large turnout to cap off a great year of notable speakers. We have also added two two new members to our executive committee - Bill Hoffman, involved with many large medical device companies and most recently, the CEO of Visualase (\$105M, Medtronic), and Dr. William Cohn, Cardiothoracic Surgeon at the Texas Heart Institute and serial inventor/entrepreneur. In addition, we are beginning a program with the BioHouston organization whereby we are going to allow early-stage companies to pitch to our group and receive feedback. We look forward to furthering our successes in 2015 with the fantastic additions to our group and our new offerings. For more information, please contact Dr. Sudhen Desai at [sudhen.desai@gmail.com](mailto:sudhen.desai@gmail.com).

### **National SoPE Chapter**

**Climbing the Regulatory Summit: Insights into developing the Best Regulatory Pathway for your Venue and Methods of Designing an Efficient and Productive Clinical Trial**

December 10th, 2015  
6:00 PM - 8:00 PM

View speakers and the agenda [here](#)



SoPE QR Code



## Thanks to our Sponsors and Partners!



As always, thanks for participating with SoPE!

Please encourage others to join us in this journey and always feel free to send us your comments and suggestions.

Society of Physician Entrepreneurs

[www.sopenet.org](http://www.sopenet.org)  
[info@SoPEnet.net](mailto:info@SoPEnet.net)