

BRIAN ROGERS

brianrogerspc@gmail.com • 870-275-1960 • Jonesboro, Arkansas

Entrepreneurial manager with more than fifteen years experience in program building, managing innovations, projects and change, structuring and negotiating business deals, and directing cross-functional teams, all based on quality management and process improvement principles such as Six Sigma. Degrees: chemical engineering and law.

EXPERIENCE

◆ Program Building / Management

- Lead development of first innovation pipeline-building and management program for two institutions, a billion dollar research hospital system and a public university.
- Oversaw early stage innovation (e.g. software, medical devices, biological compounds) and related intellectual property asset portfolio growth of at least 150% for a hospital system and a university.
- Spearheaded negotiation of the foundational inter-institutional agreement between Scott & White Healthcare and Texas A&M that dictated all future intellectual property ownership between the partner institutions.
- Collaborated with the office of the Chief Compliance Officer and the office of Risk Management to resolve research compliance matters such as related to monitoring human subjects research by the institutional review board (IRB), animal care and use (IACUC), conflicts of interest, development and licensing of intellectual property, and good manufacturing and laboratory practices (GMP and GLP).
- Managed and developed the budget and project/client pipeline for the opening of a 9,000 sq. ft., on-campus technology incubation facility that includes office and laboratory spaces available to private clients.
- Established regional entrepreneurial ecosystem, developing pipeline of innovations and marshaling supportive resources from within the university and from the business community.

◆ Quality, Process, Project, and Innovation Management

- Trained in and implemented quality management and statistics based process improvement principles such as Six Sigma, Continuous Improvement, SPC, Benchmarking, and Team Building.
- Built and directed cross-functional teams to analyze, develop, and implement organizational, business, and production processes and policies affecting all organizational levels.
- Developed and facilitated committee for vetting, protecting, and developing early stage innovations, and setting related institutional policies, reporting to the CEO and Chief Research Officer.
- Developed, structured, and negotiated various business transactions (20-30/mo.) related to research, innovation development, intellectual property, licensing, GMP, and pre-clinical and clinical studies, including formation of and/or primary representation of organization's stake in four startup companies.
- Mentored innovators, entrepreneurs, and early stage companies regarding commercialization, product development, and strategy.
- Managed innovations from initial disclosure through protection, development, closure, licensing, and/or new venture formation.
- Spearheaded cross-functional team in development of a previously unworkable electronics assembly process, where two prior project owners failed, that reduced errors and reduced cycle time by as much as forty percent (40%).
- Environmental compliance under government contracts: evaluated and implemented opportunities to effect reduction of hazardous materials and waste, and reported usage and elimination of same.

(continued at page 2)

◆ Training and Business Development

- Created and delivered accredited (Texas Medical Association and State Bar of Texas) training programs to entrepreneurs, medical doctors, students, academic researchers, and service providers related to innovation, intellectual property, commercialization, new ventures.
- Created and delivered presentations to institutional and community stakeholders regarding business incubation program offerings and ‘growing our own’ technology companies for economic development.
- Hosted first local event promoting entrepreneurship (Jonesboro version of Innovate Arkansas’s ‘Gone in 60 Seconds’ elevator pitch contest) with 150 in attendance and a record 30 contestants.

WORK HISTORY

- Arkansas State University, Jonesboro: Director for Intellectual Property and of the CATALYST Innovation Accelerator (new positions). 2010 – present.
- Scott & White Healthcare (Texas A&M University’s research hospital). Temple, TX. Commercialization Program Manager (new position) and Assistant General Counsel. 2006 – 2010.
- Conley Rose, P.C. (2002 – 2006) and others. Dallas and Austin, TX. Attorney. 2001 – 2006.
- Texas Instruments, Inc., Dallas, TX. Project Manager and Process Engineer. 1992 – 1998.
- Other representative engagements: Chevron Phillips Chemical, Daniel Measurement & Control, Frito Lay, Halliburton, ATOFINA, Toni & Guy, University of Arkansas.

EDUCATION

- University of Houston Law Center, Doctor of Jurisprudence (JD)
- University of Arkansas, Bachelor of Science, Chemical Engineering

REPRESENTATIVE PRESENTATIONS/PUBLICATIONS

- “Startup Intellectual Property Strategies” presentation for Memphis Start Co.’s ‘Launch U’, (2013)
- “Legalese of Research” presentation for Am. Council for Medicinally Active Plants, Intl. Conf. (2012)
- “Scholarship > Entrepreneurship > Econ. Dev.” presentation for ASU Inst. for Res. Dev. (2012)
- “Technology Incubation” presentation for Arkansas Economic Development Commission (2011)
- “Science and Spirituality” presentation for Tarrytown United Methodist Church, Austin, TX (2008)
- “Intellectual Property at Scott & White Healthcare” training for TMA CME (2008)
- “Intellectual Property Considerations at Start-up” article for Austin Bus. District Magazine (2006)
- “Intellectual Property for Non-IP Attorneys” training for SBOT CLE (2006)
- “Alternative Careers for Engineers” presentation for University of Arkansas (2005)

REPRESENTATIVE PROFESSIONAL AND COMMUNITY ENGAGEMENTS

- Volunteer and contributing writer for various organizations involved in starting and growing technology companies: Memphis’s Start Co. Seed Hatchery accelerator, Arkansas Small Business and Technology Development Center, Startup Arkansas, Helena Startup Challenge.
- Big Brother volunteer: Big Brothers - Big Sisters
- Licensed to practice law: Texas, Arkansas, United States Patent and Trademark Office
- Member: National Business Incubation Association, Association of University Technology Managers