
CURRICULUM VITAE

Vincent P. Gotz, MS Pharm, MBA, FCCP

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Education M.B.A. (with distinction)
Keller Graduate School of Management
Kansas City, Missouri

M.S. in Clinical Pharmacy (with high honors)
Purdue University
West Lafayette, Indiana

B.S. in Pharmacy (with honors)
University of Wisconsin
Madison, Wisconsin

Summary:

- Over 25 years experience in public and private pharmaceutical and biomedical companies in various management positions (licensing/business development, strategic planning, R&D).
- Expertise in both technical and commercial aspects including in- and out-licensing of products and technologies, strategy development and implementation, and operational management.
- Broad based understanding of pharmaceutical development and commercialization.
- Twelve years of clinical pharmacy practice and research experiences in large university hospital settings (including 7 years on a major university faculty).

Specialties:

- Identification, communication, negotiation and closure of out-licensing opportunities. Successfully partnered drugs, cosmetics and medical devices.
- Identification, due diligence, negotiation and closure of in-licensing opportunities.
- Providing alliance management to ensure success of new collaborations.
- Therapeutic areas of expertise include medical and aesthetic dermatology, respiratory and allergic diseases.

Professional Experience

- 2005 to present **Managing Partner, ProPharmaCon LLC, San Diego, California.**
Consulting practice in the areas of business development, technical assessments, due diligence, competitive intelligence, marketing, operational management, opportunity analyses, medical writing and regulatory affairs/quality systems (www.propharmacon.com).
- 2003 - 2004 **Senior Vice President, ProSanos Corporation, La Jolla, California.** Member of the leadership team reporting to the CEO with responsibilities for business partnering of the products and services offered by ProSanos, marketing and account management.
- 2002 **Chief Business Officer, GeneFormatics, Inc. San Diego, California.** As a member of the senior management team reporting to the CEO, the major responsibilities included developing the strategies and leading the business development and marketing efforts of the Company to optimize existing partnerships and generate new collaborations. Actively involved in the strategic transformation of the Company from a focus on bioinformatics/proteomics to a drug discovery organization, in several re-structuring processes to lower the burn rate to preserve cash, and in developing and implementing the Company's merger and acquisition strategy.
- 2001 **Vice President, Business Development, EpicYTE Pharmaceutical, Inc. San Diego, California.** As a member of the senior management team reporting to the CEO, the major responsibilities were to lead the business development efforts in partnering the Company's Plantibody™ technology for the production of human monoclonal antibodies in plants and the licensing from third parties of intellectual or other properties critical to the strategy of EpicYTE to develop a pipeline of antibody-based products..
- 1996 - 2000 **Senior Director, Business Development and Planning, Dura Pharmaceuticals, Inc., San Diego, California.** Responsibilities included planning licensing strategies, identification of product and development-stage in-licensing opportunities, analyses of business opportunities, leading due diligence efforts, negotiating contracts, developing licensing collaborations for the Spiros® inhalation drug delivery system with companies worldwide,

alliance maintenance and provision of leadership and expertise in the area of respiratory diseases and their treatments.

- 1993 - 1996 ***Director, Business Development, Dura Pharmaceuticals, Inc., San Diego, California***
- 1993 ***Senior Manager, Product Assessment and Scientific Liaison, Asian Licensing, Department of Scientific Information and Analysis, Corporate Strategic Development Division, Marion Merrell Dow Inc., Kansas City, Missouri.*** Major responsibilities included leading the development, organization and implementation of scientific assessment strategies for product and technology in-licensing and R&D collaboration opportunities, maximizing the Corporation's position during contract negotiations by providing recommendations and guidance to Licensing and Legal, and presenting recommendations to senior R&D and corporate management decision-making groups. Additional activities included participation in out-licensing teams, the identification and forecasting of emerging technological/scientific trends, and R&D portfolio analysis.
- 1990-1993 ***Manager, Product Assessment and Scientific Liaison, Asian Licensing, Department of Scientific Information and Analysis, Marion Merrell Dow Inc., Kansas City, Missouri.***
- 1987-1990 ***Senior Drug Evaluation Scientist, Department of New Product Information and Evaluations, Marion Laboratories, Kansas City, Missouri.*** Major responsibilities included evaluation and management of the data analysis on in-licensing candidates, communication of scientific rationale and recommendations regarding new product candidates and the utilization of various information systems to provide competitive intelligence, track evolving technologies and identify new product candidates.
- 1982-1987 ***Associate Professor (tenured), Department of Pharmacy Practice, College of Pharmacy, University of Florida, Gainesville, Florida.*** Major responsibilities included maintaining a clinical practice in internal medicine at the Gainesville Veterans Hospital, teaching undergraduate and Pharm.D. students in the clinical arena as well as in the classroom setting, coordinator for the therapeutics course, and the maintenance of an active research program (areas of expertise include pulmonary and gastrointestinal therapeutics).
- 1985-1987 ***Associate Chairman, Department of Pharmacy Practice, College of Pharmacy, University of Florida, Gainesville, Florida.*** Major duties included assuming the responsibilities of the Chairman during his nine-month sabbatical, developing adjunct faculty for external clinical practice sites, and coordinating the Department's Fellowship training program.

- 1980-1982 ***Assistant Professor, Department of Pharmacy Practice, College of Pharmacy, University of Florida, Gainesville, Florida.***
- 1978-1980 ***Instructor in Pharmacology, Cornell University Medical College, New York, New York.*** Responsibilities included rounding activities with the Clinical Pharmacology consult team as well as formal and informal teaching of medical students and medical house staff.
- 1977-1980 ***Assistant Director of Comprehensive Pharmaceutical Services, The New York Hospital-Cornell Medical Center, New York, New York.*** Responsibilities included the planning, coordination and management of all dispensing activities (Inpatient, Outpatient, Satellite and Employee Pharmacies) and clinical activities of the Pharmacy Department while maintaining an active clinical practice within the Department of Medicine. Duties involved operational responsibility for a staff of twenty professionals and twenty-five non-professionals.
- 1975-1977 ***Clinical Coordinator of Pharmacy Services, Medicine, The New York Hospital-Cornell Medical Center, New York, New York.*** Responsibilities included active participation in daily work rounds with a medical team, the training of pharmacists, students, and allied health professionals in clinical therapeutics and the development, implementation, and analysis of clinical research programs.
- 1974-1975 ***Assistant Director, Department of Pharmaceutical Services, Shands Teaching Hospital, University of Florida, Gainesville, Florida.*** Responsibilities included the coordination, implementation and supervision of activities in the areas of intravenous admixtures and parenteral nutrition, manufacturing, controlled substances, and supervising the activities of the Residency Program in Hospital Pharmacy. Duties included operational responsibility for a staff of four professionals and seven non-professionals.
- Adjunct Assistant Professor of Clinical Pharmacy, College of Pharmacy, University of Florida, Gainesville, Florida.*** Responsibilities included presenting lectures and leading discussion groups for graduate and undergraduate students and supervising undergraduate students during their rotations through the Pharmacy Department.

Professional Activities and Memberships

Kappa Psi Pharmaceutical Fraternity
 Licensing Executives Society
 Rho Chi Pharmaceutical Honor Society

Publications - Refereed

1. Gotz VP. Penicillin Desensitization - A Case Review. *Drug Intell Clin Pharm* 1976; 10:333-7.
2. Romankiewicz JA, Gotz VP, Carlin HS. Development of Patient Medication Instruction Cards. *Am J Hosp Pharm* 1976; 33:928-31.
3. Gotz VP, Lauper RD. Beclomethasone Dipropionate. *Drug Intell Clin Pharm* 1976;10:635-7.
4. Romankiewicz JA, Gotz VP, Capelli A, Carlin HS. An Interdisciplinary Approach to Improved Patient Compliance. *Am J Nurs* 1978;78:1216-9.
5. Gotz B, Gotz VP. Drugs and the Elderly. *Am J Nurs* 1978;78:1347-51.
6. Gotz VP. Corticosteroid Aerosol Therapy in Asthma. *US Pharmacist* 1978;3:74-82.
7. Romankiewicz JA, Gotz VP, Carlin HS. Patient Medication Instruction Cards: Effect on Patient Drug Knowledge. *US Pharmacist* 1978;3:H-24-H-34.
8. Gotz VP, Romankiewicz JA, Moss J, Murray H. Prophylaxis Against Ampicillin-Associated Diarrhea with a Lactobacillus Preparation. *Am J Hosp Pharm* 1979; 36:754-7.
9. Gotz VP, Drayer D, Schned E, Reidenberg M. An Unusual Cause of Theophylline Toxicity. *NY State J Med* 1979;79:1232-4.
10. Gotz VP, Jones BR. Complications of Cancer Chemotherapy. *US Pharmacist* 1979;4:H-1-H-24.
11. Romankiewicz JA, McManus J, Gotz VP, Carlin HS. Medications Not to be Refrigerated. *Am J Hosp Pharm* 1979;36:1541-5.
12. Brause BD, Romankiewicz JA, Gotz VP, Franklin JE, Roberts RB. Comparative Study of Diarrhea Associated with Clindamycin and Ampicillin Therapy. *Am J Gastroenterol* 1980;73:244-8.
13. Brandstetter RD, Gotz VP, Mar DD. Optimal Dosing of Epinephrine in Acute Asthma. *Am J Hosp Pharm* 1980;37:1326-9.
14. Gotz VP, Mar DD, Roche JJ. Compatibility of Amphotericin B with Drugs Used to Reduce Adverse Reactions. *Am J Hosp Pharm* 1981;38:378-9.
15. Brandstetter RD, Gotz VP, Mar DD. Identifying the Acutely Ill Patient with Asthma. *South Med J* 1981;74:713-5.
16. Gotz VP, Ryerson GG. Medical Management of Status Asthmaticus in Adults. *US Pharmacist* 1981;6:H-2-H-24.
17. Brandstetter RD, Gotz VP, Mar DD, Sachs D. Exacerbation of Diazepam-Induced Phlebitis by Oral Penicillamine. *Br Med J* 1981;283:525.

18. Gotz VP, Brandstetter RD, Mar DD. Bronchodilatory Effects of Subcutaneous Epinephrine in Acute Asthma. *Ann Emerg Med* 1981;10:518-20.
19. Wasserman FE, Gotz VP. Outpatient Prescribing and Monitoring of a Sustained-Release Theophylline Preparation. *Hosp Pharm* 1981;16:542-5.
20. Iafrate RP, Gotz VP, Robinson JD, Lupkiewicz SM. Computer-Simulated Conversion from Intravenous to Sustained-Release Oral Theophylline. *Drug Intell Clin Pharm* 1982;16:19-25.
21. Gotz VP, Rand KH. Medical Management of Antimicrobial-Associated Diarrhea and Colitis. *Pharmacotherapy* 1982;2:100-9.
22. Gordon SR, Gotz VP, Yost RL, Ryerson GG. Comparative Effects of Metoprolol and Propranolol on Pulmonary Function. *Curr Ther Res* 1982;31:346-53.
23. Gotz VP, Lopez LM, Reeves SE, Morrow ME. Clinical Utilization of Serum Theophylline Concentrations in a University-Affiliated Hospital. *Drug Intell Clin Pharm* 1982;16:872-4.
24. Gotz VP, Russell WL, Lopez LM. Evaluation of the Condition Correction Factor Method of Estimating Theophylline Clearance. *Ther Drug Monit* 1983;5:103-7.
25. Massey KL, Gotz VP. Anticholinergic Therapy of Chronic Obstructive Pulmonary Diseases. *Fla J Hosp Pharm* 1983;3:65-9.
26. Gotz VP, Dolly FR, Block AJ. Influence of Medroxyprogesterone on Theophylline Disposition. *J Clin Pharmacol* 1983;23:281-4.
27. Hatton RC, Gotz VP, Robinson JD, Russell WL, Ryerson GG. Conversion from Intravenous Aminophylline to Sustained-Release Theophylline: Computer Simulation versus In Vivo Results. *Clin Pharm* 1983;2:347-52.
28. Iafrate RP, Yost RL, Curry SH, Gotz VP, Caranasos GJ. Effect of Dose and Ointment Application Technique on Nitroglycerin Plasma Concentrations. *Pharmacotherapy* 1983;3:118-24.
29. Gotz VP, Yost RL, Lamadrid ME, Buchanan CD. Evaluation of a Potential Interaction: Thioridazine-Phenytoin. *Hosp Pharm* 1984;19:555-7.
30. Massey KL, Gotz VP, Russell WL. Dose-Dependent Kinetics of Theophylline in Adults with Pulmonary Diseases. *Ther Drug Monit* 1984;6:284-9.
31. Massey KL, Gotz VP. New Drug Evaluation: Ipratropium Bromide. *Drug Intell Clin Pharm* 1985;19:5-12.
32. Gotz VP, Rand KH, Kramer BS. Effect of Filtering Amphotericin B Infusions on the Incidence and Severity of Phlebitis and Selected Adverse Reactions. *Drug Intell Clin Pharm* 1985;19:436-9.
33. Parish RC, Moore RT, Gotz VP. Seizures Following Oral Lidocaine for Esophageal Anesthesia. *Drug Intell Clin Pharm* 1985;19:199-201.

34. Price W, Coli L, Brandstetter RD, Gotz VP. Ranitidine-Associated Hallucinations. *Eur J Clin Pharmacol* 1985;29:375-6.
35. Yost RL, Gotz VP. Effect of a Lactobacillus Preparation on the Absorption of Oral Ampicillin. *Antimicrob Agent Chemother* 1985;28:727-9.
36. Gotz VP, Ryerson GG. Evaluation of Tetracycline on Theophylline Disposition in Patients with Chronic Obstructive Airways Disease. *Drug Intell Clin Pharm* 1986;20:694-7.
37. Hill MR, Gotz VP, Harman E, McLeod I, Hendeles L. Evaluation of the Asthmogenicity of Propafenone, a New Antiarrhythmic. *Chest* 1986;90:698-702.
38. Mullersman G, Gotz VP, Russell WL, Derendorf H. Lack of Clinically Significant In Vitro and In Vivo Interactions Between Ranitidine and Sucralfate. *J Pharm Sci* 1986;75:995-8.
39. Parish RC, Gotz VP, Lopez LM, Mehta JL, Curry SH. Serum Lidocaine Concentrations Following Application to the Oropharynx: Effect of Cimetidine. *Ther Drug Monit* 1987;9:292-7.
40. Gotz VP. Drug Interactions with Oral Antimicrobial Therapy: A Need for Consideration. *Resident Staff Phys* 1987;33:45-60.
41. Smith PD, Gotz VP, Ryerson GG. Investigational Drug Evaluation: Almitrine Bismesylate. *Drug Intell Clin Pharm* 1987;21:417-21.
42. Parish RC, Gotz VP, Mehta JL. Cimetidine Does Not Increase Alpha-1 Acid Glycoprotein Serum Concentration. *Br J Clin Pharmacol* 1988;25:514-7.
43. Hooshmand-Rad R, Chu A, Gotz V, Morris J, Batty S, Freifeld A. Use of Amphotericin B Lipid Complex in Elderly Patients. *J Infection* 2005;50:277-87.
44. Meier-Kriesche H-U, Morris JA, Chu AH, Steffen BJ, Gotz VP, Gordon RD, Kaplan B. Mycophenolate Mofetil versus Azathioprine in a Large Population of Elderly Renal Transplant Patients. *Neph Dial Transplant* 2004;19:2864-9.
45. Hooshmand-Rad R, Reed MD, Chu A, Gotz V, Morris JA, Weinberg J, Dominguez EA. Retrospective Study of the Renal Effects of Amphotericin B Lipid Complex When Used at Higher-Than-Recommended Dosages and Longer Durations Compared with Lower Dosages and Shorter Durations in Patients with Systemic Fungal Infections. *Clin Ther* 2004;26:1652-62.
46. Morris JA, Hanson JE, Steffen BJ, Chu AH, Chi-Burris KS, Gotz VP, Gordon RD. Daclizumab is Associated with Decreased Rejection and Improved Patient Survival in Renal Transplant Recipients. *Clin Transplant* 2005;19:340-345.
47. Hare CB, Morris JA, Chu A, Gotz V, Loveland JJ, Hodes D and Klaskala W. Comparison of Characteristics of Treated and Non-treated Patients with Hepatitis C Infection. *Pharmacoepidem Drug Safety* 2006;15:71-76.
48. Trookman NS, Rizer RL, Ford R, Ho E, Gotz V. Immediate and Long-term Clinical Benefits of a Topical Treatment for Facial Lines and Wrinkles. *J Clin Aesthetic Dermatol* 2009;2:38-43.

49. Trookman NS, Rizer RL, Ford R, Mehta R, Gotz V. Clinical Assessment of a Combination Lip Treatment to Restore Moisturization and Fullness. *J Clin Aesthetic Dermatol* 2009;2:44-48.
50. Atkin DH, Trookman NS, Rizer RL, Schreck LE, Ho ET, Gotz V, Ford RO, Mehta RC. Combination of Physiologically Balanced Growth Factors with Antioxidants for Reversal of Facial Photodamage. *J Cosmet Laser Ther* 2010;12:14-20
51. Trookman NS, Rizer RL, Ho ET, Ford RO, Gotz V. Moisturizing Advantages of Desonide Hydrogel in Treating Atopic Dermatitis. *Cutis* 2011;88(suppl 1[i]):7-12.
52. Trookman NS, Rizer RL, Ho ET, Ford RO, Gotz V. The Importance of Vehicle Properties to Patients with Atopic Dermatitis. *Cutis* 2011;88(suppl 1[i]):13-17.
53. Kerney DL, Ford RO, Gotz V. Self-Reported Participant Experience with Desonide Hydrogel in the Treatment of Mild to Moderate Atopic Dermatitis. *Cutis* 2011;88(suppl 1[i]):18-24.
54. Ho ET, Trookman NS, Sperber BR, Rizer RL, Spindler R, Sonti S, Gotz V, Mehta R. A Randomized, Double-Blind, Controlled Comparative Trial of the Antaging Properties of Non-Prescription Tri-retinol 1.1% vs Prescription Tretinoin 0.025%. *J Drug Dermatol* 2012;11:64-69.
55. Makino ET, Herndon JH, Sigler ML, Gotz V, Garruto J, Mehta RC. Clinical Efficacy and Safety of a Multimodality Skin Brightener Composition Compared with 4% Hydroquinone. *J Drug Dermatol* 2012;11:1478-1482.

Publications - Books or Manuals

1. Gotz VP. Drug Receptor Relationships of the Autonomic Nervous System. In *Handbook of the Pharmacology of Emergency Drugs for Paramedics*, Drug Intelligence Publications, 1977.
2. Romankiewicz JA, Gotz VP, Lauper RD. Treatment of Congestive Heart Failure. In *Self-Assessment of Current Knowledge in Clinical Pharmacy*, 2nd Edition, Medical Examination Publishing Co., 1978.
3. *The New York Hospital Patient Education Manual*, Pharmacy Department, The New York Hospital, 1978.
4. *The New York Hospital Patient Education Manual*, Pharmacy Department, The New York Hospital, 1979.
5. Romankiewicz JA, Capelli A, Gotz VP, (eds). *Handbook of Essential Drug Therapy for Critical Care Nurses*, Drug Intelligence Publications, 1980.
6. Spencer RT, Nichols LW, Waterhouse HP, West FM, Bankert EG, (eds), Gotz VP (consulting ed). *Clinical Pharmacology and Nursing Management*, 2nd Edition, J.B. Lippincott, Co., 1986.
7. Gotz VP. Respiratory Diseases. In Delafuente JC, Stewart RB (eds): *Therapeutics for the Elderly*, Williams and Wilkins, 1988.

8. Gotz VP. Chronic Obstructive Airways Disease. In Young LY, Koda-Kimble MA (eds): *Applied Therapeutics: The Clinical Use of Drugs*, 4th Edition, Applied Therapeutics, Inc., 1988.
9. Gotz VP. Practical Considerations in the Pharmacologic Management of Lung Disease. In Brandstetter RD (ed): *Pulmonary Medicine: Problems in Primary Care*, Medical Economics Co., 1989.
10. Gotz VP. Chronic Obstructive Airways Disease. In Young LY, Koda-Kimble MA (eds): *Applied Therapeutics: The Clinical Use of Drugs*, 5th Edition, Applied Therapeutics, Inc., 1992.