

For Immediate Release

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Business development manager joins PVLSI

The Pioneer Valley Life Sciences Institute announces that Marcia Dougan Woods, MPH has joined the Institute as its business development manager. In that capacity she will work closely with the senior leadership team to advance relationships and implement innovative programs with industry. Ms. Woods has 20 years of experience in the biotechnology and pharmaceutical industries, including as a consultant to small biotechnology companies and with Bristol-Myers Squibb as director, Oncology/Pharmacogenomics External Science Technology and Licensing. She holds a MPH from Yale University and a BS in biological sciences from Bates College.

"I am delighted that Marcia is here. We are fortunate to have her breadth of experience to draw upon as we expand our relationships with industry. We see business development as an important part of our commitment to the continued growth of our organization, our interdisciplinary translational research agenda and realizing our potential to contribute to life science-driven economic development in the region and Commonwealth." observes PVLSI executive director, Dr. Paul Friedmann.

"Having worked as a consultant for small biotechnology companies and at the intersection of science and business in a large corporation, I see great potential for the PVLSI to engage industry in a variety of ways. Joining the Institute at this stage of its development affords me the exciting opportunity to help create new programs that meet the needs of industry as well as those of the PVLSI," states Ms. Woods.

"As we accelerate our outreach to the private sector, we are very fortunate to have someone with Marcia's expertise on board," remarks Larry Schwartz, science director, "Collaborations with industry are essential to maximizing the impact of our research and technical capabilities on biomedical research, human health, and the economic well-being of our region and state."

About the Pioneer Valley Life Sciences Institute (PVLSI)

PVLSI was created in 2002 as a joint venture of Baystate Medical Center and the University of Massachusetts Amherst with the dual missions of biomedical research and economic development. Drawing on each of the founders as well as its own researchers, the Institute brings together physicians, scientists, and engineers to create interdisciplinary and multidisciplinary teams focused on the molecular mechanisms of disease and the development of new diagnostic and therapeutic tools. For more information, go to www.pvlsi.org.

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