

BIOPHARMATRIX

Lifesciences Intelligence

Master Portfolio & Operational Framework

Building the Ecosystems of Science

Engineering the Infrastructure of Discovery

Modern life science innovation requires more than just lab benches and fume hoods; it requires a high-coherence operational ecosystem. **BioPharMatrix LLC** is a specialized consultancy that transforms architectural shells into fully operational, BSL-2 ready research hubs.

1. The Infrastructure Gap

The transition from a "finished building" to a "functioning lab" is where most incubator projects lose momentum. Key challenges include Regulatory Complexity (BSL-2, EHS), Operational Silos, and Tenant Friction.

2. The BioPharMatrix Methodology

Our approach is built on the 5-Phase Translational Pathway:

- **Phase I: Strategic Staffing:** Director & Experience Ambassador roles.
- **Phase II: Startup Readiness:** SOPs, Zone Delineation, & Ops Manuals.
- **Phase III: Technical Logistics:** Procurement & Equipment Lifecycles.
- **Phase IV: EHS Architecture:** BSL-2 certification & Waste Protocols.
- **Phase V: Operational Coherence:** Onboarding & Culture Building.

3. Stakeholder Management & The Ecosystem

A successful innovation center is defined by the quality of its relationships. BioPharMatrix manages the multi-scale interactions between three groups:

Institutional Partners: Aligning with entities like UPenn and the Penn Center for Innovation to drive regional commercialization.

Scientific Vendor Ecosystem: Leveraging relationships with leaders like Thermo Fisher Scientific and Airgas to ensure uninterrupted supply chains.

Regulatory Authorities: Acting as the primary liaison for EHS, L&I, and Fire Safety to proactively mitigate liability.

4. Case Study: The Pennovation Center

BioPharMatrix directed the operational launch of Philadelphia's premier biotech incubator, resulting in 100% BSL-2 readiness at launch and creating a reproducible model for shared-lab operations.

BioPharMatrix is not a facility manager; we are Lifesciences Intelligence. We solve the "passive" operational risks that slow down science.

SYSTEM OF RECORD

Institutional Stakeholders

| Name | Organization | Role | Contact Info |
|----------------|---------------|----------------------|---------------------------|
| Dr. Frank Leu | BioPharMatrix | Director of PCBL | frankpleu@gmail.com |
| Laurie Actman | PCI | Strategic Lead | lactman@upenn.edu |
| Paul Sehnert | UPenn FRES | Real Estate Strategy | [Contact via FRES] |
| Shelton Mercer | 1776 / BD | Operational Partner | [Contact via 1701 Walnut] |

Preferred Scientific Vendors

| Vendor Name | Category | Service/Product |
|---------------|---------------------|--------------------------------|
| Thermo Fisher | Scientific Supplies | Primary preferred vendor |
| Airgas | Specialty Gas | CO2, Nitrogen, Manifolds |
| Stericycle | Waste Mgmt | Biological & Chemical Waste |
| Merck & Co. | Instrumentation | Strategic Equipment Partner |
| JLL | Facilities | Campus Logistics & Maintenance |

VENDOR QUALIFICATION CHECKLIST

Standardized audit tool for evaluating laboratory-grade product and service providers.

1. Regulatory & Compliance

- EHS Alignment:** Does the vendor follow local EHS guidelines?
- Hazardous Materials:** Are SDS provided for every shipment?
- Insurance:** Adequate liability for BSL-2 environments?

2. Technical Capabilities

- Calibration:** Are NIST-traceable certificates provided?
- Sterilization:** Products certified autoclavable / DNA-free?
- Maintenance:** Guaranteed 24-48 hour response time?

3. Operational Logistics

- Security:** Is the vendor cleared for secure-access facilities?
- Sustainability:** Pipette tip box / plastic recycling programs?

Approved By: _____ Date: _____