



Licensing Executives Society
(U.S.A. and Canada), Inc.

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**The Licensing Executives Society (USA and Canada) Names Ed Saltzman
2016 Recipient of the LES Frank Barnes Mentor Award**

Award to be presented during Society's 51st Annual Meeting, October 23-26, 2016, Vancouver, Canada

The *LES Frank Barnes Mentor Award* was established in 2000 by members of the Licensing Executives Society (USA and Canada), Inc., to memorialize Mr. Barnes' vast contributions to the field of licensing through mentorship. The award is designed to honor those who throughout their career have actively and enthusiastically mentored others in the field of licensing.

Frank Barnes, Corporate Vice President for Abbott Labs, passed away in June 2000 after a long fight with cancer. Frank's contributions to Abbott through his in-licensing prowess are legendary, earning the company billions of dollars annually. Aside from his financial impact for Abbott, Frank was known throughout the pharmaceutical industry as one of the "*Deans of Pharma Licensing*". An early supporter of LES, Frank mentored dozens of licensing executives who continue to make huge contributions throughout the pharmaceutical industry. Thus, his legacy lives on.

This year by wide acclaim, the award committee, chaired by *Bill Mattson, Operating Partner, Linden Capital*, will present the LES Frank Barnes Mentor Award to *Ed Saltzman, President and Founder of Defined Health*. Ed Saltzman, a member of LES and the New York Pharma Forum, is a graduate of New York University. He serves on the Board of Directors for Vidac Pharma. He is a natural mentor, and has devoted his entire career to the guidance and success of licensing professionals.

Mr. Saltzman possesses a vast knowledge of the pharmaceutical and biotechnology industry for over 25 years in consultancy to pharma, biotech, specialty pharma and investors. Prior to founding Defined Health, Ed held positions at the Ayerst Laboratories unit of American Home Products, where he was responsible for evaluation and forecasting of compounds being considered for licensing, and at FIND/SVP, where he managed the Healthcare Information Center.

As one colleague wrote, "I worked with Ed on some pharmaceutical market research projects. In each, he was a teacher extraordinaire. Without his knowing it, I considered him a mentor because of his ongoing willingness to provide "this novice" access, discuss situations and share "active" thinking on defining research to pursue. Often he didn't answer my questions directly, but prodded my thinking by offering a perspective, and together evolving toward an answer. He challenged me, and taught me to focus not on the answer, but on discerning the "real question".

Ed Saltzman is an in-demand speaker on industry issues and is recognized widely as an early "spotter" of key trends that go on to have significant impact within the life sciences industry. He has spoken over the past 15 years to large audiences at Defined Health's Therapeutic Insight and Cancer Progress conferences, the LES Annual Meeting and numerous industry conferences, and his insights into the healthcare industry are renowned.

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About LES (USA & Canada): Established in 1965, LES (USA & Canada) is a professional society of nearly 3,000 members engaged in the creation, commercial development, and orderly transfer of intellectual property. LES members include business executives, lawyers, accountants, consultants, and scientists and engineers; and those members represent innovation-oriented enterprises of all sizes, professional services firms, universities, and government labs. LES is a member society of the Licensing Executives Society International, Inc. (LESI), which has more than 10,000 members worldwide among 32 sister societies representing 90 countries. For more information about LES, visit www.lesusacanada.org.