



The intellectual shorthand of data visualization  
can make the abstract and complex clear, elegant and  
understandable.

# color mapping

## COMPETITIVE HIV PRODUCT COLOR LANDSCAPE



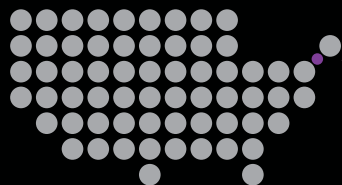
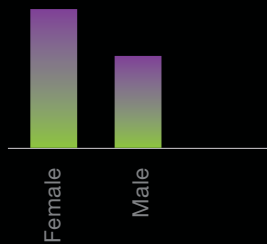
## COMPETITIVE PRODUCTS

Promoted	Non-Promoted
Aptivus	Agenerase
Atripla	Combivir
Complera	Crixivan
Epzicom	Emtriva
Fuzeon	Epivir
Intelence	Fortovase
Isentress	Hivid
Kaletra	Invirase
Lexiva	Norvir
Prezista	Rescriptor
Rayataz	Retrovir
Selzentry	Trizvir
Truvada	Videx
Viramune	Videx EC
Viramune XR	Viracept
	Viread

# know the facts

## HIV INFECTION IN THE UNITED STATES 2012

Amongst heterosexuals there are an estimated 12,900 new cases of HIV in 2012 (% below)



The estimated 1.2 million cases of HIV in the United States is equivalent to the population of New Hampshire

1.2 million people in the United States are currently infected with Human Immunodeficiency Virus (HIV)

Of those 1.2 million people, approximately 1 in 7 or 15%, are unaware that they are infected with HIV

HIV among children under the age of 13 in the United States is approximately 200



# enzyme activity

MANY NNRTIS AND PIS CAN AFFECT CYP450 ENZYMES

## ENZYME INHIBITION

Decreased hepatic clearance  
of substrates

Amprenavir	Lopinavir
Atazanavir	Ritonavir
Darunavir	Saquinavir/ritonavir
Fosamprenavir	Tipranavir/ritonavir

Decreased plasma levels  
of substrates



## ENZYME INDUCTION

Increased hepatic clearance  
of substrates

Ritonavir  
Nevirapine

Decreased plasma levels  
of substrates

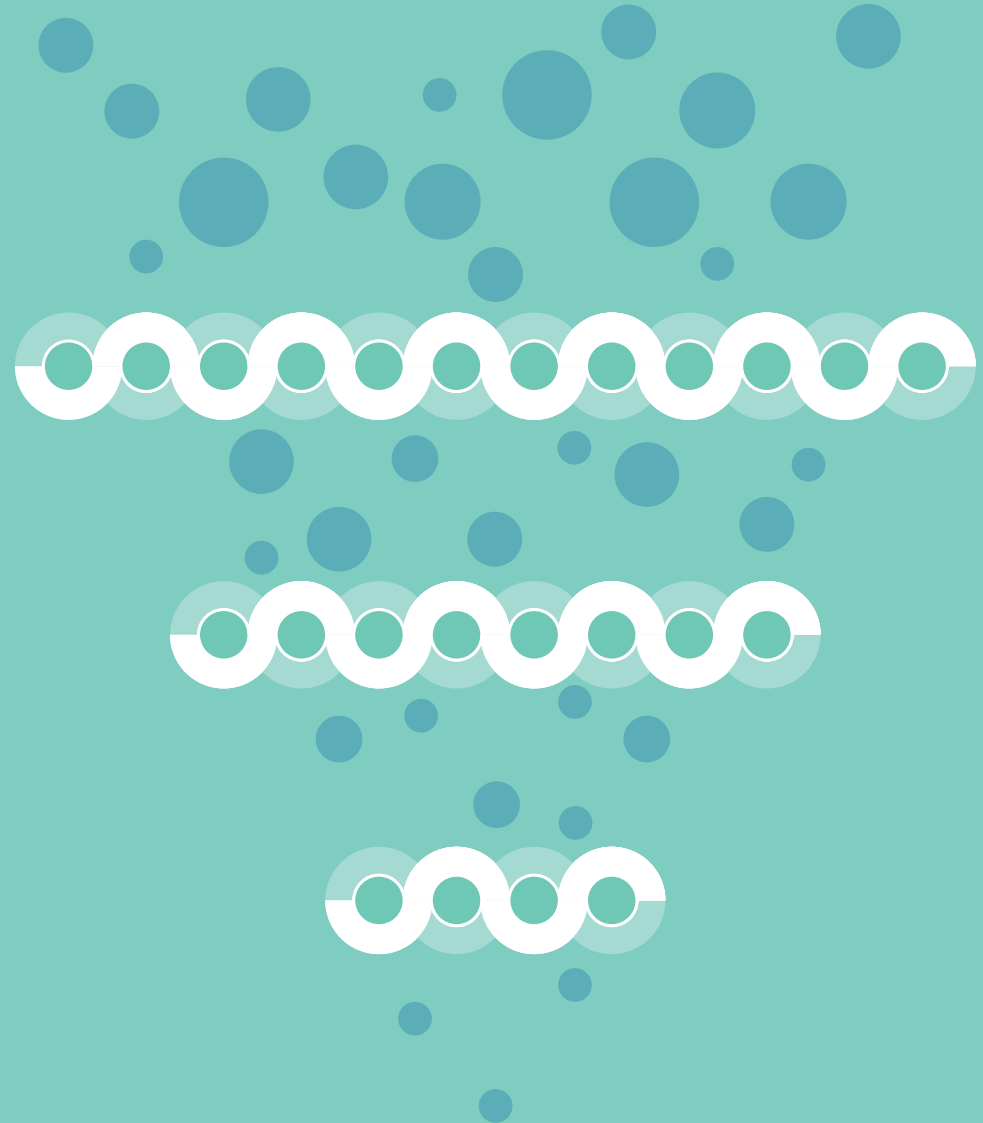
# SaatiMil™

PRECISION FABRICS FOR  
**MILLING AND SIFTING APPLICATIONS**

## **For precise, high-capacity particle separation**

SaatiMil™ screens are precision woven for accurate, high-capacity particle separation. The SaatiMil™ line is ideal for the exacting screening and separating procedures used in food, chemical, pharmaceutical, and mining industries. Applications include flour milling, abrasive sifting, chemical classification, pharmaceutical separation sand sifting, and corn, sugar and rice separation.

Throughout the world, SaatiMil™ screens are known for their high capacity, longevity, perfect fit, and competitive pricing.



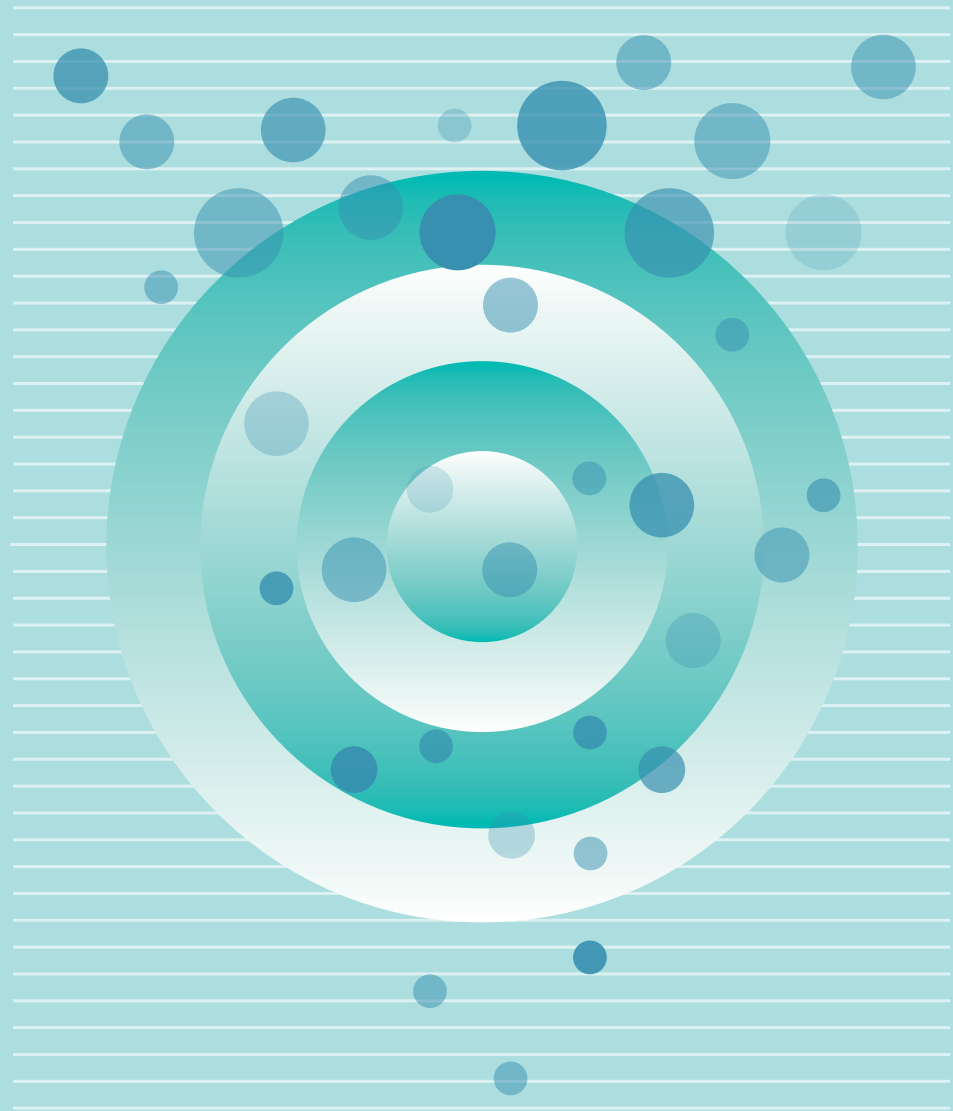
# SaatiCare™

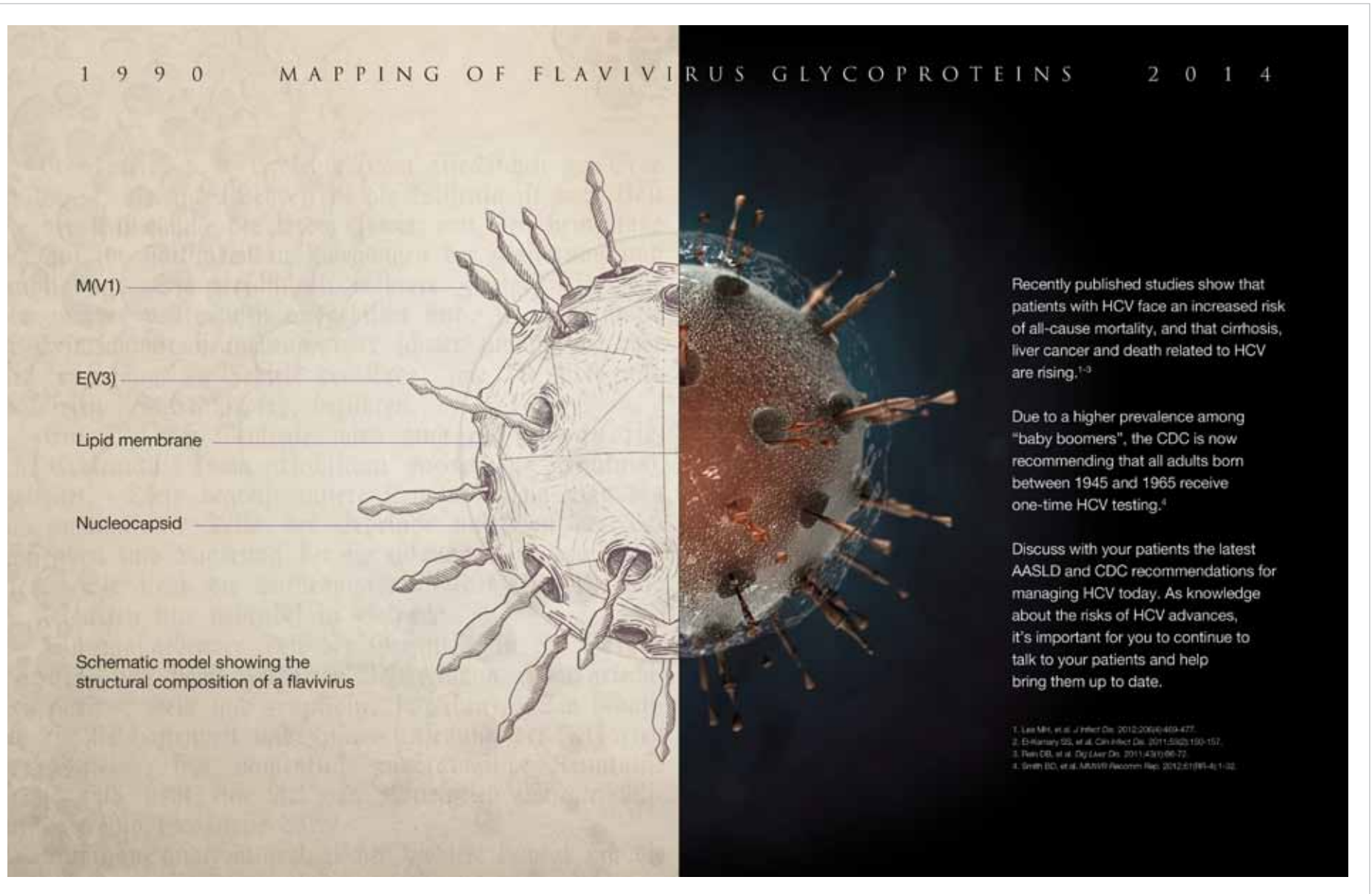
## PRECISION FABRICS FOR **HEALTHCARE** APPLICATIONS

### **Medical and Diagnostic devices**

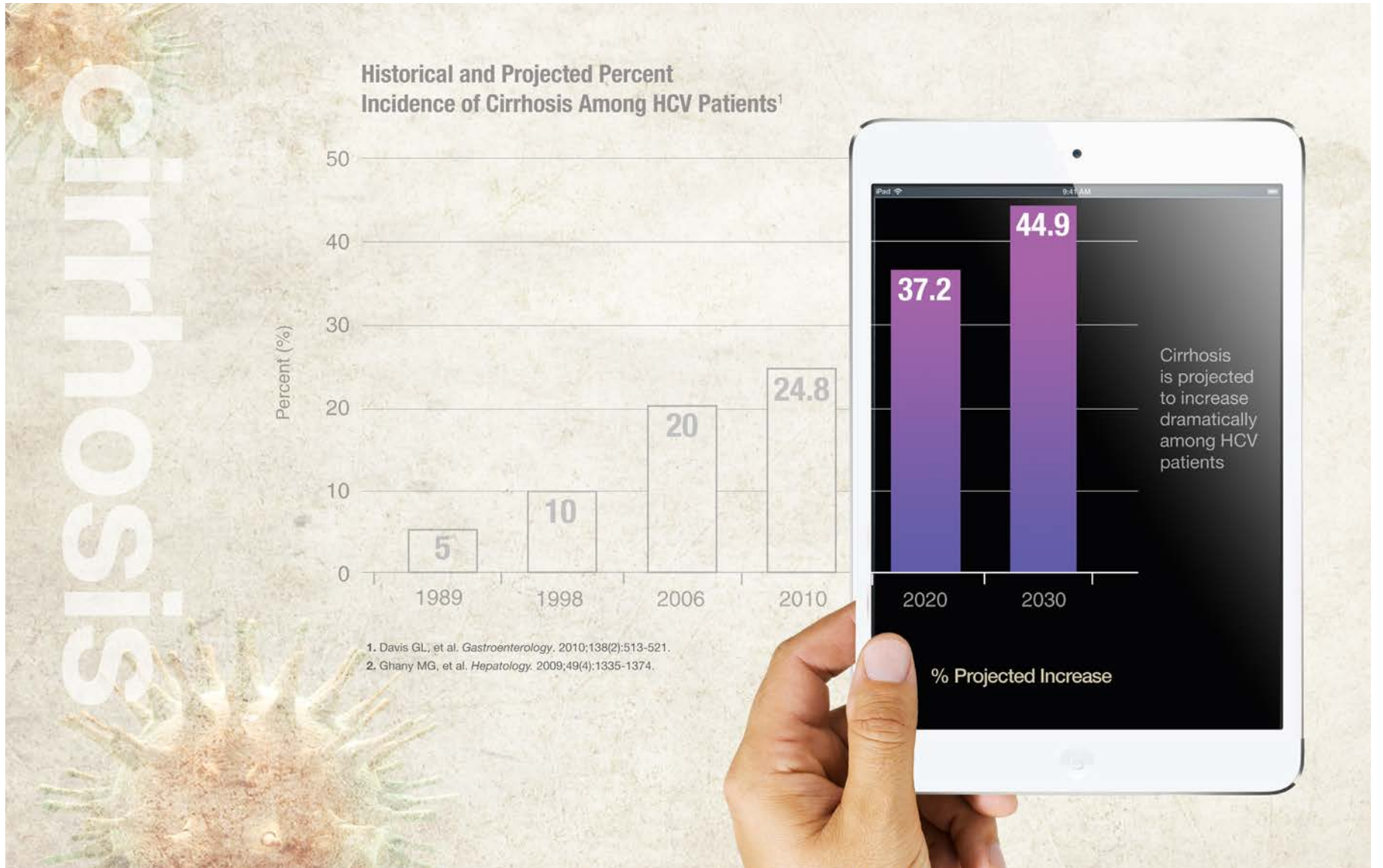
Among the most demanding fabric applications are medical and diagnostic devices. SaatiCare™ healthcare fabrics are more than up to the task; they are the preferred choice for arterial and transfusion filters, diagnostic test kits, collection reservoirs, biopsy bags, oxygenators, and flow control devices. The precise aperture size, uniform flow rates, and lot-to-lot consistency make SaatiCare™ fabrics the ideal solution for demanding healthcare applications.

Manufactured to the most exacting standards, SaatiCare™ fabrics are woven with monofilament polyester or polyamide fibers with smooth and uniform surfaces that are particularly suitable for medical applications.





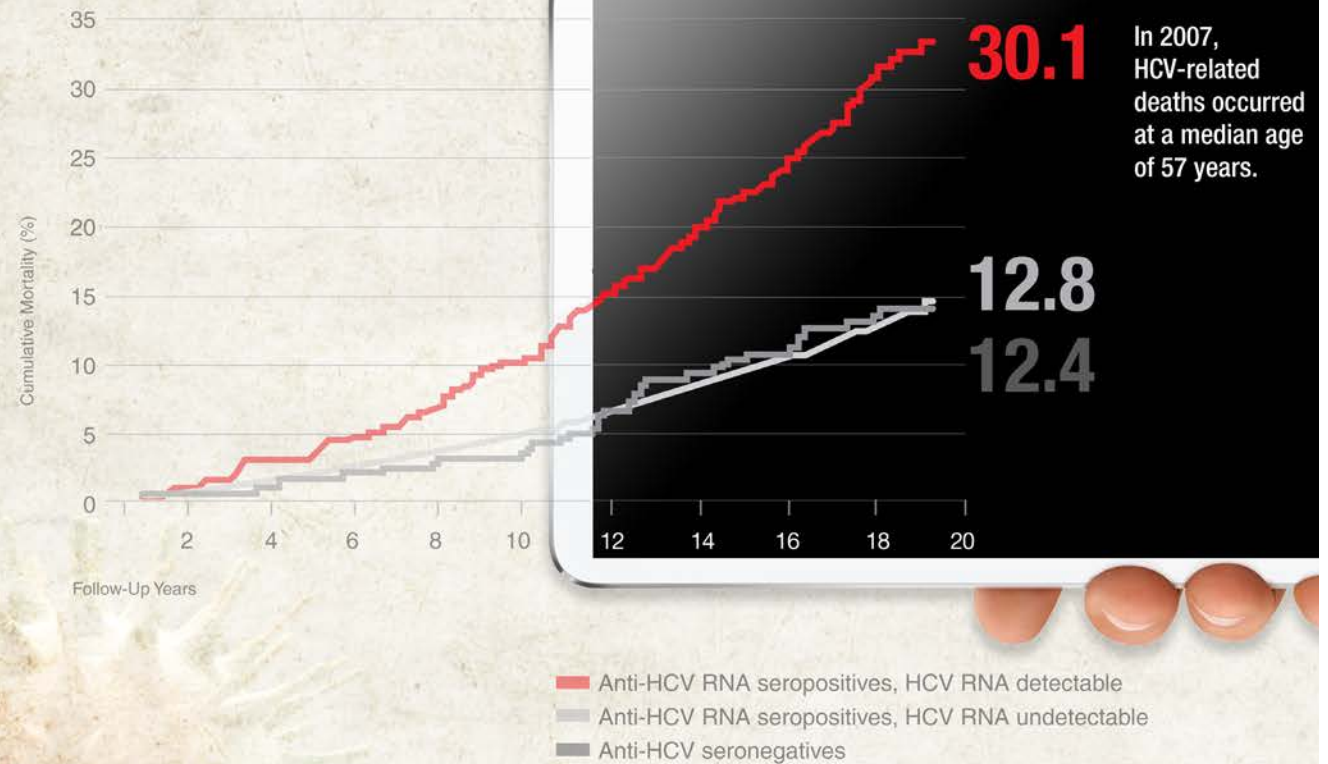




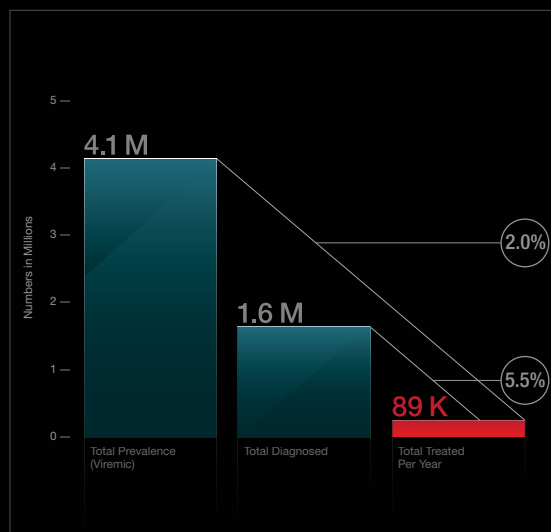
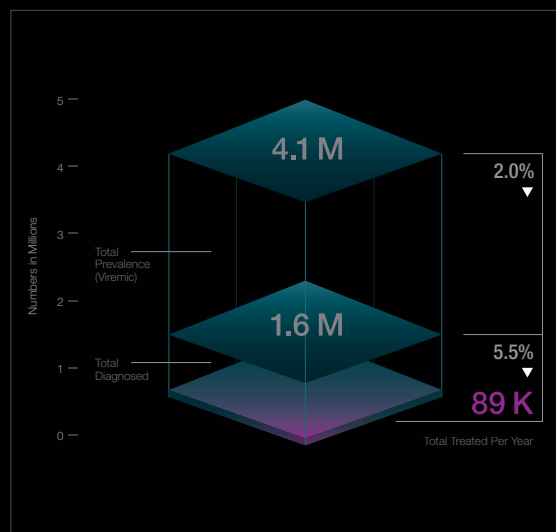
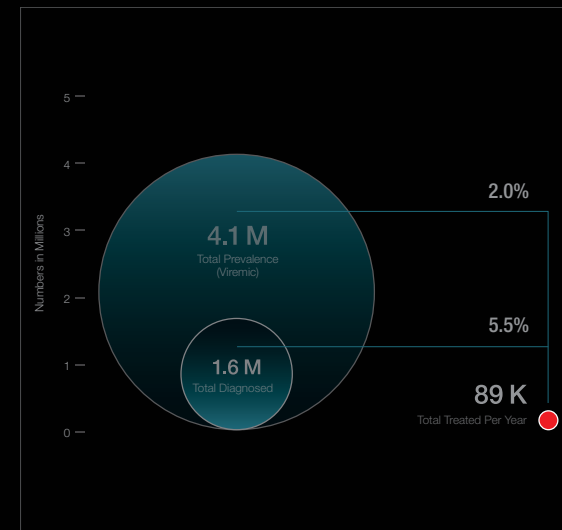
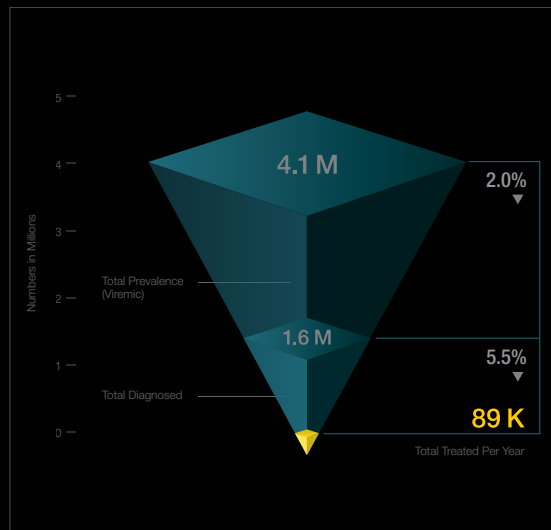
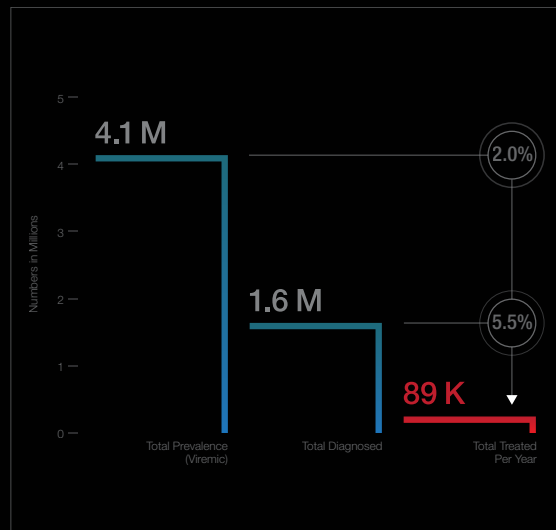


# hepatitis C

HCP infection is significantly associated with an increased risk of death from hepatic and non-hepatic causes<sup>1</sup>



$P < .001$  for comparison among three groups  
 $P < .001$  for HCV RNA detectable vs. undetectable



## A Study in Data Visualization

Multiple executions and alternative design options for the visualization of data to be used on an iPad app presentation. The intent of this graph is to display that there is a significant gap in HCV care. This gap measures the prevalence and treatment in the US.

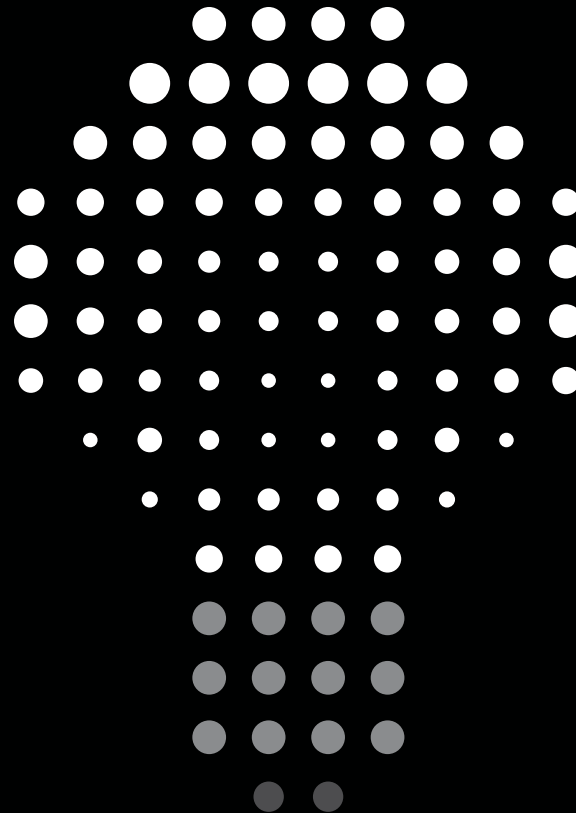
The data is of the estimated figures are derived from NHANES and Chak, et al. *Liver Int.* 2011;31(8):1090-1101. Estimates of treated per year derived from prescription claims data for patients with HCV infection on antiviral treatment in 2011.

NHANES = National Health and Nutritional Examination Study.

# ighting the way

SHEDDING NEW LIGHT ON U.S. ENERGY EFFICIENCY STANDARDS

2012 UPDATES



## NEW TECHNOLOGY

Compact Fluorescent Light bulbs (CFLs) and Light Emitting Diodes (LEDs) use 25 to 30 percent less energy than traditional incandescent light bulbs

## SAVINGS

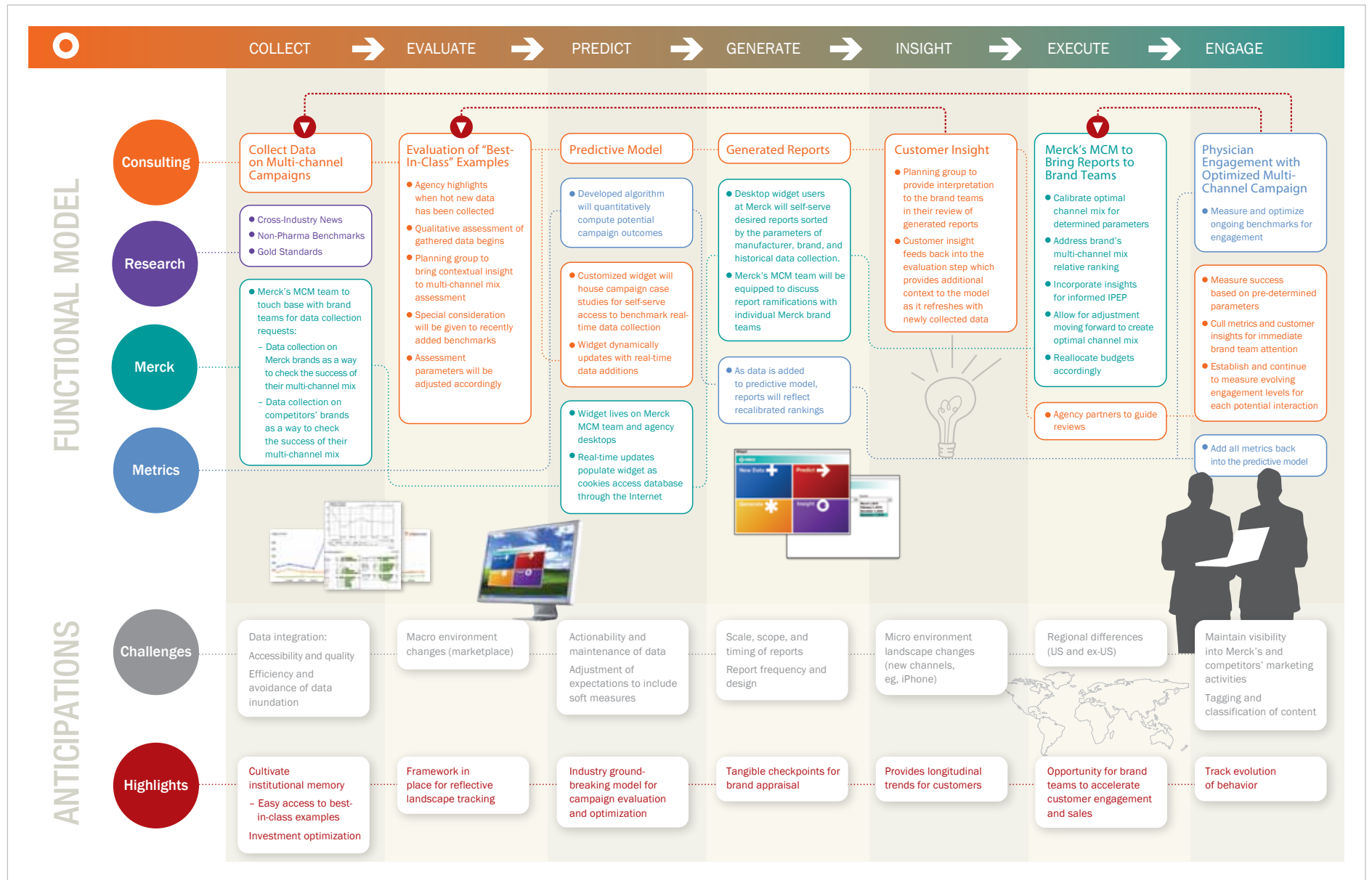
Estimated electric bill savings of more than \$10 billion per year with incandescent phase out

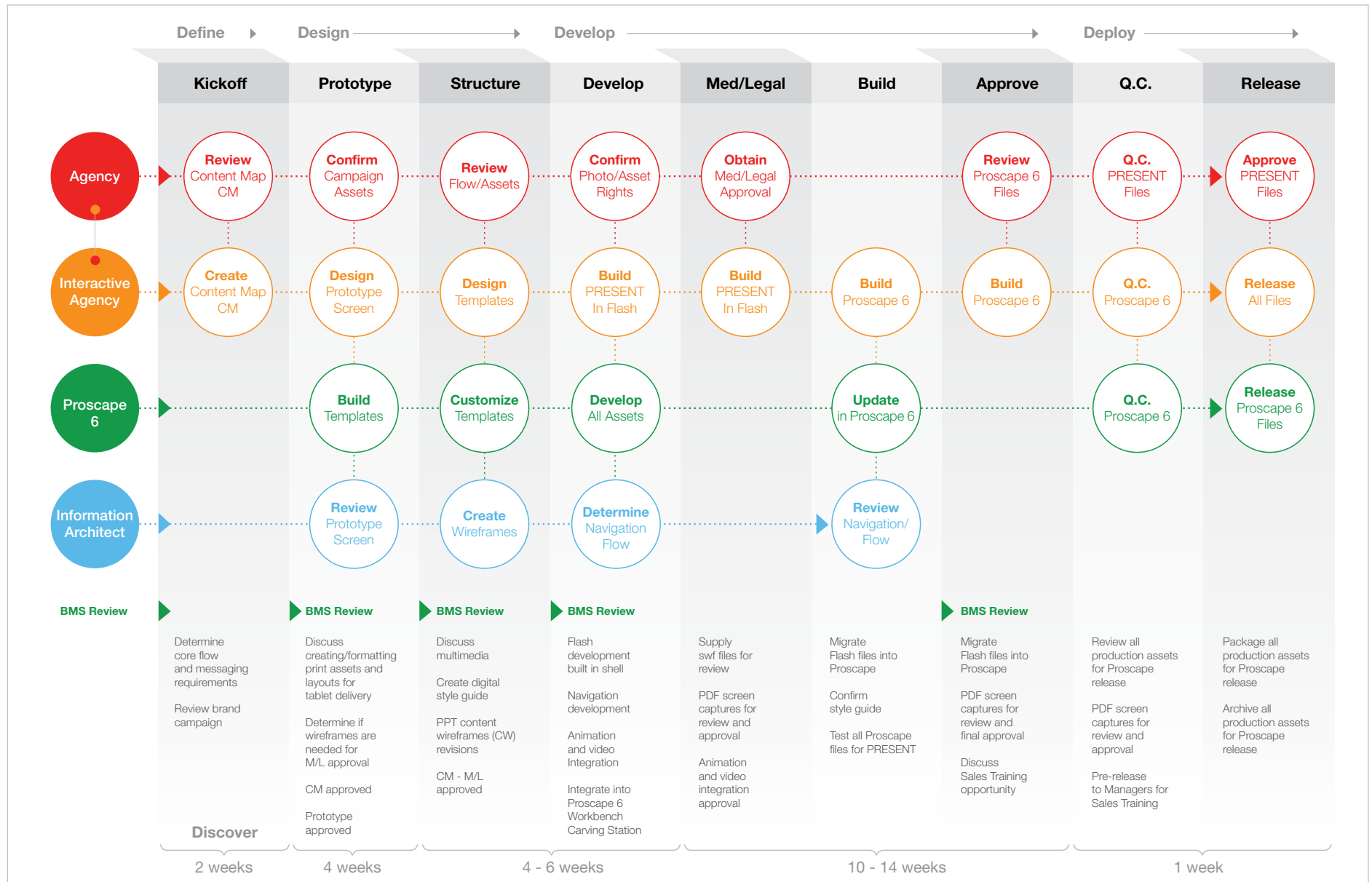
## PERCENTAGES

Almost half of the electricity used by industry is for lighting. In homes, up to 25 percent of our electric bill is for lighting

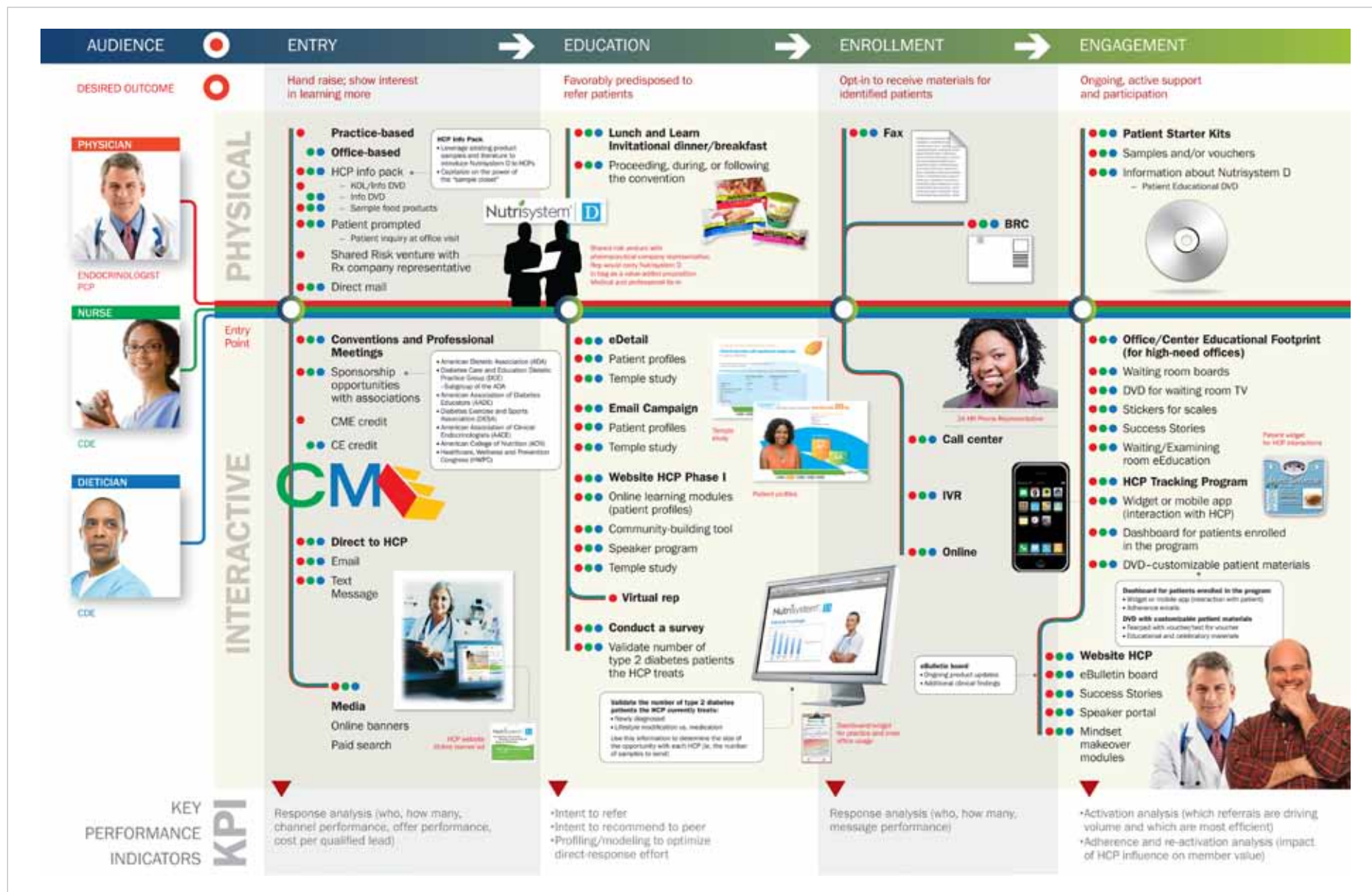
## ENVIRONMENT

Presently over 4 billion screw-based sockets in the United States

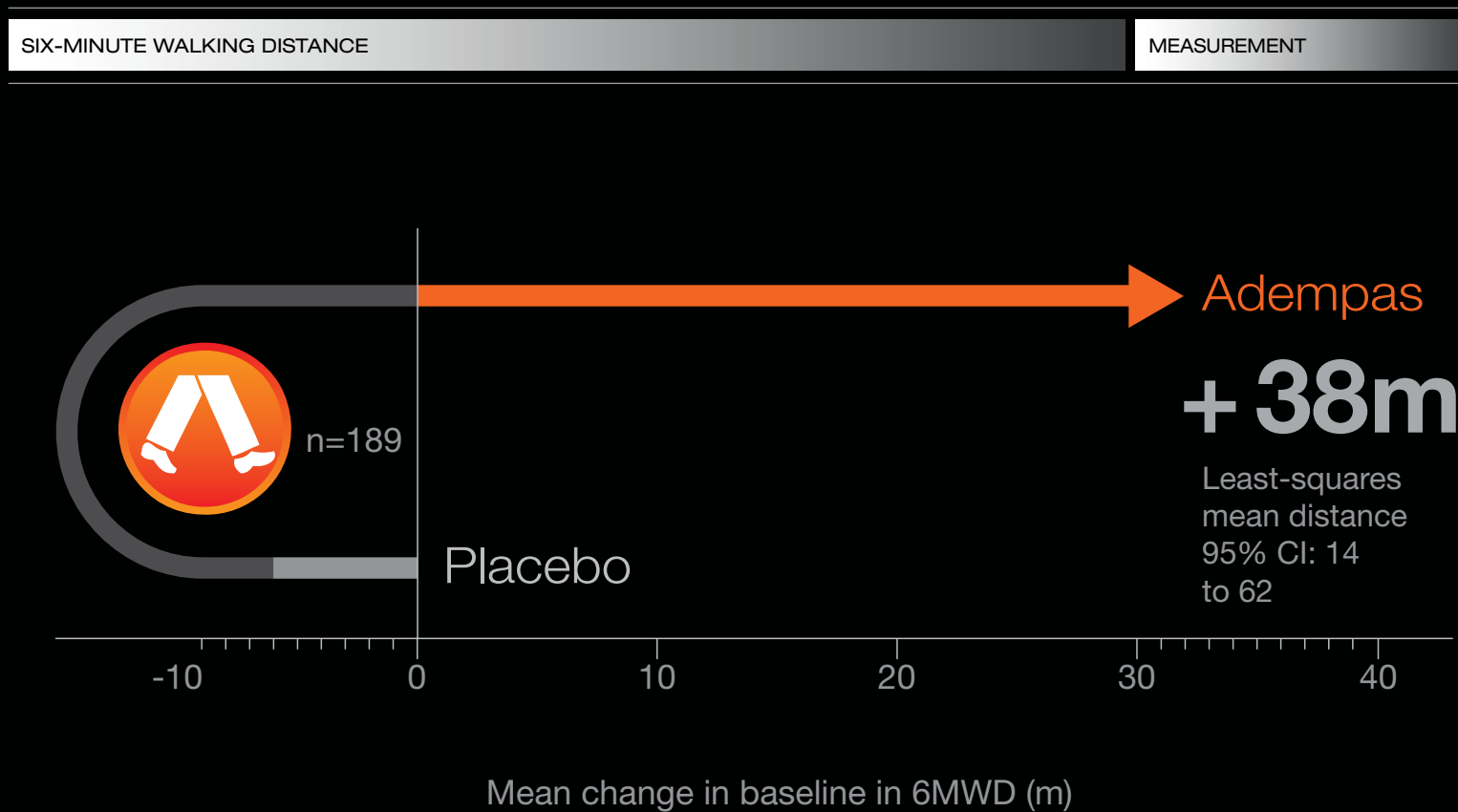








# stepping ahead





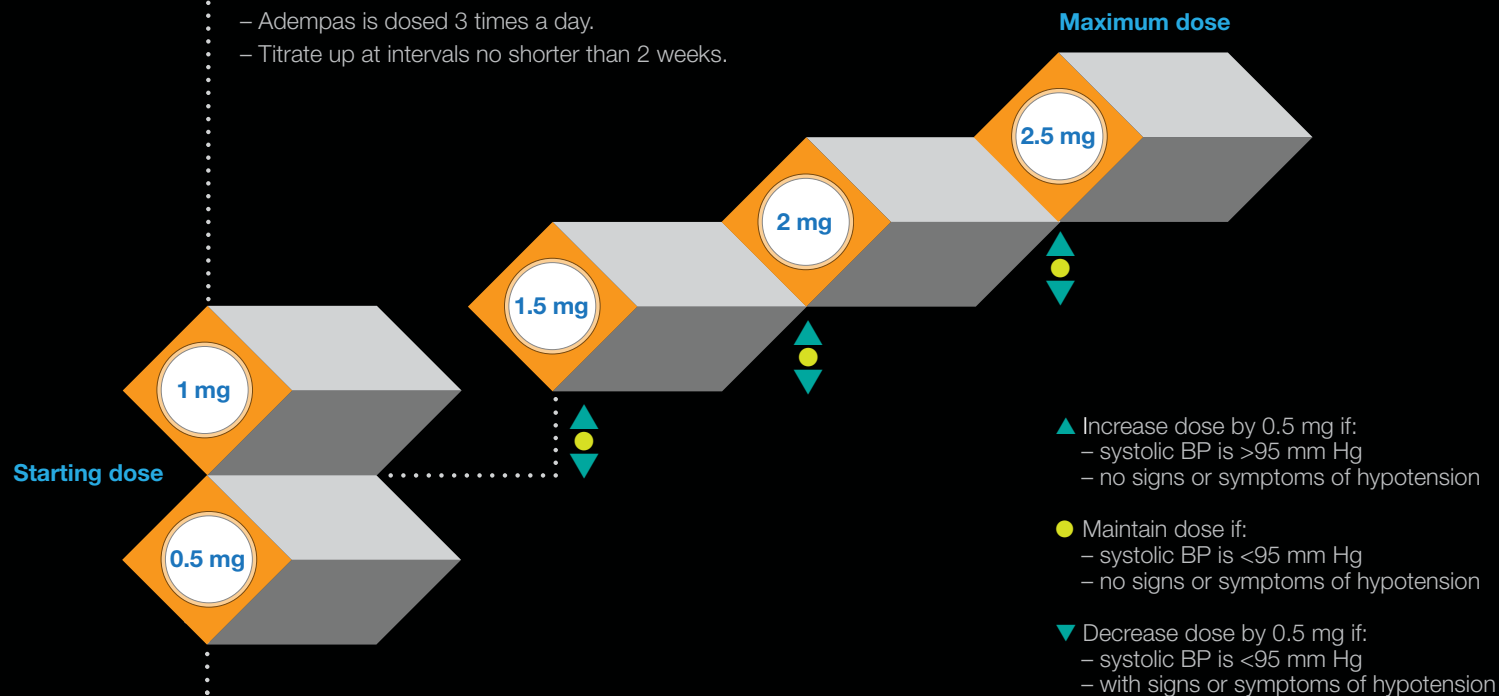
# dose titration

AT EACH VISIT ASSESS FOR DOSE ADJUSTMENT

GUIDELINES

## Dosing and Titration

- Adempas is dosed 3 times a day.
- Titrate up at intervals no shorter than 2 weeks.



If treatment has to be interrupted for 3 days or more, restart. If one dose is missed, the next dose should be taken as planned.

## PRODUCT DOSING CARDS FOR MULTIPLE INDICATIONS

### GROMMET CONNECTED CARDS

Sample of Dosing tool fanned/open

#### FRONT SECTION

Adult

#### SECONDARY SECTION

Pediatric

#### SEPARATE CARDS

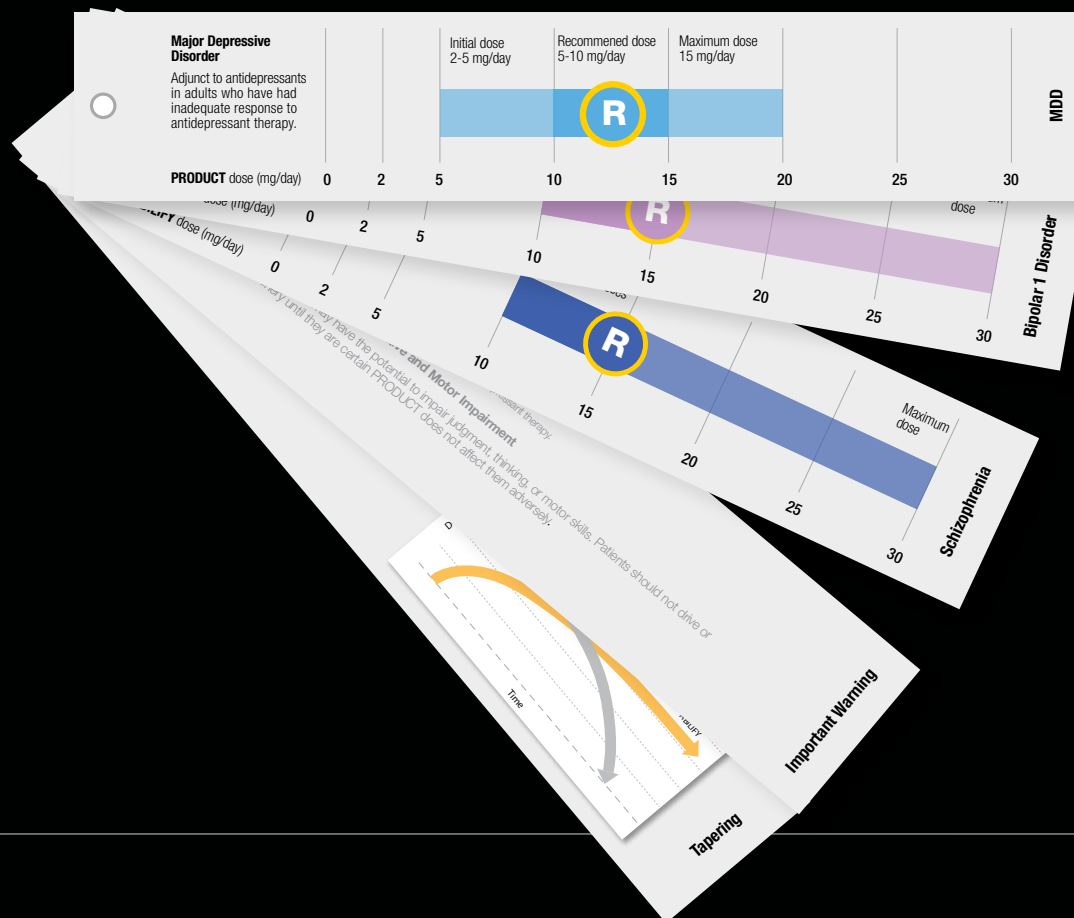
Additional Dosing Guidance

Important Safety Information

Tablet identification

Titration

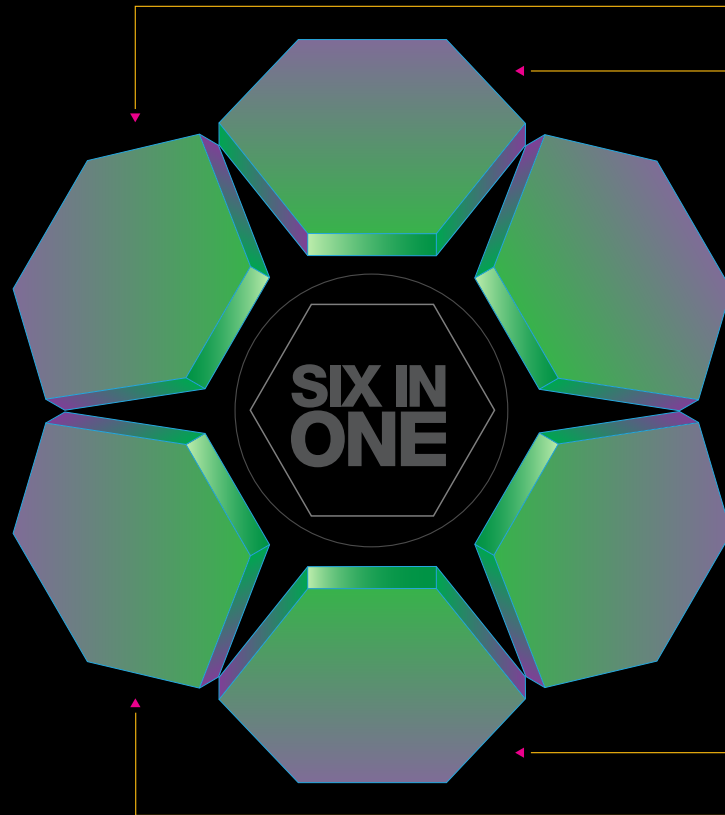
Sign-off/Copyright Back



# core benefits

EMPOWERS THE TREATMENT OF HCV GT 1

PRODUCT SUMMARY



## MOA

High barrier to resistance

## EFFICACY

Consistently high SVR across all types of GT 1

## IFN- AND RBV-FREE

A more streamlined and positive treatment experience

## DOSING

One pill, once daily, single-tablet regimen

## SHORT DURATION

Treatment as short as 8 weeks

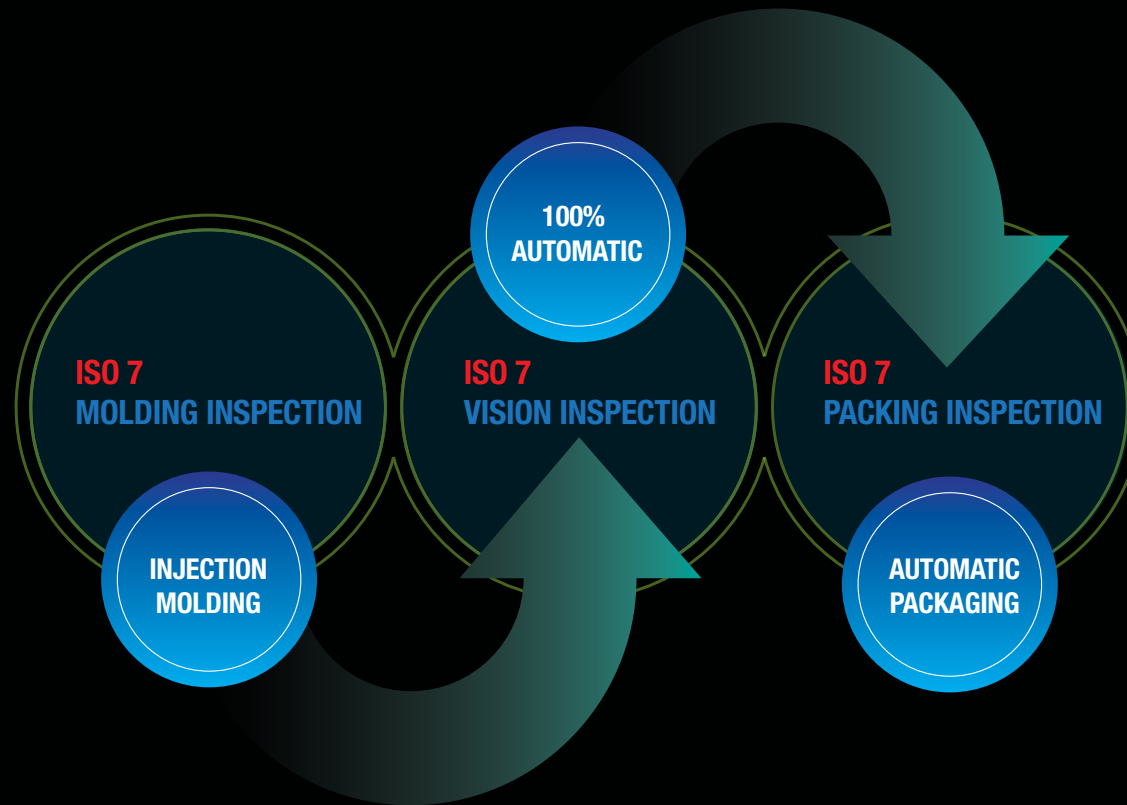
## SAFETY AND TOLERABILITY

Highly favorable

# quality assurance

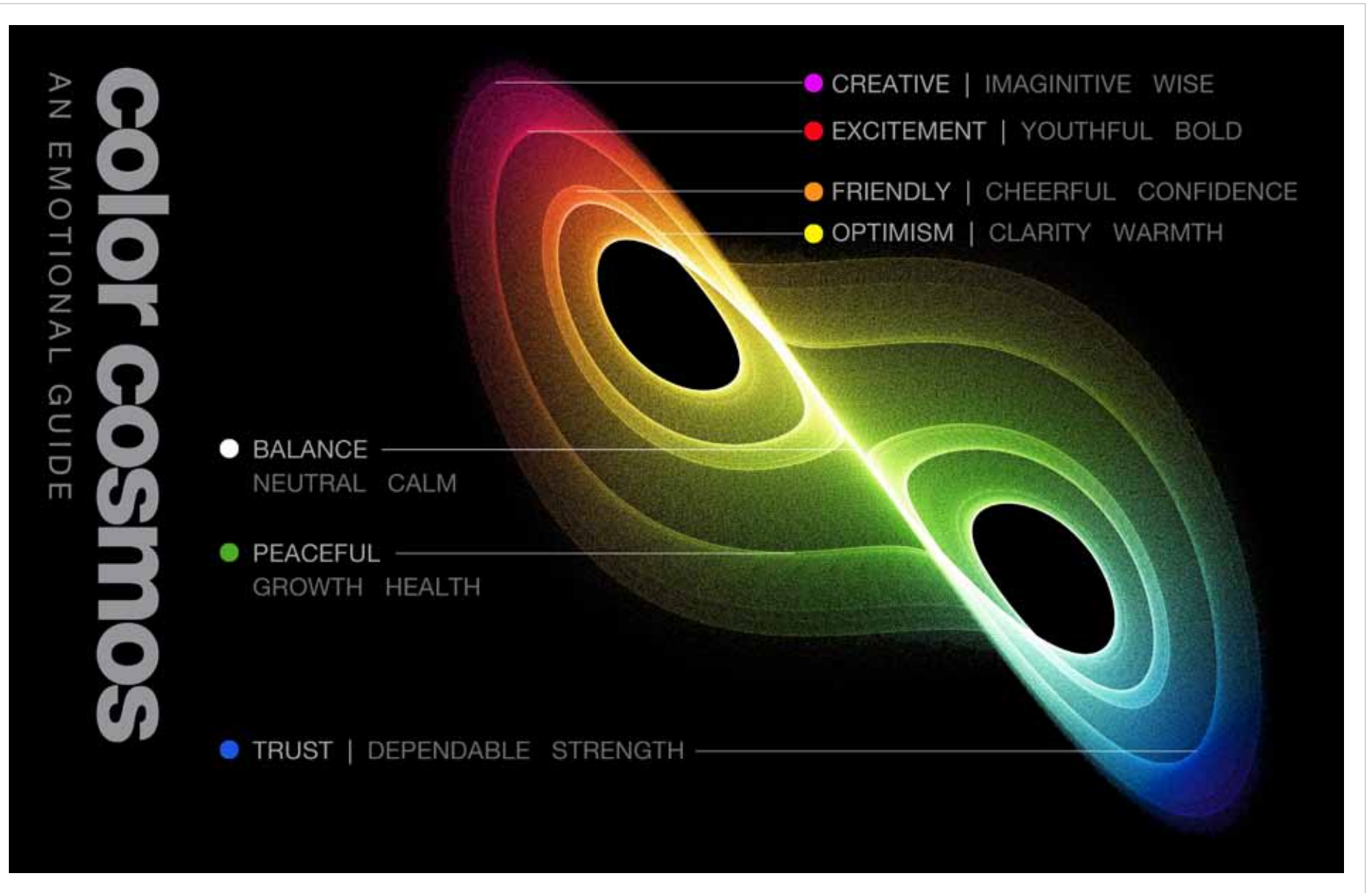
DAIKYO CLEAN ROOM MANUFACTURED

ISO 7 GUIDELINES



## 100% Inspected and Delivered Sterile

- Crystal Zenith components are manufactured in the U.S. and Japan in an ISO 7 clean room environment.
- Components are 100% vision inspected, 100% x-ray inspected, and 100% needle occlusion tested.





# THE LIPOSOME COMPANY, INC. 1996 PROJECTED GROWTH

\$ IN MILLIONS

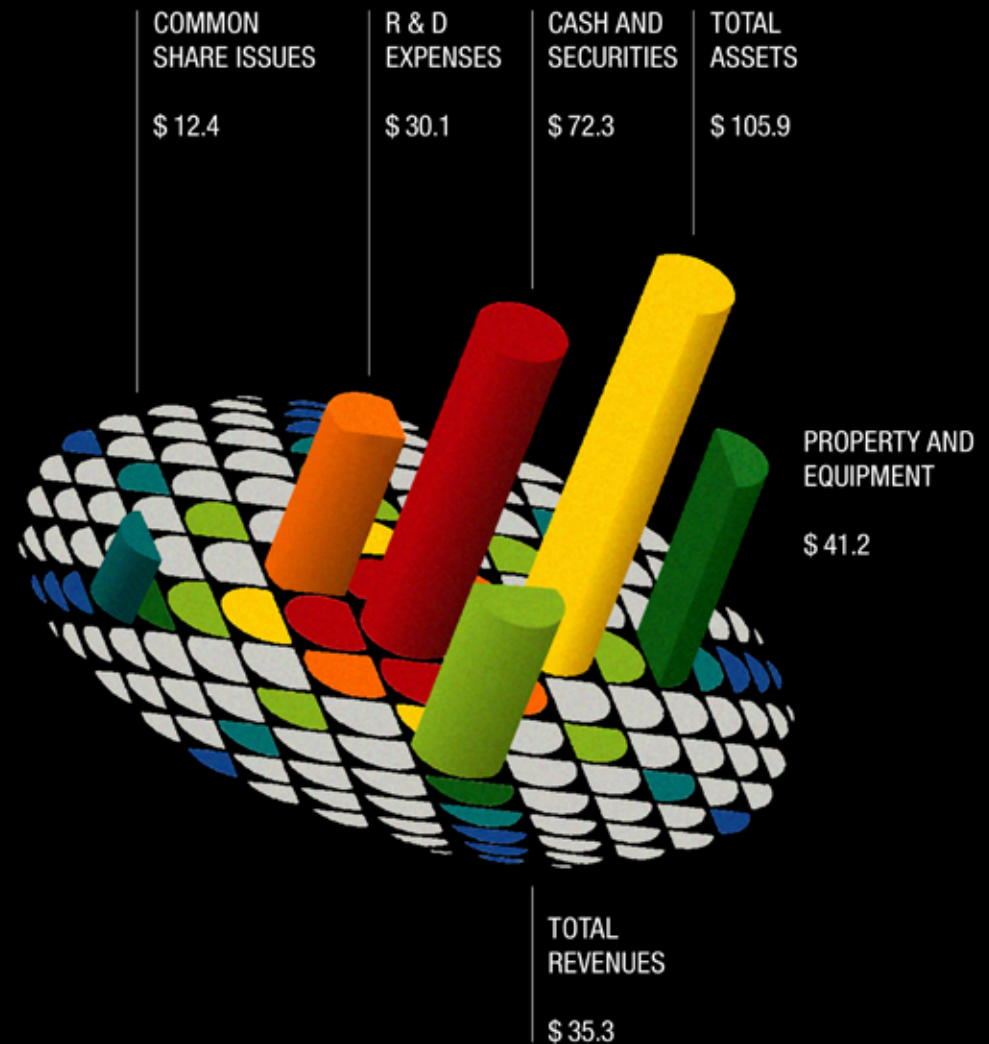
## HIGHLIGHTS

ABELCET Approved in the United States in six months

ABELCET Approved in the United Kingdom, Spain and other countries

TLC C-53 Commenced Phase III Study in ARDS

TLC D-99 Continues three large Phase III Clinical Studies



# hand signs

THE LIPOSOME BIOTECHNOLOGY COMPANY INC. CORPORATE SIGNAGE AND INFORMATIONAL GRAPHICS



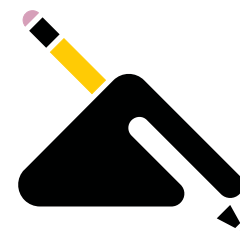
LIPOSOME LABORATORIES



RESEARCH



PACKAGING



REGISTRATION

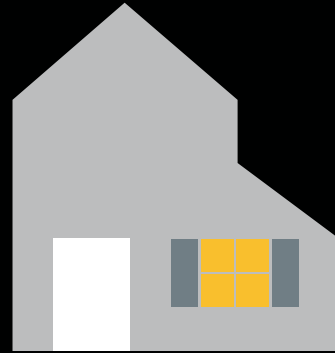


TESTING



# environments

## STATISTICAL INFORMATION AND FACTS ON US BUSINESS ENVIRONMENTS BY SIZE AND STRUCTURE



### HOME BASED BUSINESS (HBB)

18.3 million HBB in the United States  
 One home in ten houses are HBB  
 53% of small businesses are HBB  
 HBB on average employee 2 people  
 \$427 billion annual average income  
 8% generate annual income >\$500,000  
 35% generate annual income >\$125,000  
 A new HBB starts every 11 seconds  
 7 out of 10 HBB succeed

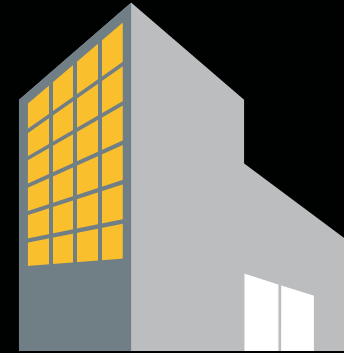
Based on 2010 Statistics



### SMALL AND MEDIUM BUSINESS (SMB)

4.7 million SMB in the United States  
 SMB employee between 100–9,000 people  
 47% of noncorporate businesses are SMB  
 Wall-Mart is the largest SMB employing 2,200,000 people  
 Google voted the best SMB to work for  
 Hampton Hotel is ranked as the number 1 franchise in the US

Based on 2012 Statistics

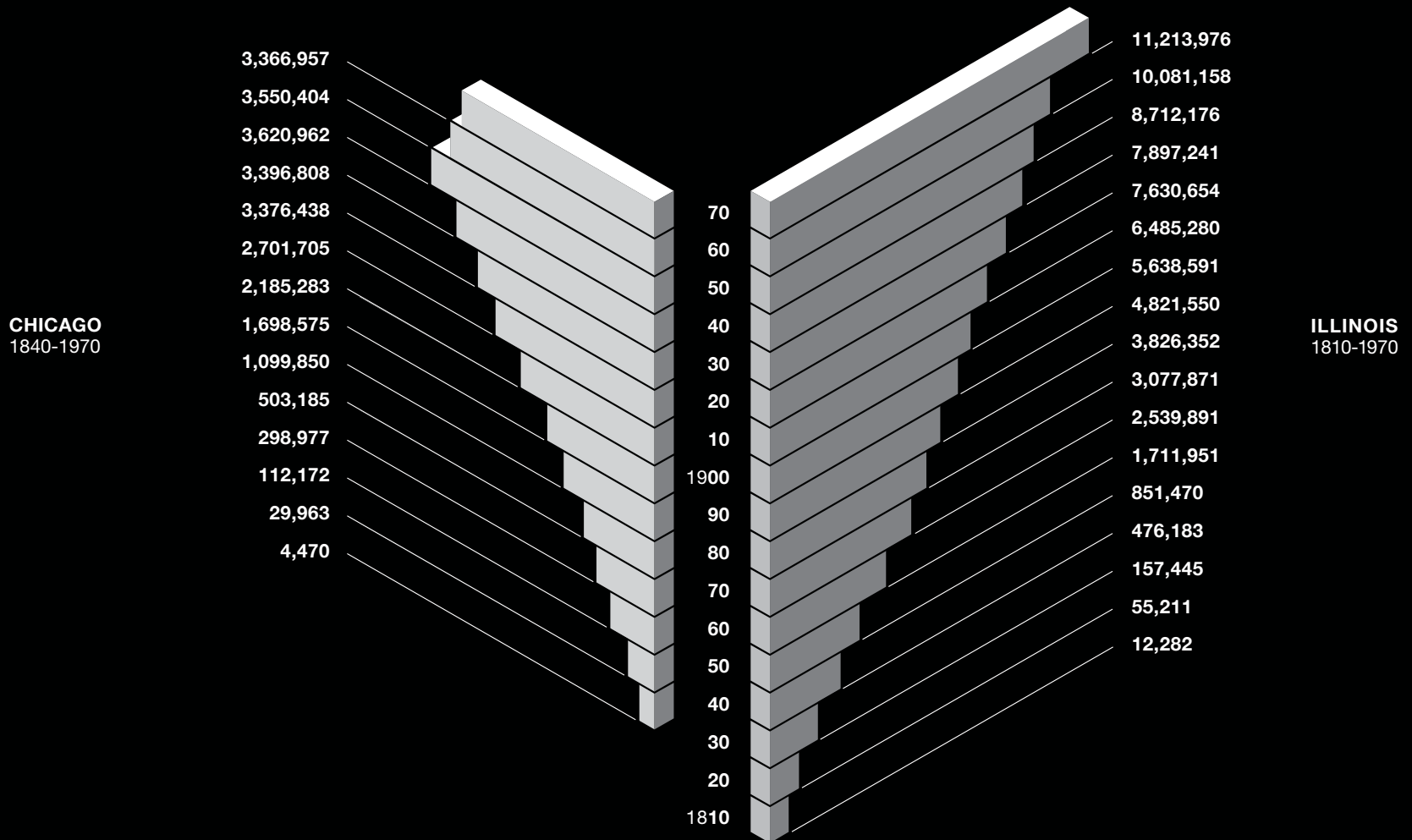


### CORPORATE BUSINESS (CB)

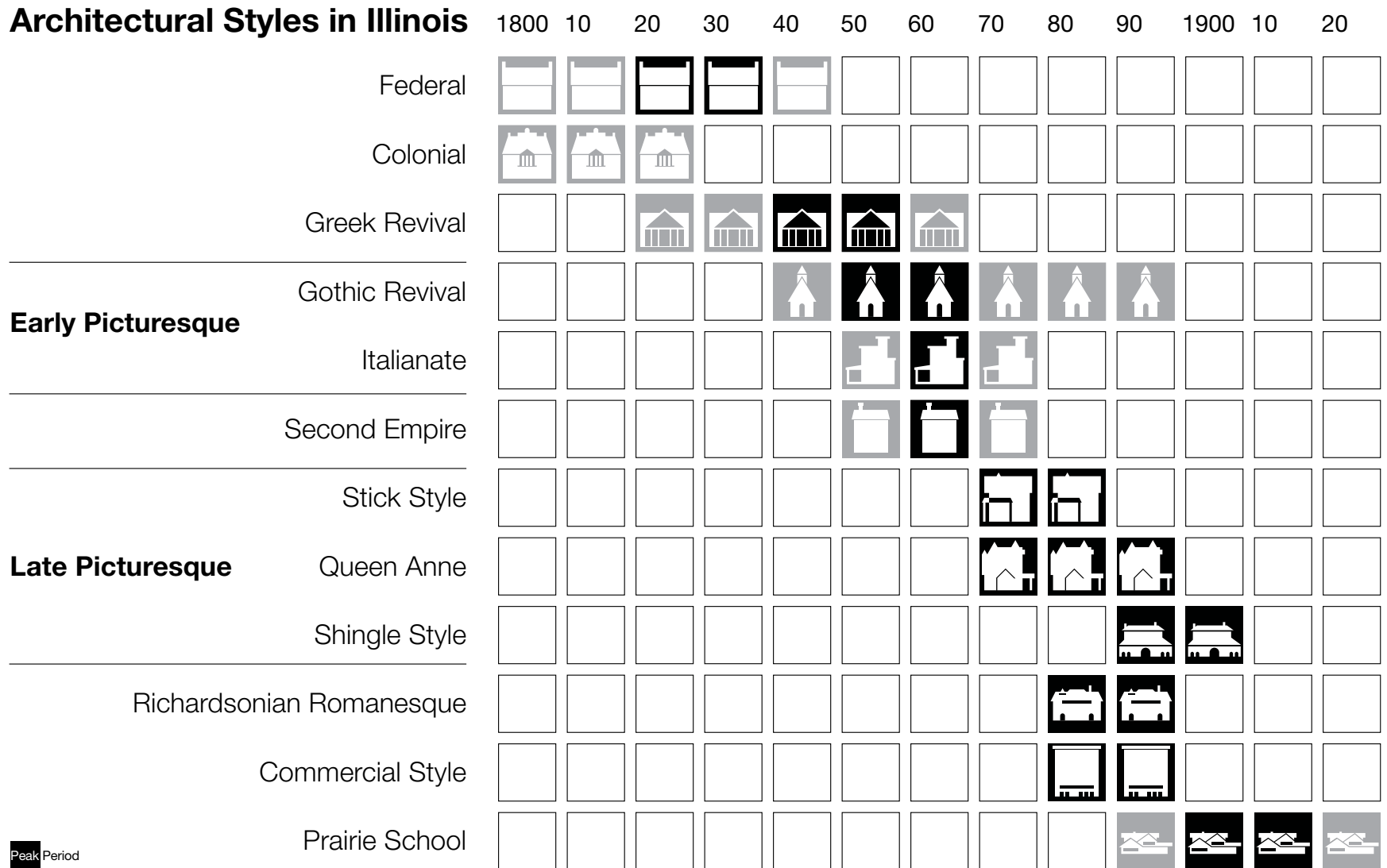
>700,000 CB in the United States  
 CB employee >10,000 people  
 Harvard University was the 1st US CB  
 Exxon Mobil is the largest US CB  
 Allergan is the fastest growing CB

Based on 2012 Statistics

## Population growth for the City of Chicago and the State of Illinois

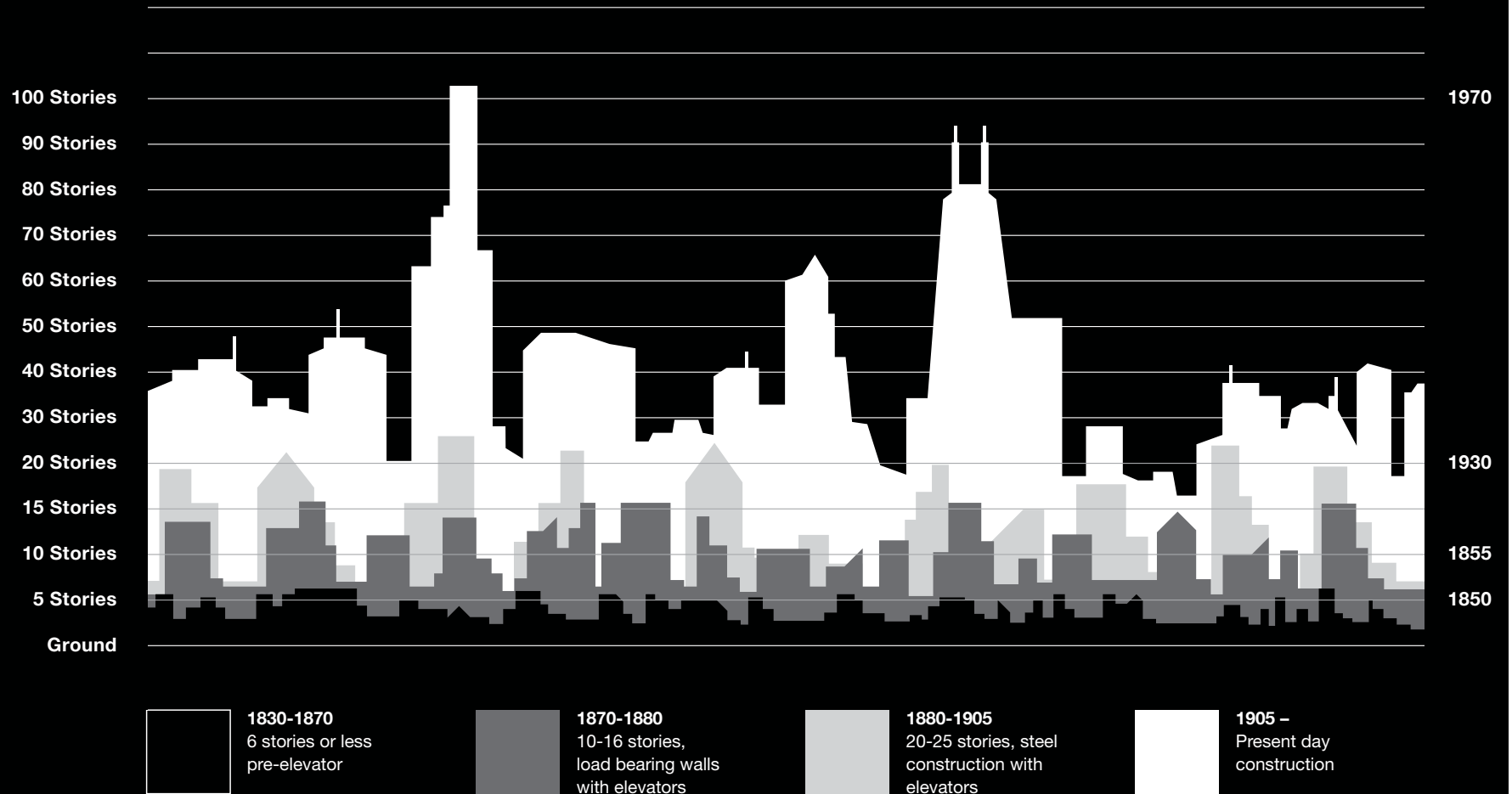


## Architectural Styles in Illinois



Peak Period

## Chicago Building Heights: Walk-up, Elevator, Tower, Megastructure



# Cast-Iron Construction Preceding Chicago Skeleton Skyscrapers

## England

Cast-iron arch bridge, River Severn  
A. Darby, 1775–1779

Sunderland Bridge  
R. Burdon, 1793–1796

Menai Suspension Bridge, Wales  
Thomas Telford, 1820–1826

Crystal Palace Great Exhibition  
Joseph Paxson, 1851

Royal Pavilion  
Brighton, 1818–1821

## United States

Crystal Palace, NY  
Carstensen & Gildemeister, 1853

Grand Central Terminal, NY  
Snook & Buckhout, 1869

Harpers & Brothers' Building, NY  
J. Bogardus, 1854

Niagara Falls Suspension Bridge, NY  
John Roebling, 1855

Brooklyn Bridge, NY  
John and Washington Roebling, 1869–1883

US Capital Dome, Washington, DC  
Walters, 1855

St. Louis River Front  
1850

Truss Arch Bridge, St. Louis, MO  
James Eads, 1867–74

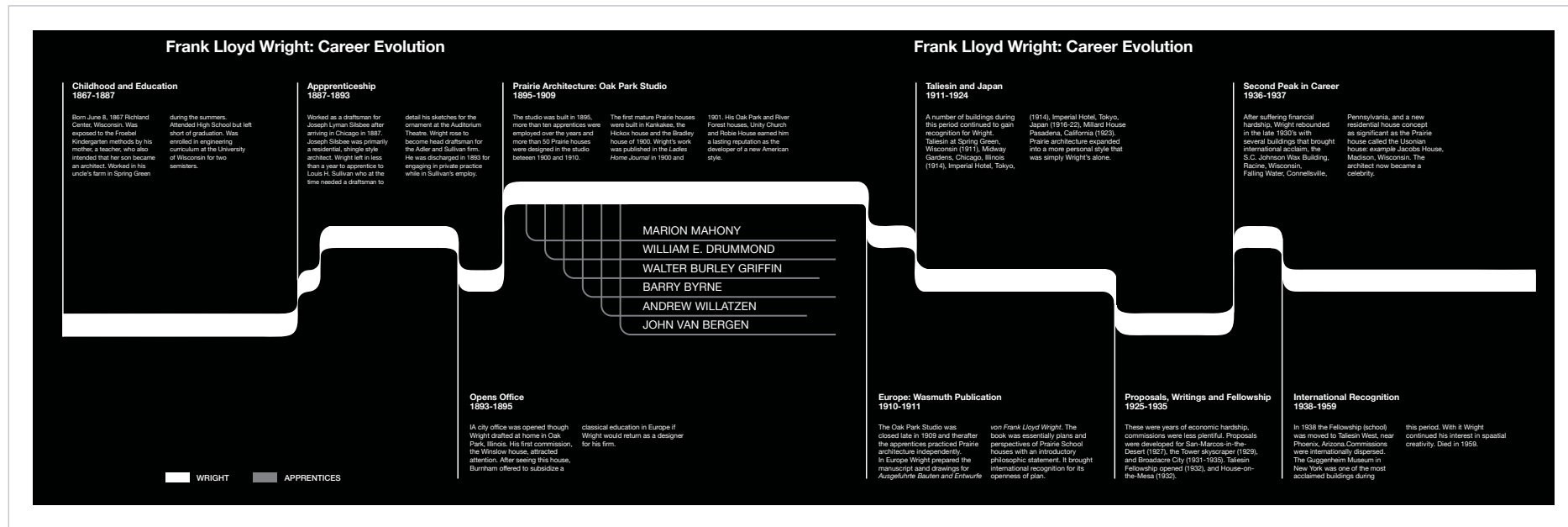
## France

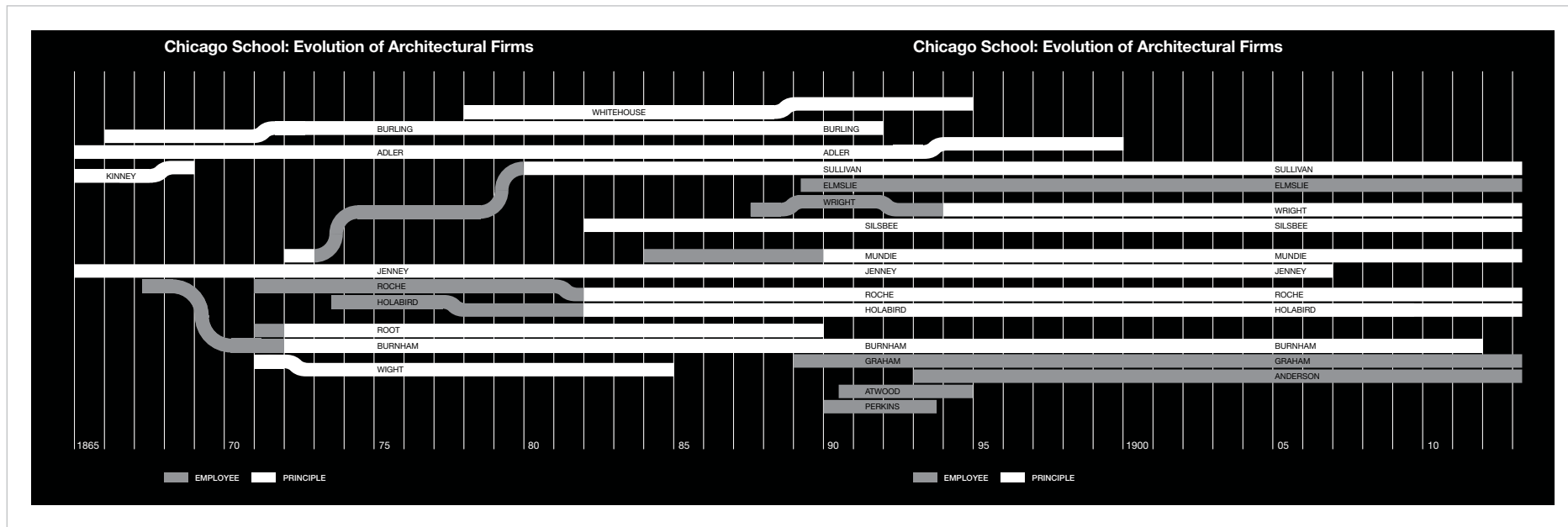
Market Hall of Madeline, Paris  
Truss construction, 1824

Galerie d'Orleans, Paris  
1833

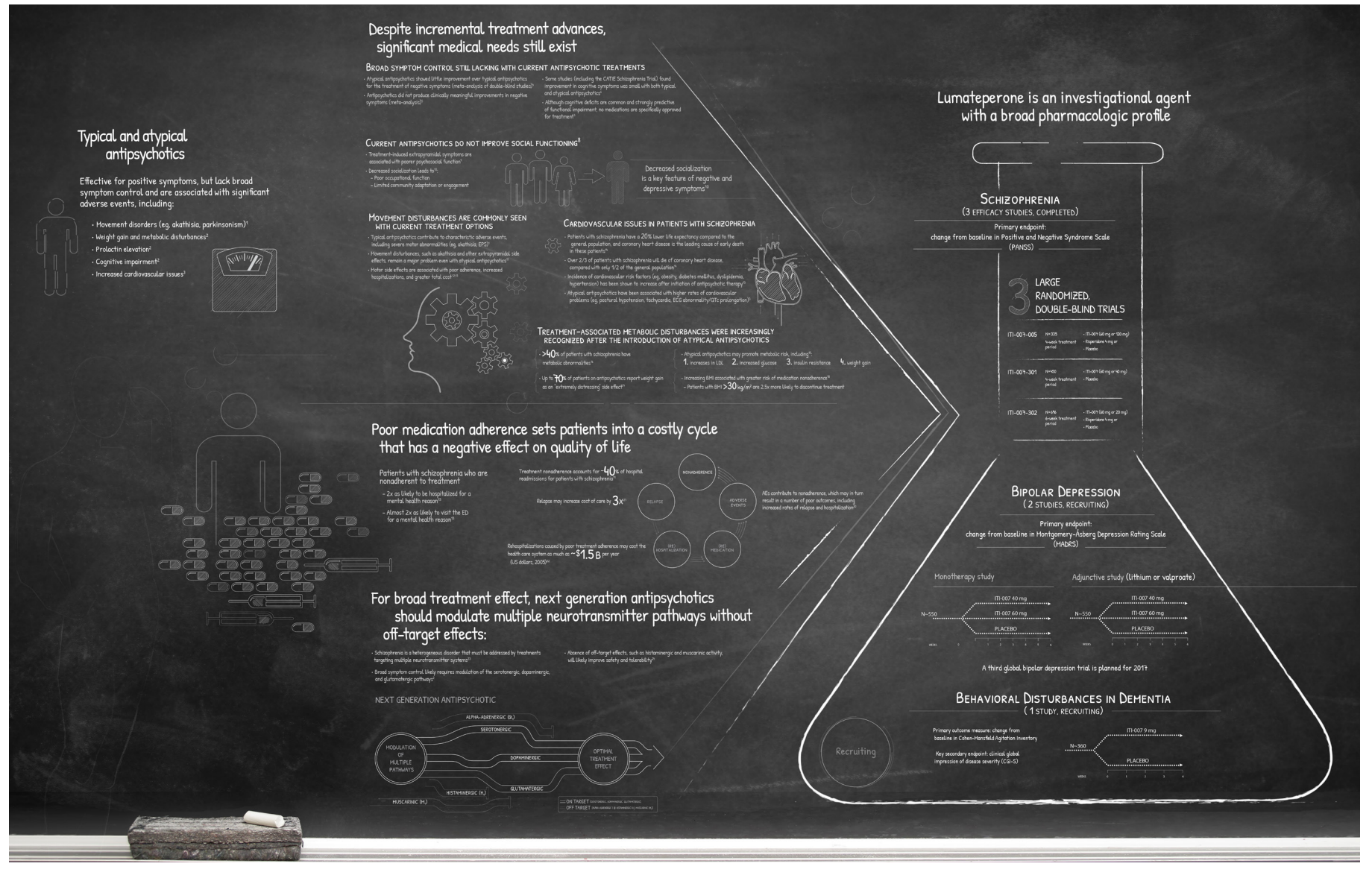
Eiffel Tower, Paris  
1889

Botanical Gardens Greenhouse, Paris  
1833









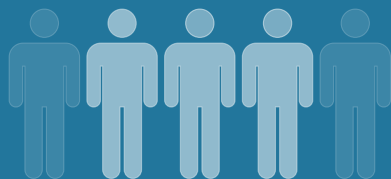
## Unmet Needs

### Bipolar Depression<sup>1,2</sup>

- Bipolar disorder is a condition that **affects ~5.7 million Americans** (2.6% of US adult population)
- In a vast majority of cases (82.9%), bipolar disorder is classified as “severe”

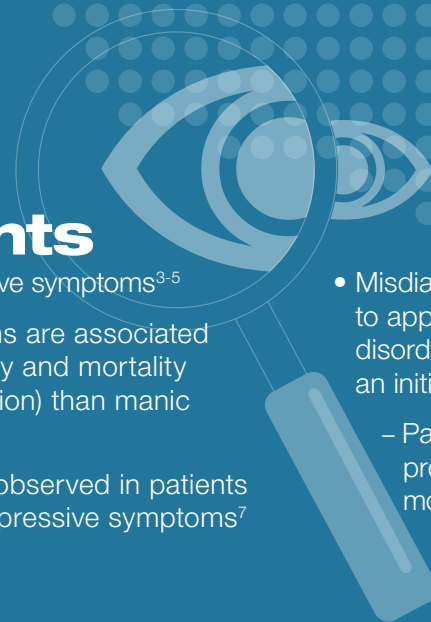


**50% to 70% of patients**



present with depressive symptoms<sup>3-5</sup>

- Depressive symptoms are associated with greater morbidity and mortality (due to suicidal ideation) than manic symptoms<sup>6,7</sup>
- Poorer prognosis is observed in patients who present with depressive symptoms<sup>7</sup>



- Misdiagnosis is a significant barrier to appropriate management of bipolar disorder; ~69% of patients may receive an initial misdiagnosis<sup>8</sup>

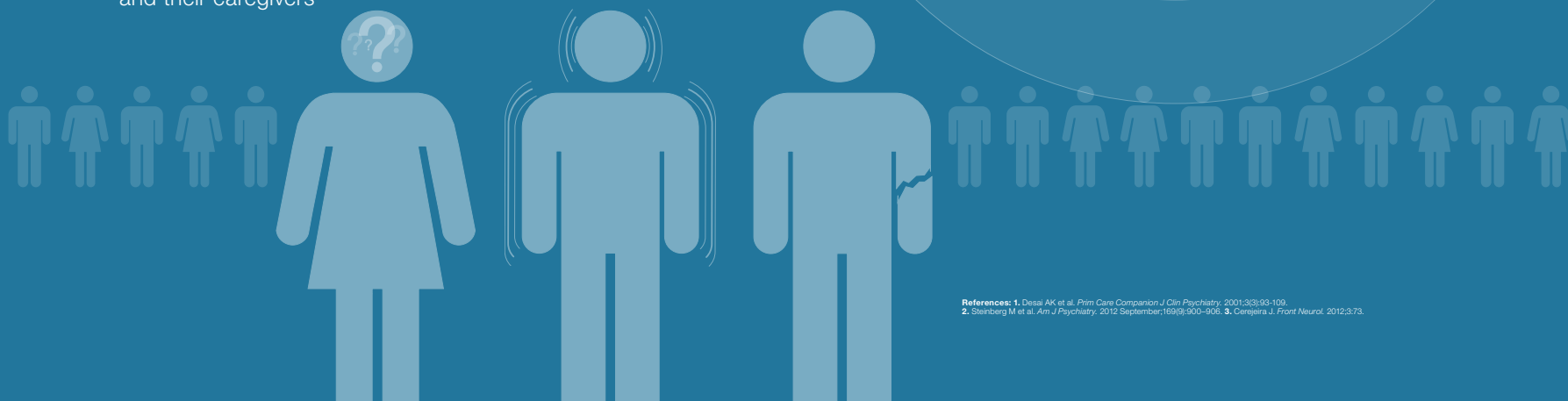
– Patients who present with predominant depression are more likely to be misdiagnosed

**References:** 1. National Institutes of Mental Health, <https://www.nimh.nih.gov/health/statistics/prevalence/bipolar-disorder-among-adults.shtml>. Accessed May 9, 2017.  
2. Depression and Bipolar Support Alliance, [http://www.dbsalliance.org/files/Pages/Server/Pages/education\\_statistics\\_bipolar\\_disorder](http://www.dbsalliance.org/files/Pages/Server/Pages/education_statistics_bipolar_disorder). Accessed May 12, 2017.  
3. Colom C et al. *J Affect Disord* 2006;93:13-7. 4. Daban et al. *Compr Psychiatry*. 2006;47(6):433-7. 5. Etan et al. *J Clin Psych* 2012;73:s561-6.  
6. Maina G et al. *Psychosomatics*. 2013;54(5):437-42. 7. Manning JS. *Prim Care Companion J Clin Psychiatry*. 2005;7(6):259-67.  
8. Singh T et al. *Psychiatry (Edgmont)*. 2006;3:37-53.

## Unmet Needs

### Agitation in Dementia

- Despite high prevalence, there are no approved agents for the treatment of behavioral disturbances in dementia<sup>1</sup>
- Though not approved for this indication, antipsychotic agents are often used to treat behavioral disturbances in dementia<sup>2</sup>
  - These agents are associated with significant adverse events in this population (eg, cerebrovascular events, EPS, falls, cardiovascular events)
  - Can be associated with worsening cognitive impairment
- Use of available psychotropic treatments results in only modest reduction in behavioral disturbances in dementia, highlighting the need for effective, safe, symptom-targeted, and specific pharmacologic interventions<sup>3</sup>
- There is a significant need for approved medications that can reduce the burden on patients and their caregivers

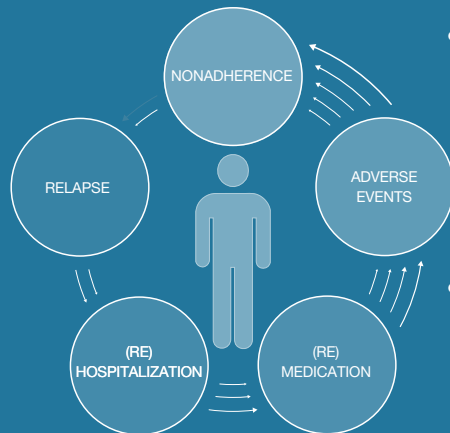


References: 1. Dussai AK et al. *Prim Care Comparison J Clin Psychiatry*. 2001;3(3):93-103.  
2. Sternberg M et al. *Am J Psychiatry*. 2012 September;169(9):900-906. 3. Carreira J. *Front Neurol*. 2012;3:73.

# Unmet Needs

## Schizophrenia

- Adverse events associated with current treatments are a significant burden to patients, healthcare professionals, caregivers, and health systems
  - Movement disorders (eg, akathisia, Parkinsonism)<sup>1</sup>
  - Weight gain and metabolic disturbances<sup>2</sup>
  - Prolactin elevation<sup>2</sup>
  - Cardiac side effects (eg, QTc prolongation)<sup>3</sup>

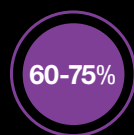
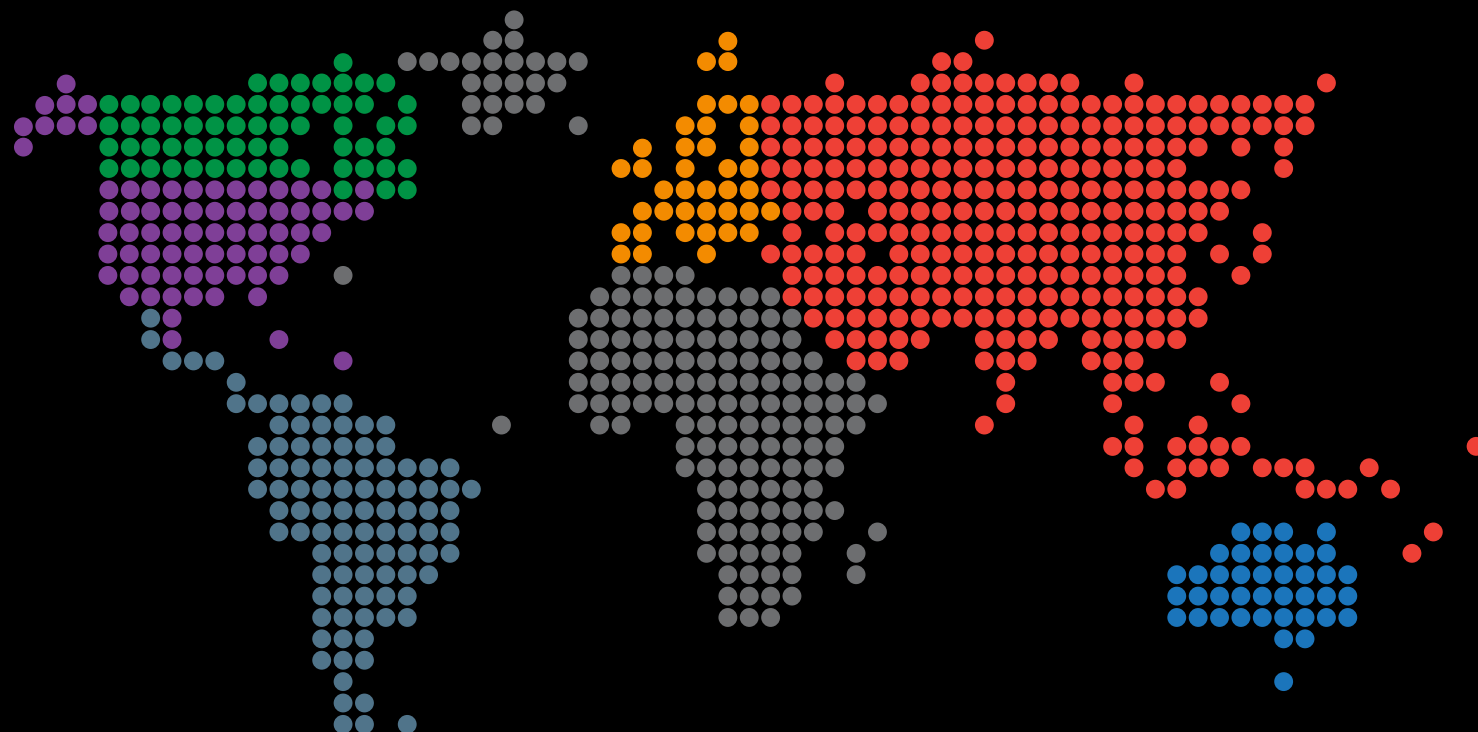


- Within 12 months, up to 60% of patients with schizophrenia are nonadherent to medication, contributing significantly to risk of relapse<sup>4-6</sup>
  - Treatment nonadherence accounts for approximately 40% of hospital readmissions<sup>7</sup>
  - Rehospitalizations caused by poor treatment adherence may cost the system as much as **\$1.5 billion per year** (US dollars, 2005)<sup>8</sup>
- To safely and effectively manage the various symptoms of schizophrenia, there is a tremendous need for agents that act across multiple neurotransmitter pathways without off-target effects

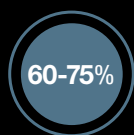
References: 1. Mathews M, et al. *Psychiatry*. 2005;2(3):36-41. 2. Li P et al. *Curr Top Med Chem*. 2016;16(29):3385-3403. 3. Peluso MJ, et al. *Schizophr Res*. 2013;144(1-3):80-86. 4. Velting DI et al. *J Clin Psychiatry*. 2008;70(suppl 4):1-16. 5. Lehman AF, et al. *Practice Guideline for the Treatment of Patients With Schizophrenia*. 2nd ed. 2010. 6. Parish J et al. *J Pharm Health Serv Res*. 2013;4(1):29-39. 7. Liu J. *Am J Manag Care*. 2014;20(suppl 8):S174-S183. 8. Sun SX et al. *Curr Med Res Opin*. 2007;23:2305-2312.

# Prevalence of GT 1

AMONG HCV-INFECTED POPULATION, 2014



NORTH AMERICA



SOUTH AMERICA



EUROPE



CANADA



AUSTRALIA



ASIA





# on golden pond

An overview of how the American male spends his retirement years

## SNOWBIRDS



38% of retirees are Snowbirds  
Top Snowbird locations include:

1. California
2. Arizona
3. Florida
4. Texas
6. Carolinas

The average age of retirement for men is 64.



## INTERESTS



45% of retirees pursue interests  
Personal interests include:

1. Travel
2. Hobbies
3. Volunteering
4. Home renovations/Gardening
5. Taking Classes

6,000 Americans turn 65 every day.



## EXERCISE



16% of retirees actively exercise  
5 most popular exercises include:

1. Walking: Outdoor, Mall and Treadmill
2. Swimming/aquatic exercising
3. Bike riding including stationary
4. Low impact jogging
5. Dancing

In 2020 the number is expected to jump to 9,000 a day.



## EMPLOYMENT



43% of retirees work part-time  
5 most popular retirement jobs:

1. Retail: Target, Starbucks and Lands End
2. Entrepreneurial opportunities
3. Bartending
4. Usher or Tour Guide
5. Flight attendant

1 in 8 people die before retirement.



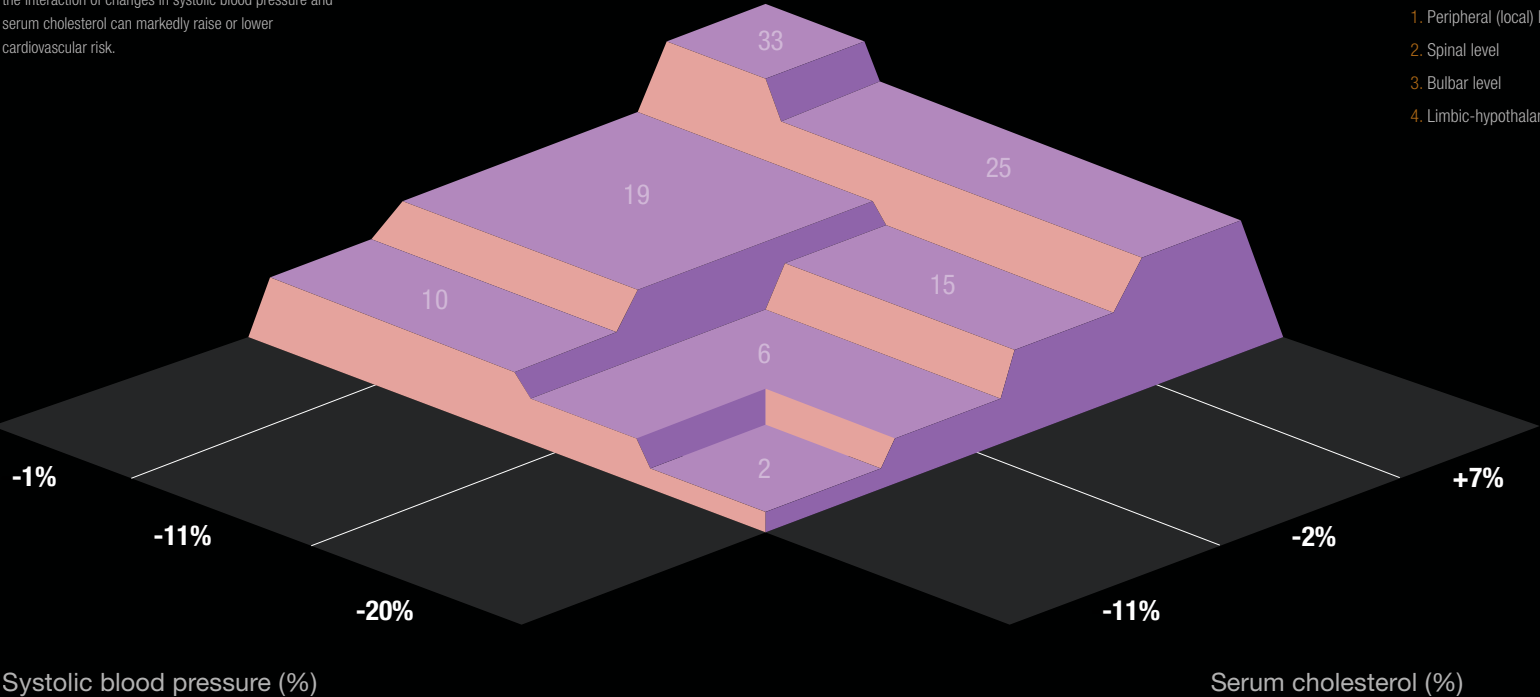
Portraits: Fiona O'Donnell

# Cardiovascular Disease Morbidity during Fourth to Twelfth Year of Antihypertensive Therapy

Relation to relative change during initial three years of follow-up in systolic blood pressure and serum cholesterol quartiles

## Benefits only seen when both BP and cholesterol are lowered

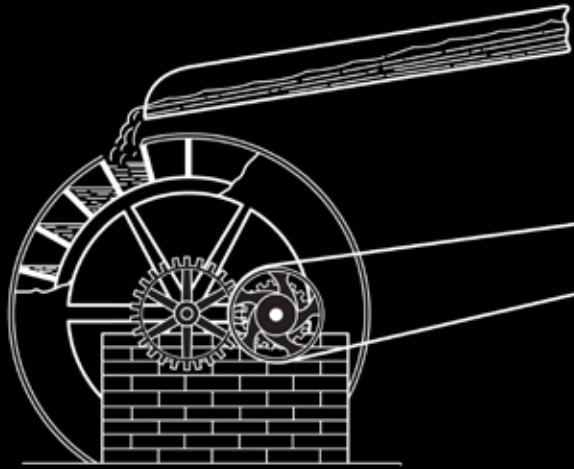
The dimensional bar graph on this page illustrates how the interaction of changes in systolic blood pressure and serum cholesterol can markedly raise or lower cardiovascular risk.



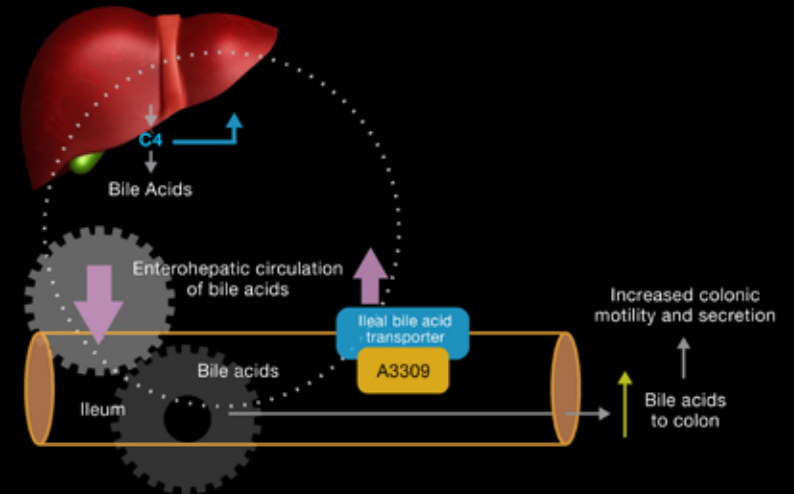
## Levels of Sympathetic Nervous System Control of Blood Pressure

1. Peripheral (local) level
2. Spinal level
3. Bulbar level
4. Limbic-hypothalamic (CNS) level





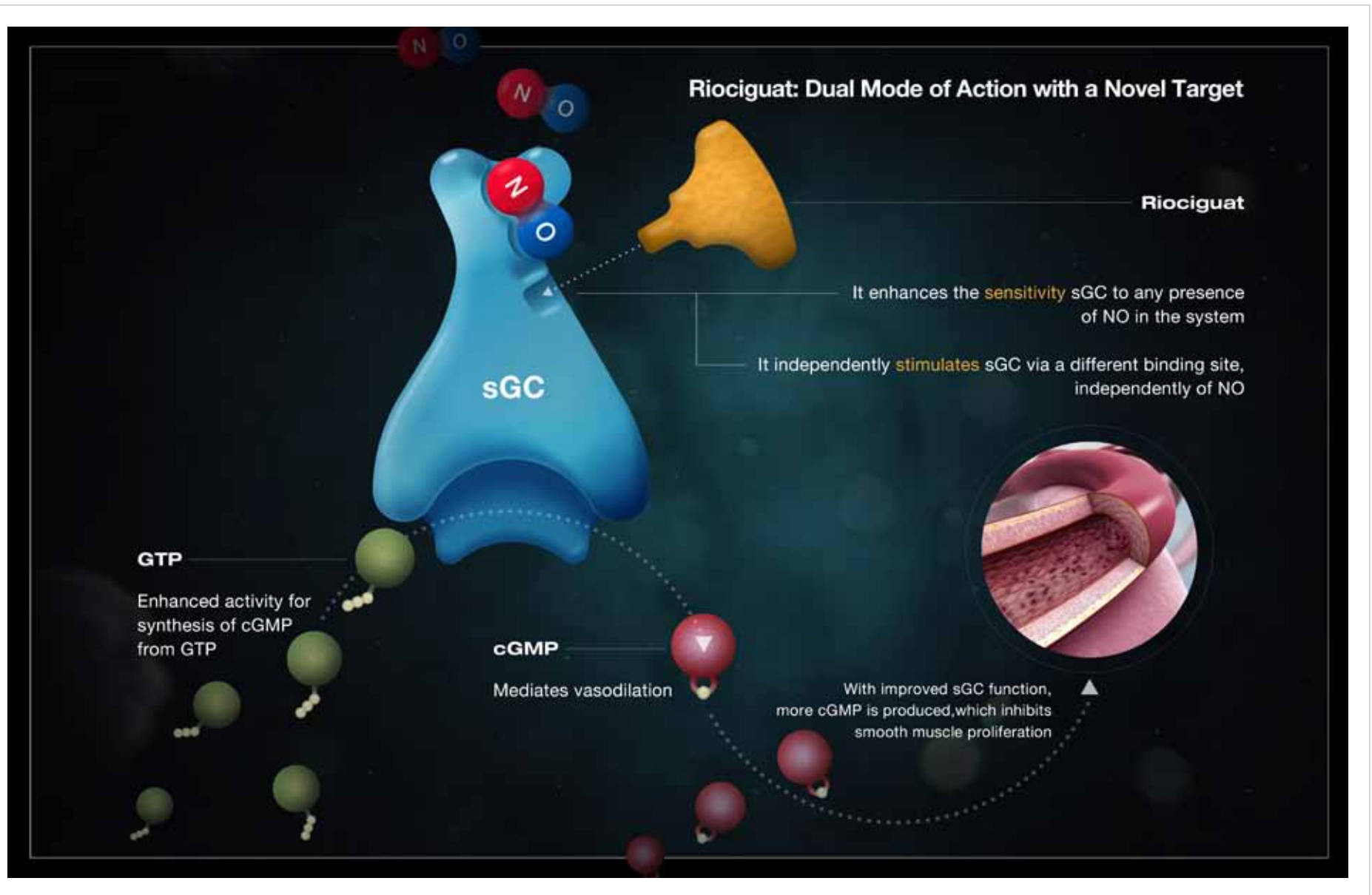
**Basic in principle...**



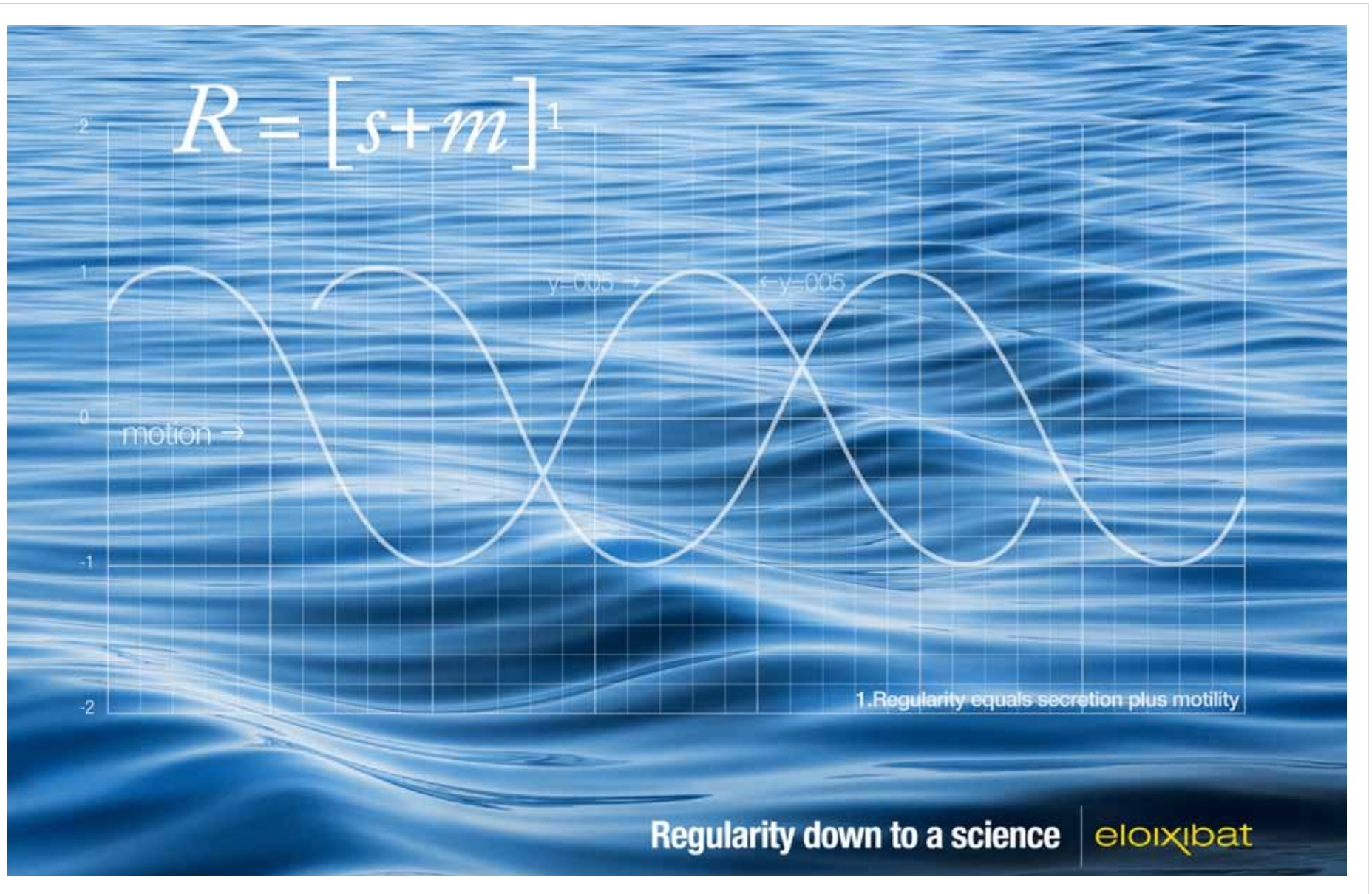
**fundamental in practice.**

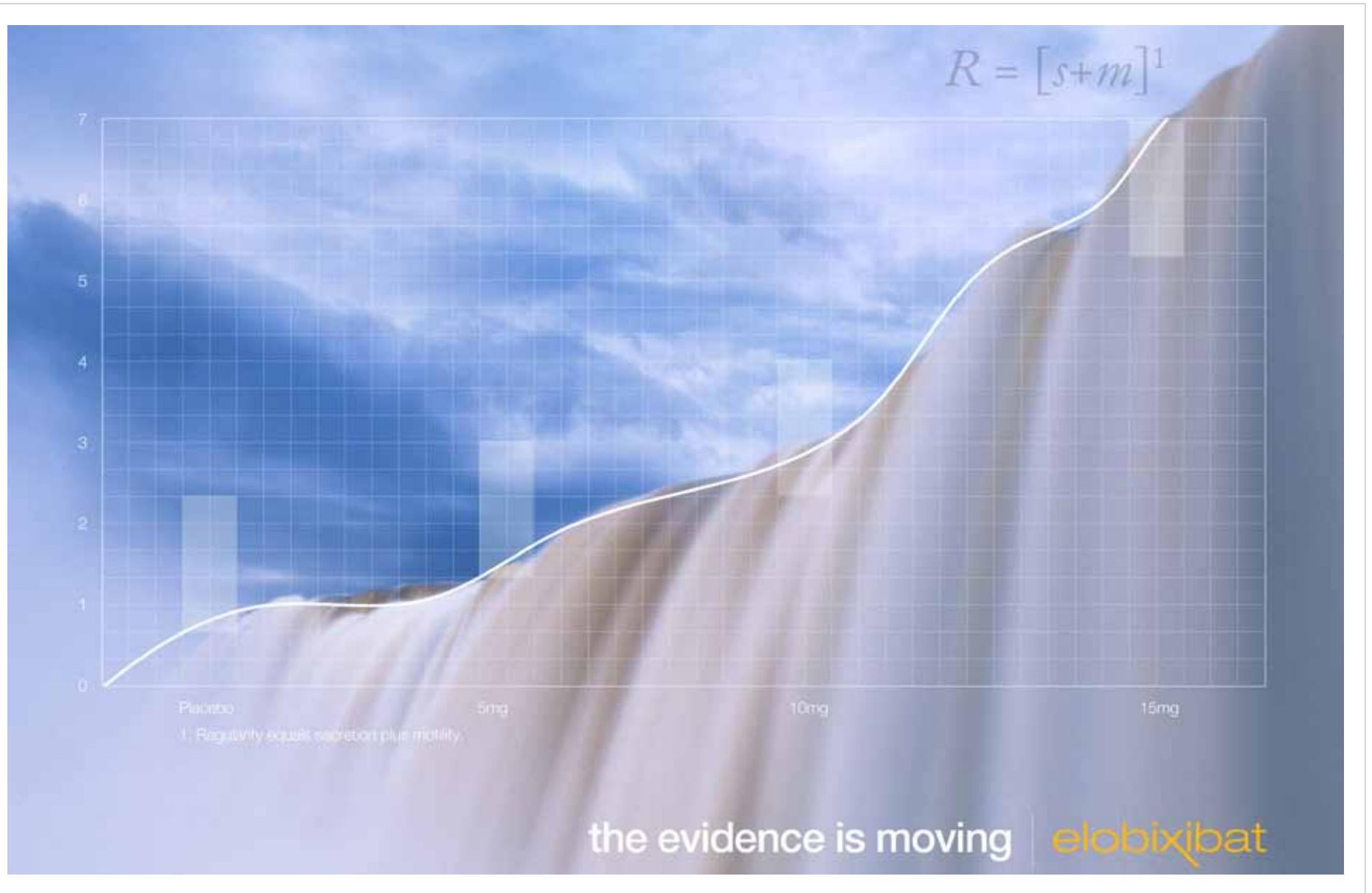
**Obixibat** is the first and only ileal bile acid transporter (IBAT) inhibitor. Its unique mechanism of action enhances delivery of bile acid to the colon for increased colonic secretion and motility. Obixibat puts natural principles in practice to provide a novel and targeted approach to treating chronic constipation.

**obixibat**  
different by design



Riociguat: dual mode of action with a novel target  
Mode of action – Medical and promotional





The Evidence is Moving: a visual analogy  
Comparative flow and mode of action – Medical and promotional



## Redefining his course of therapy



REVERSAL OF DISEASE PROGRESSION

36%

FAVOURABLE SAFETY PROFILE / MINIMAL MONITORING

5%

SUSTAINED VIRAL SUPPRESSION

9%

MINIMAL LONG-TERM RESISTANCE

11%

HIGH GENETIC BARRIER TO RESISTANCE

12%

POTENT MONOTHERAPY

27%

My current responsibilities include the design and development of work that is highly confidential, competitive, and proprietary, and as such, is limited in the context of an online portfolio. Please contact me for information on work and to view additional samples and case studies.

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