

# FUS Partners

## *A Program of the Focused Ultrasound Foundation*

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### Overview

Focused ultrasound has the potential to improve outcomes and decrease the cost of care for millions of people with serious medical disorders.

For this potential to be realized, focused ultrasound must be widely adopted as a mainstream standard of care throughout the world. The predicate for this is successful manufacturers who can develop and distribute the technology.

The focused ultrasound field is growing at an astonishing rate, and the inflection point in the adoption curve has been reached. More importantly, the field is transitioning from primarily a research-oriented environment to commercialization and patient care.

Every day that this transition is shortened translates into decreased death, disability, and suffering for countless people. To accelerate this transition, the Foundation has created the FUS Partners program to foster relationships among manufacturers seeking financing, partnerships, and technology transfer from academic research institutions.

The program aims to systematize and formalize activities in which the Foundation has been engaging on an increasingly frequent ad hoc basis.

The Foundation contributes its brand and reputation as a trusted and independent unbiased third party; its knowledge base, information, and data; its network and community based on strong stakeholder relationships; its organization including the team, board of directors, council and donors; and its ability to connect, convene, and influence stakeholders.

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### Goals

The primary goals of FUS Partners include:

- to produce a quantum change in the rate of FUS adoption as a mainstream standard of care
- to grow and rationalize the device manufacturers segment of the FUS community by providing capital and expertise and facilitating the consolidation of the industry
- to supplement the philanthropic funding stream of support for the Foundation

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## Activities

FUS Partners activities include:

- understanding the financing and partnering needs of FUS manufacturers and investors
- connecting manufacturers with both investors and other manufacturers
- connecting academic research laboratories with manufacturers
- assisting with due diligence to facilitate investments, mergers, acquisitions, partnerships, and technology transfer

FUS Partners does not make investments or provide investment advice, nor does it receive any compensation for its activities.

FUS Partners encourages donations to the Foundation from the involved parties as a way to advance the field and de-risk investments and/or partnerships. Donations are completely voluntary, and any party may participate in FUS Partners activities regardless of giving status.

All FUS Partners activities are done in service of accomplishing our mission — accelerating the development and adoption of focused ultrasound. Saving time = saving lives.

## Organization

### **Managing Director, Emily White, MD**

*Responsible for day-to-day operation of the program*

### **Oversight Committee, Foundation board members:**

- William A. Hawkins III
- Edward J. “Ned” Kelly, III, JD
- Syaru Shirley Lin, PhD
- Frederic H. Moll, MD

*Responsible for reviewing lists of manufacturers and investors, monitoring transactions*