



all times are in **Eastern Time for On-Line Courses**

| Class 4: WEBEX #1 – Wednesday, June 27, 2018 | | |
|---|--|--------------|
| 1:00 pm-1:10 pm | Q & A about Work Flows | WebEx Group |
| 1:10 pm-1:55 pm | Plenary Presentations Presentations from 1 team from each cohort (therapeutics, diagnostics, devices), 10 minutes each and 2 minutes for instructor feedback | WebEx Group |
| 2:00 pm-3:30 pm | Cohort Presentations Remaining teams present in cohort breakout sessions, 10 minutes each and 2 minutes for instructor feedback | WebEx Cohort |
| 3:30 pm-4:30 pm | Cohort Discussion: Ecosystems | WebEx Cohort |
| Class 5: WEBEX #2 – Wednesday, July 11, 2018 | | |
| 1:00 pm-1:10 pm | Q & A about Ecosystems | WebEx Group |
| 1:10 pm-1:55 pm | Plenary Presentations Presentations from 1 team from each cohort (therapeutics, diagnostics, devices), 10 minutes each and 2 minutes for instructor feedback | WebEx Group |
| 2:00 pm-3:30 pm | Cohort Presentations Remaining teams present in cohort breakout sessions, 10 minutes each and 2 minutes for instructor feedback | WebEx Cohort |
| 3:30 pm-4:30 pm | Cohort Discussion: Revenue Streams, Channels and Customer Relationships: Revenue Strategy | WebEx Cohort |
| Class 6: WEBEX #3 – Wednesday, July 18, 2018 | | |
| 1:00 pm-1:10 pm | Q & A about Revenue Streams, Channels and Customer Relationships: Revenue Strategy | WebEx Group |
| 1:10 pm-1:55 pm | Plenary Presentations Presentations from 1 team from each cohort (therapeutics, diagnostics, devices), 10 minutes each and 2 minutes for instructor feedback | WebEx Group |
| 2:00 pm-3:30 pm | Cohort Presentations Remaining teams present in cohort breakout sessions, 10 minutes each and 2 minutes for instructor feedback | WebEx Cohort |
| 3:30 pm-4:30 pm | Cohort Discussion: Revenue Streams, Channels and Customer Relationships: Get, Keep and Grow | WebEx Cohort |



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| Class 7: WEBEX #4 – Wednesday, July 25, 2018 | | |
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| 1:00 pm-1:10 pm | Q & A about Revenue Streams, Channels and Customer Relationships: Get, Keep and Grow | WebEx Group |
| 1:10 pm-1:55 pm | Plenary Presentations Presentations from 1 team from each cohort (therapeutics, diagnostics, devices), 10 minutes each and 2 minutes for instructor feedback | WebEx Group |
| 2:00 pm-3:30 pm | Cohort Presentations Remaining teams present in cohort breakout sessions, 10 minutes each and 2 minutes for instructor feedback | WebEx Cohort |
| 3:30 pm-4:30 pm | Cohort Discussion: Key Activities, Partners, Costs, and Resources Part 1 | WebEx Cohort |
| Class 8: WEBEX #5 – Wednesday, August 1, 2018 | | |
| 1:00 pm-1:10 pm | Q & A about Cohort Discussion: Key Activities, Partners, Costs, and Resources Part 1 | WebEx Group |
| 1:10 pm-1:55 pm | Plenary Presentations Presentations from 1 team from each cohort (therapeutics, diagnostics, devices), 10 minutes each and 2 minutes for instructor feedback | WebEx Group |
| 2:00 pm-3:30 pm | Cohort Presentations Remaining teams present in cohort breakout sessions, 10 minutes each and 2 minutes for instructor feedback | WebEx Cohort |
| 3:30 pm-4:30 pm | Cohort Discussion: Key Activities, Partners, Costs, and Resources Part 2 | WebEx Cohort |
| Class 9: WEBEX #6 – Wednesday, August 8, 2018 | | |
| 1:00 pm-1:10 pm | Q & A about Cohort Discussion: Key Activities, Partners, Costs, and Resources Part 2 | WebEx Group |
| 1:10 pm-1:55 pm | Plenary Presentations Presentations from 1 team from each cohort (therapeutics, diagnostics, devices), 10 minutes each and 2 minutes for instructor feedback | WebEx Group |
| 2:00 pm-3:30 pm | Cohort Presentations Remaining teams present in cohort breakout sessions, 10 minutes each and 2 minutes for instructor feedback | WebEx Cohort |
| 3:30 pm-4:30 pm | Cohort Discussion: Key Activities, Partners, Costs, and Resources Part 3 | WebEx Group |



**Hilton Washington DC/Rockville Hotel
1750 Rockville Pike, Rockville, MD**

| Class 10: Final Workshop – Monday, August 13, 2018 | | |
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| 8:00am-8:30am | Breakfast – Included with your group block hotel stay | Hilton Washington DC – Olive’s |
| 8:30am-8:45am | Plenary: Welcome Back and What’s Next? | Plaza II & III (Lobby Level) |
| 8:45am-9:30am | Plenary: Lessons Learned Panel with Faculty | Plaza II & III (Lobby Level) |
| 9:30am-12:00pm | Lessons Learned Workshop and What’s Next Conversations | Twinbrook (Lobby Level) Montrose (Lobby Level) Democracy (Lobby Level) |
| 12:00pm-1:30pm | SBIR Funding & Support and Lunch | Plaza II & III – Foyer (Lobby Level) |
| 1:30pm-5:00pm | Lessons Learned Workshop and What’s Next Conversations | Twinbrook (Lobby Level) Montrose (Lobby Level) Democracy (Lobby Level) |
| Class 11: Final Workshop – Tuesday, August 14, 2018 | | |
| 8:00 am-8:30 am | Breakfast – Included with your group block hotel stay | Hilton Washington DC – Olive’s |
| 8:30 am-4:00 pm | Lessons Learned Presentations | Plaza II & III (Lobby Level) |