

DERECK A. TATMAN, PHD, MBA

CONTACTS



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San Diego, CA 92129

EDUCATION

Master of Science in Management (MBA),

Finance and Marketing
Krannert Graduate School of Management,
Purdue, W. Lafayette, IN
May 2000

Doctor of Philosophy, Chemistry
Arizona State University, Tempe, AZ
June 1998

Bachelor of Arts, Chemistry
Wabash College, Crawfordsville, IN
May 1994

AFFILIATIONS AND CONTINUING EDUCATION

- Pharmaceutical Product Development, UCSD Extension, Spring 2005
- Member of the American Chemical Society (1999-present)
- Member of the American Society for Photobiology (1996-present)
- Member of International Society of Prenatal Diagnostics (2006 – present)

EXECUTIVE PROFILE

- Instrumental in expanding sales revenue at Sequenom from \$30MM to \$160MM, through the transition of the business from a research company to a world leading molecular diagnostic organization
- Highly accomplished global deal maker, experienced in complicated litigation and business dispute settlements, as well as all types and sizes of buy- and sell-side deals
- Strategic change management leader, including turnarounds, divestures and strategic realignment
- Highly successful experience negotiating and managing deals in vastly different cultures, with success in Asia, Europe, Middle East and North America, and more than 40 successful deals and numerous negotiations
- Extensive strategic, analytical and quantitative background in a variety of fields, including telehealth, biotech, diagnostics, pharmaceutical, research and agriculture

PROFESSIONAL EXPERIENCE

- Intrigue Health**
Founder and CEO 2022
- Global Genome Center, Inc.**
Chief Executive Officer 2021
- Agribody Technologies, San Diego, CA**
Board Advisor 2018 – 2021
- AristaMD, San Diego, CA**
President and COO 2017 – 2021
Chief Commercial Officer 2016 – 2017
- Restructured the company to decrease costs and focus on go to market strategy
 - Established commercial team to grow revenue by 20x from FY 2016 to FY2020
 - Focused commercial effort on shorter sales cycle opportunities, driving close from ~18 months to <6 months
 - Increased contracted (and served) members from ~300K to 10MM
 - Led the development of first in class cloud-based healthcare app

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PROFESSIONAL EXPERIENCE

COI Pharmaceuticals, San Diego, CA

Sr. Vice President, Business Development

2016 – 2020

- Established a group of potential partners in mainland China for latent COI assets for co-investment and co-development
- Cofounded T-RX Pharmaceuticals, a company based on an immuno-oncology technology
- Identified new opportunities for investment by COI/Avalon Ventures

SEQUENOM, INC., San Diego, CA

Sr. Vice President, Business Development and Operations

2016 – 2016

Sr. Vice President, Business Development

2015 – 2016

Vice President, Business Development

2004 – 2015

- Led negotiations with LabCorp for acquisition of Sequenom, transferred operational lab structure directly into LabCorp
- Developed and initiated non-invasive prenatal testing strategy (a >\$2B global opportunity), including identifying and licensing all intellectual property to enable commercialization and managing all in- and out-licensing activities for the business franchise
- Settled dilutive litigation with Illumina (\$50MM upfront, ~\$200MM in total value) through novel patent pool generation and bringing five disparate parties into alignment and agreement
- Grew international diagnostic business revenue by 600% from 2012 to 2014, generating >\$40MM in profitable revenue
- Established and managed highly successful global prenatal diagnostic business with a mix of distributors and licensed companies totaling more than 75 laboratory partners
- Led strategic partnership management, drafted licenses, and agreements for both life science and diagnostic business units
- Established global personal network of thought leaders and business leaders in both companies and universities
- Led cross functional teams of scientists, finance, legal, and marketing individuals on both buy- and sell-side deal initiation, negotiation, development and generation
- Managed all international diagnostics business, domestic managed care contracting team, CLIA laboratory and IT, as well as a business development team, approximately 200 FTEs in total

Director, Business Development

2002 – 2004

Manager, Business Development

2001 – 2002

Business Development Analyst

2000 – 2001

- Developed business plan and strategy and initiated outlicensing/partnering of pharmaceutical target programs (Cancer, Metabolic, Bone and CNS); completed partnering of Bone program to P&G (\$30MM deal)
- Developed, initiated and managed global CRO outsourcing strategy (in vivo, compound synthesis, target validation, etc.) for development of preclinical pipeline
- Assisted in IR/PR strategy for pharmaceutical product development utilizing unprecedented genetic markers and implementation
- Developed a strategy for and implemented genetic fee for service business (> \$3MM revenue; 10% increase on revenue), expanding both the scope of services offered along with the number of customers included in marketing effort
- Identified key IP/technology gaps in product offering and negotiated licenses and agreements to needed technologies for MassARRAY product line, including reagents and componentry
- Actively identified, negotiated and managed business relationships involving genetics discovery and validation with pharmaceutical, biotechnology and academic institutions worldwide.