

Sally Hatcher, Esq.

**Co-Founder, Corporate Secretary at MBio Diagnostics
Commercialization Academy Director, University of Colorado**



BOARDS:

MBio Diagnostics, 2009-present
Co-Founder, Corporate Secretary/President

Precision Photonics Corporation,
2000-2012
Co-Founder, Corporate Secretary/President

CDR, Collaborative Decision Resources,
2014-present
Chair of Board, and Board member,
global dispute resolution non-profit

Colorado State Housing Board
2005-2013
Representative from 2nd Cong. Dist.

RELEVANT EXPERIENCE:

Co-Founder, MBio Diagnostics,
growth-stage medical diagnostics company
Co-Founder, Precision Photonics Corpora-
tion, sold to IDEX International, 2012

Consultant and Lecturer on
Entrepreneurship & Innovation for DOE,
NSF, NIH, and C-teams

Founding Director of Commercialization
Academy/Venture Partners;
built extensive startup pipeline at the
University of Colorado

Assistant Attorney General for the
State of Colorado

McKinsey & Co., Management Consultant

Sally Hatcher, Esq. is a serial entrepreneur, advisor, startup accelerator faculty member, impact investor and board member. She co-founded and was President of two companies, including Precision Photonics, a laser & opto-electronics design and manufacturing company. Starting in the garage, the company shipped high-volume products to China, and grew to a 50+ person, highly profitable venture before a successful acquisition. Her second company, MBio Diagnostics, focuses on novel point-of-care medical and animal diagnostics, using laser-based waveguide systems to detect up to 80 biomarkers at once. The VC-backed company, with 50 employees, a strong IP position and global partners, expects to gain FDA approval in Q3, 2020, and is scaling to deliver high volume COVID tests to public and government agencies. Sally's worked with several digital health companies, and served as President/COO of Kindara, Inc., where she shipped the first hardware product (a connected device (IoT) to generate revenue off a free app) and gained ISO 13485, CE mark, FDA Class II, FCC and HC/ICC marks.

With 20 years of Boardroom experience, Sally is well-equipped to provide value-add oversight by assessing strategic imperatives, analyzing financials, providing counsel on risk, and developing the C-Team. Combined with many years in highly volatile startups with limited funding, she navigates a high level of risk from all aspects of an operating entity, using data-driven analysis to inform strategic choices. While known as an energetic and persuasive voice, she is focused on building collaborative conversations that lead to a clear, simple articulation of the Board's questions to the executive team. She is sought-after as a leader and listener because she finds the right question to ask.

Sally regularly consults with the DOE, NSF, NIH and State of Colorado on maximizing the value of their IP portfolios (biotech, cleantech, quantum, etc) and with diverse teams of innovators who want to spinout or start up a company. She focuses fundamentally on getting innovation out of the lab and into global use by finding product-market fit (strategy), building the correct C-Team (leadership), and reducing company risk for investors (risk). Sally's business and law background comes from her time as a consultant with McKinsey & Co. and an Assistant Attorney General for Colorado.

Sally received her B.A. phi beta kappa from Southern Methodist University, and her J.D. from the University of Colorado, and has been active on many community issues. She came to Colorado as a white water raft guide, cementing her independent outlook and willingness to take strategic risks.