I'm an enthusiast of Innovation, Robotics, 3D Bio-printing, and World Travel.

I attended the University of Kansas Medical Center (MD/PhD program) and have degrees in Biology, Chemistry Allied Health and Italian. I've spent the last

25+ years working in the following industries:  Pharmaceutical, Biotech, CRO/CDMO's-Discovery to Commercialization, Medical Device, Engineering, Hospital and Long-term Care Facilities. In the last 10 years I've followed my passion and began to introduce AI/ Robotics into these industries and how they can play a pivotal role.

 I have a Great track record of Opening Doors and Closing Business and have been fortunate to work with some really great projects and innovative companies and at one point bringing in excess of 7B USD for one company.

Strengths:

* + Building Relationships and Identifying and Creating Opportunities through Potential Partnerships, Mergers and Acquisitions.
  + Confidence to have the right conversations with the appropriate audience
  + Ability to address core issues and to work through the best solutions
  + Distinguished Leadership and Management skills
  + Culturally Adept, Multi Lingual, and have a professional Demeanor.
  + Extensive contacts within the industry and have retained a great customer base due to their past experiences with me, providing great product/services maintaining a reputation and trust while bringing value to Shareholders and customers

Some Recent work in AI/Robotics:

* + Utilizing Humanoid Robots as a Business Development, Sales & Marketing tool at various Conferences and Events worldwide
  + Utilizing telepresence robots for site inspections, virtual visits, delivery and safety during Covid within CRO/CDMO Facilities
  + Humanoid and Robotic automation in CROs /CDMOs -incorporating efficiency, time and cost saving measures in R&D
  + AI in discovery drug development process in major CRO to reach better outcomes
  + Robotic Exoskeleton startup in the healthcare field
  + Cognitive Apps Development in Health and Wellness-have been working on these projects for last 5 years- the AI technology senses the emotions, and energy of the patient and in some apps the mental state of the person through voice or text such ex. depression, stress, exhaustion and related health and will digitally capture these results
  + Diagnostic Patents and how to incorporate into ai /robotics-such as non -invasive patient glucose monitoring, vital signs
  + Early stage/startup humanoid robotics companies

Other AI/ Robotics projects I have consulted on include **Diagnostic outcomes, Treatments and Clinical patient care** for example surgical intervention, lab testing, remote care, appointments, patient vitals, compilation and remote access to digital data and assist patients with information. **Long term patient care for example** rehabilitation, compliance with medication, interacting with visitors, monitoring patients or as a companion, assist with cognitive abilities. **Pediatric patients**for example engagement during difficult illness. **Logistical tasks**for example admin tasks, logistical tasks ie preparation, reporting, room sterilization to minimize patient stays from nosocomial infections. **Other tasks** such as transporting lab work, moving or delivering medications, food or drinks delivery to patients

**How do I envision us to start working together?**

I would like to be part of the Team on a Global Level promoting the Company in a role of Chief of Global Business Development, Sales & Marketing or Chief Commercial Officer.

First steps to get to know the company would be to commence with a **SWOT**analysis.

**Strengths** -Better understanding your vision, goals and what measures are already in place

**Weaknesse**s -Unmet needs, utilize my exceptional global network and capabilities as a potential ambassador to help achieve Sales, Marketing and Business Development goal

**Opportunities** -Examples: General Purpose Robots in Industry where safety measures are compromised or there is a shortage of employees to generate a more efficient production and utilize cost saving measures along with skilled workers. Help to create new innovative AI-Cognitive abilities/Diagnostics and therapies that continue to improve the quality of life in Health and Wellness. Create engaging educational opportunities through Humanoid robotics at all grade levels and higher education. (Covid epidemic and shortage of qualified educators has created an imminent need for the current and next generations)

**Threats**- Trust in Humanoid Robots and not fear them, Data breaches/ Protection such as HIPPA, having enough skilled AI workers to launch a successful deployment.

Please feel free to ask any additional questions. Your thoughts?

Thank you.

Marcella