

My name is Matt Wilson and I am the President and Chief Executive Officer of Health Outcomes Sciences based in Overland Park. First, allow me to thank the committee for the opportunity to voice my concerns about Senate Bill 305, which would seek to abolish what I believe to be an economic treasure, the Kansas Bioscience Authority. The KBA of 2015 is an engine for economic growth. Today's KBA has put money to work to invest in businesses providing Kansas jobs in high growth industries.

I would offer our own story as example of the impact the KBA can have. HOS commercialized in 2010 to help attack a fundamental cost/quality paradox we have in American healthcare. Our software digitizes medical research and helps provide physicians with new "vital signs", with estimations of risk and appropriateness for patients undergoing medical procedures. HOS solutions have helped lower complication rates (by more than 50% in some institutions) and dramatically reduce the cost of care in many of our clients. This is groundbreaking, disruptive technology capable of helping redefine the way medical care is delivered and providing support for the critical task of getting our nation's healthcare spending under control.

By 2013, we had established HOS as a viable company with real traction in the marketplace. Once stable, and as is typical with startup technology companies, we embarked on an effort to raise growth capital to fund key areas in the company necessary to add people and technology capable of advancing our cause. While venture capital is plentiful for companies like ours, it is exceptionally difficult to find outside of Silicon Valley and pockets along the east coast. The opportunity to build these types of companies (high wage/high tech) inside Kansas is challenging without local funding as most Venture Capitalists prefer to bring their investments "into the fold" and house them in traditional geographic centers of technology (California, Boston, Dallas, Chicago etc.).

Though frustrated initially by the lack of available funding here, we were ultimately introduced to those at the KBA. What we found, rather than the grant writing organization I initially expected, was a team of investment professionals that not only had the funding to make a difference, but the ability to help raise additional capital from outside the area, thus putting those dollars to work helping build a bioscience infrastructure here in Kansas.

HOS has doubled in size since KBA led our Series A investment round with 8 of our hires in the past year being Kansas residents at an average salary of >\$110,000. We have become part of the ecosystem of economic growth envisioned by this Administration and funded in part by Kansas dollars. As we continue our growth and look toward our next round of investment however, instability created as a result of the loss the KBA puts the company at risk of being forced to move to one of the geographic centers of traditional technology investment. As CEO, I would very much prefer that NOT to happen.

Our story, while interesting, is not unique. The life, agricultural and animal science corridor is brimming with innovation and entrepreneurs eager to make a difference in their fields. As we've seen with several Kansas City area companies, these areas of business are high growth and provide ample opportunities for job creation and contribution to that ecosystem. **The KBA is a mechanism that helps assure that these companies realize their potential IN KANSAS and it's demise would profoundly impact our ability to keep companies like HOS.** Rather than yet another story of success in Silicon Valley, let's produce more stories of success here in our own state.

Matt Wilson, President and CEO, Health Outcomes Sciences (HOS)