

European Tech Transfer Summit

24-25 September 2009

at EuroBio 2009, Lille, France

www.techtransfersummit.com

Day One

Thursday, 24 September 2009

8:30	Registration
9:30	The 3rd Annual European Tech Transfer Summit Opening: <i>Morris S. Berrie & Christian J. Suojanen, Tech Transfer Summit Ltd.</i>
9:40	Keynote: <i>Jasbir S. Kindra, J.D., M.S.</i> Chief, General Medicine Branch, Division of Technology Development & Transfer, Office of Technology Transfer, <i>National Institutes of Health</i> , USA.
10:30	Technology Transfer Business Planning: Understanding the Value Creation proposition required between the TTO / Inventor and the commercial sector (Corporate and Finance) Investors and industry are becoming ever more demanding, and correspondingly the need for a concise and detailed business plans from the TTO / academia brethren is a prerequisite, and is more efficient to consider their concerns up-front rather than try to revise a whole company structure and business model later. To be able to deliver and indeed present a solid, realistic, and succinct business plan is critical to securing the right partners, whether angels, VCs, or industry R&D or licensing partners. From the scientific strategy, market forecasting to development and overhead costs, presenting a business plan that will convince increasingly skeptical collaborators, partners and investors requires hard market statistics and realistic financial projections, and well thought out strategy. This session aims to briefly provide a 'verbal' blueprint on how to plan and draft a strategy that puts the innovation into terms that can be objectively evaluated. Moderator: <i>Jesse Schulman</i> , Director, Analysis & Research, <i>Ferghana Partners</i> , UK. <ul style="list-style-type: none">•<i>Thomas P. Richardson</i>, Life Sciences Marketing & Business Development, Office of Technology Commercialization, <i>Rutgers</i>, The State University of New Jersey, USA.•<i>Peter Rule</i>, Chief Operating Officer, <i>Ascension GmbH</i>, Germany.•<i>Catherine Beech</i>, CEO, <i>Tawhai</i>. UK•<i>Steve Meller</i>, Chief Innovation Catalyst, <i>Procter & Gamble</i>, USA.
11:30	Coffee & Networking
12:00	Working with Corporate Partners: Flexible Management of Technology Breakthroughs and Innovation – allowing for the unexpected. Often research presents new opportunities for commercialization that can result in the original direction of research / business plan making a sharp detour. How best can such opportunity be dealt with? What legal aspects need to be considered? Who owns what and how can both parties ensure that any such opportunity is managed for mutual benefit? Moderator: <i>Morris S. Berrie</i> , <ul style="list-style-type: none">•<i>Morten Juhl Corydon</i>, Senior Manager, IP & Licensing, <i>Novozymes</i>, Denmark.•<i>Tony Sedgwick</i>, CEO, <i>Novacta Biosciences Ltd.</i>, UK.•<i>Beat Mollet</i>, Intellectual Property Coordinator, <i>Nestlé</i>, Switzerland.•<i>Claes Post</i>, CEO, <i>Karolinska Institute Innovations AB</i>, Sweden (tbc)•<i>Paul L. Skatrud</i>, Biotechnology Prospecting Lead, <i>Monsanto</i>, USA.
13:00	Networking Lunch

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14:00	<p>Getting your IP Strategy aligned with your commercial strategy Doing it right the first time to avoid killing potential investment & partnering deals down the road. Key considerations for entrepreneurs, start-ups, Tech Transfer Offices (TTOs), Universities & Bio Clusters.</p> <p>Moderator from <i>Patent Docs</i>.</p> <ul style="list-style-type: none">•Kevin E. Noonan, Partner, <i>McDonnell Boehnen Hulbert & Berghoff LLP</i>, USA.•Kari Paukkari, Chief Executive Officer, <i>Licentia</i>, Finland.•Sunita Jones, Licensing Manager, <i>University of Manchester IP</i>, UK.•Louise Sarup, Senior Business Development Manager, <i>IP-Pragmatics</i>, UK.
15:00	<p>Unripe Fruit: How can we protect and market early stage technology? Recent years have seen a sharp increase in Big Pharma / multinationals partnering or entering into collaborative agreements much earlier in the developmental process. What are the key lessons to be learnt in early-stage deals? How best can we market the technology to achieve the desired goals?</p> <p>Moderator: <i>Morris S. Berrie</i></p> <ul style="list-style-type: none">•Joe Fondacaro, Executive Director, Technology Licensing, <i>Cincinnati Children's Hospital Medical Centre</i>, USA.•Fred Reinhart, Vice President, <i>AUTM Association of University Technology Managers</i>, USA.•Kevin Cullen, VP of Surveys and Metrics, <i>University of Glasgow</i>, Scotland.•Li Wang, Business Development Manager SPBD, <i>AstraZeneca</i>, Sweden.
16:00	<p>Coffee & Networking.</p>
16:30	<p>Valuation and Capital Raising in a "Financial Winter". Calculating realistic upfront, milestone and royalty payments, and key messages for raising capital in current extreme market conditions. What do Researchers, Entrepreneurs, Tech Transfer Officers (TTOs) and Angel Investors need to know?</p> <p>Moderator: <i>Christian J. Suojanen</i></p> <ul style="list-style-type: none">•Alain Maire, <i>Managing Partner</i>, France.•Nick Rogers, CEO, <i>Ipsos Ventures</i>, UK.•Patrik Frei, CEO, <i>Venture Valuation</i>, Switzerland.•Stuart Henderson, Partner, Head of European Life Sciences and Healthcare, <i>Deloitte</i>, UK.
17:30	<p>Building Business Relationships that ultimately lead to safe(r) & strong(er) Collaborations and Partnering How can the relationship be managed from the start? How to manage the relationship on a limited budget. What are the expectations of the bigger partner? Do people understand the terminology? Alliance Management? What of the disappointments? Ensuring a win-win relationship, but when can (do) the "gloves" come off? Leading experts share insights; best & worst case experiences, and advice on structuring the best possible collaborative or partnership scenario.</p> <p>Moderator: <i>Morris S. Berrie</i></p> <ul style="list-style-type: none">•Ruth Keir, Executive Director, Strategic Alliances, <i>Pfizer</i>, UK.•Morten Juhl Corydon, Senior Manager, IP & Licensing, <i>Novozymes</i>, Denmark.•Rick Fagan, Director Biopharm, <i>University College London BioBusiness</i>, UK.•Joni Catalano-Sherman, Corporate Director, Corporate Office of Science and Technology (COSAT), <i>Johnson and Johnson</i>, Israel.•Tony Sedgwick, CEO, <i>Novacta Biosciences Ltd.</i>, UK.
18:30	<p>Day One Close.</p>
19:00	<p>Dinner & EuroBiO 2009 Reception.</p>

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Day Two

Friday, 25 September 2009

8:30	Registration.
9:30	Opening Remarks. <i>Christian J. Suojanen & Morris S. Berrie, Tech Transfer Summit Ltd.</i>
9:40	Keynote: <i>Sir Greg Winter, Deputy Director, Laboratory of Molecular Biology, Deputy Director, MRC Centre for Protein Engineering, Fellow, Trinity College, University of Cambridge, UK.</i>
10:30	Business Development / Licensing Quandaries ... from the "Corporate side" The evolution of business development (strategic or otherwise) in life science continues at a great pace – but what's really the wish list of the major corporations? Do we understand what the difference is between each department? how does licensing differentiate from alliance management? New business development? Forward thinking initiatives? Strategic collaboration? Are the various divisions semantic? Priorities and indeed criteria vary amongst the top players and there certainly isn't one-size-fits-all. Understanding the remit, the goal of Big Pharma and multinational corporations will allow you to seek a best "fit" with regard to your own business development model. This session will aim to highlight some of the following: Fresh perspective on deal-making priorities from Big Pharma / multinational corporations <ul style="list-style-type: none">•What impact the current environment is having on their licensing and M&A activities.•Discuss the preferred business scenario "gambits".•Provide a clear, concise understanding of the dynamics of collaborating and partnering with Big Pharma / multinational corporations. Moderator: Morris S. Berrie <ul style="list-style-type: none">•<i>Olivier Drap</i>, Manager Strategic Alliances, Worldwide Business Development, <i>Pfizer</i>, UK.•<i>Marie-Pierre de Bethune</i>, Vice-President Scientific Affairs and Strategic Development, <i>Tibotec (Johnson & Johnson)</i>, Belgium.•<i>Manfred Horst</i>, Director, Licensing & External Research, Europe, <i>Merck</i>, France.•<i>Steve Meller</i>, Chief Innovation Catalyst, <i>Procter & Gamble</i>, USA•<i>Kevin E. Noonan</i>, Partner, <i>McDonnell Boehnen Hulbert & Berghoff LLP</i>, USA.•<i>Li Wang</i>, Business Development Manager, SPBD, <i>AstraZeneca</i>, Sweden.
11:30	Coffee & Networking.
12:00	Grant-and Public "soft money" Funding session i.e. dealing with Public Funded Bodies. Sourcing immediate "proof-of-concept" funding. How can you best assess what are likely to require? Who can help with making such judgements? How do the grant bodies want to see the allocation and management of such funding? Protecting your invention / innovation without IP i.e. what operating on a ZERO budget really means. Moderator: <i>Emmanuel Chantelot</i> , Executive Director, <i>EBE European Biopharmaceutical Enterprises</i> , Belgium. <ul style="list-style-type: none">•<i>Jasbir S. Kindra</i>, Chief, General Medicine Branch, Division of Technology Development & Transfer, Office of Technology Transfer, <i>NIH</i>, USA.•<i>Richard Seabrook</i>, Head of Business Development, Technology Transfer, <i>Wellcome Trust</i>, UK. (tbc).•<i>Stéphane Hogan</i>, Head of Unit, Horizontal Aspects & Coordination, Health, Research Directorate General, <i>European Commission</i>.•<i>Jacques Darcy</i>, Head of Product Development & Incubation, <i>EIF European Investment Fund</i>.•<i>Crispin Kirkman</i>, CEO, <i>Emtechna</i>, UK.
13:00	Networking Lunch

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14:00	<p>International Best Practices in Technology Transfer</p> <p>What are the best models from leading & hi-growth bioregions around the world? How does the implementation of policy aid the regions Biotech community? How can we learn from each other and impart the benefits across borders? Experts from key regions share their most effective models and experiences.</p> <p>Moderator: <i>Christian J. Suojanen</i></p> <ul style="list-style-type: none">•<i>Luc Morisset</i>, Senior Manager, Business Development, <i>Gestion Univalor</i>, Montréal, Québec.•<i>Prabuddha Ganguli</i>, CEO Vision IPR, <i>Innovation Advisor to the Government of India</i>, India.•<i>Eduardo Emrich Soares</i>, President & CEO, <i>Biominas</i>, Brazil.•<i>Sigal Weisswasser</i>, Managing Director, <i>The T.B.N. Group</i>, Israel.•<i>Tony Jones</i>, CEO, <i>London Biotech Network</i>, UK.
15:00	<p>Biotech Venturing,- Models & Exit Strategy(s) – assessing meaningful and realistic return scenarios.</p> <p>What is realistic in the current economic climate? Overall summation of where we are now and what we can expect in the years ahead. Will the Biotech Business Model (finally) change?</p> <p>Moderator: <i>Christian J. Suojanen</i>.</p> <ul style="list-style-type: none">•<i>Axel Polack</i>, General Partner, <i>TVM Capital</i>, Germany.•<i>Carole Nuechterlein</i>, <i>Roche Venture Fund</i>, Switzerland (tbc).•<i>Alec Mian</i>, CEO, <i>Genmedica Therapeutics</i>, Spain.•<i>Alain Maire</i>, <i>Managing Partner</i>, France.•<i>Stuart Henderson</i>, Partner, Head of European Life Science and Healthcare, <i>Deloitte</i>.
16:30	<p>Closing Remarks & End of conference.</p>