



## Day One Monday 13 December 2010

- 08:30 Registration & Coffee**
- 09:00 Official Opening of the 4th annual Tech Transfer Summit Europe**  
TTS Ltd., and François BOCQUEL, President Alsace BioValley
- 09:15 Opening Keynote**
- 10:00 Collaboration & Partnership, the cornerstones of technology transfer.** Industry discussion panel:  
Moderator: Morris Berrie, *Co-Chairman, TTS Ltd.*
- Patrick Tricoli, *Scouting & Partnering Int'l, Sanofi-Aventis, France*
  - Manfred Horst, *Business Development, Merck & Co., France*
  - Anne Mette Wolff, *Senior IP Manager, Novozymes, Denmark*
  - Anne Lane, *Director Biopharm, University College London, U.K*
  - Alain Beretz, *President, University of Strasbourg, member of the LERU (Leading European Research Universities)*
- 11:00 Coffee & Networking**
- 11:30 Biotech Innovation – bringing research to the market**  
Moderator: Christian Suojanen, *Co-Chairman, TTS Ltd.*
- Kari Paukkeri, *CEO, Licentia Oy, Finland*
  - Claes Post, *Business Development, Linköping University Innovation, Sweden*
  - Cécile Tharaud, *Executive Director, Inserm Transfert, France*
  - Peter Ruile, *COO, Ascenion GmbH, Germany*
  - Nick Dunster, *Senior Analyst, Wellcome Trust, U.K.*
- 12:30 Networking Lunch**
- 13:30 Best Practices in World-Class Technology Transfer**  
Moderator: Nick Rodgers, *CEO, IPSO Ventures, U.K.*
- Kevin Cullen, *VP Surveys & Metrics, University of Glasgow, Vice President of ASTP, U.K.*
  - Samuel Ogunsalu, *Principal Executive Commercial Development, Queen Mary Innovations, U.K.*
  - Tony Hickson, *Director of Technology Transfer, Imperial Innovations, U.K.*
  - Binah Baum, *Manager, TMI Technology Maturation & Incubation, & Special Advisor to MATIMOP – National Innovation Support Agency, Israel*
  - Gary Howes, *Partner, Fasken Martineau, UK*
- 14:30 Biotech Innovation, Industry & the Economy**  
What are the main challenges & opportunities? Resolving the key challenges to technology transfer enabling the development of a sustained BioEconomy.  
Moderator: Emmanuel Chantelot, *Executive Director, EBE European Biopharmaceutical Enterprises*
- Jacques Darcy, *Head of Product Development & Incubation, European Investment Fund*
  - Iain Gillespie, *Head, Biotechnology Division, OECD*
  - Ruxandra Draghia Akli, *Director, Directorate Health, DG Research (t.b.c.)*
  - Nicolas Carboni, *Director General, Alsace BioValley, France*



# TECH TRANSFER SUMMIT EUROPE

Licensing - Partnering - Technology Transfer

## Day One Monday 13 December 2010 - Continued

- 15:30 Coffee & Networking**
- 16:00 Licensing in a Global World & the importance of IP protocols**  
Moderator: Frank Heemskirk, *Managing Director, RIMS, Belgium*
- Kevin Noonan, *Partner, McDonnell Boehnen Hulbert & Berghoff, Editor, Patent Docs, USA*
  - Lorne Meikle, *President & Chairman, Life Sciences Ontario, Canada*
  - Rupert Osborn, *CEO, IP Pragmatics, U.K.*
  - Allan Liu, *VP (Wanbang BioPharma) Fosun Pharmaceuticals, China (t.b.c.)*
  - Alexey Konov, *CEO, Bioprocess Investment, Russia*
- 17:00 Alliance Management**  
Managing not only the relationship but (more) importantly the expectations.  
Moderator: Morris Berrie, *Co-Chairman, TTS Ltd.*
- Mark McBride, *Managing Director, Innovaro (parent company of Pharmedicalensing) U.K.*
  - Elena Lurie Luke, *Director, Global Bioscience, Procter & Gamble, U.K.*
  - Peter Luke, *Executive Director, Strategic Alliances, Pfizer, U.K.*
  - Marcel Lubben, *Managing Director, DSM Licensing, Netherlands*
- 18:00 End of Day One**
- 18:30 Tech Transfer Summit Europe Evening Reception**

## Day Two Tuesday 14 December 2010

- 08:30 Registration & Coffee**
- 08:50 Opening Remarks**
- 09:00 Keynote:** Enabling the technology – the global remit from the largest sector resource in the world.  
Bonnie Harbinger, *Deputy Director, Office of Tech Transfer, NIH, USA*
- 09:45 HealthCompetence**  
Sourcing Europe's top research programmes & leading technology offers  
– Jan C. Maier, *CEO, Avedas AG*
- 10:00 Proof of Concept (PoC) and IP Strategies**  
When to file & how to enforce IPR? Understanding your IPR position from the perspective of filing an IND. Multinationals' definition of PoC is moving downstream. How does this affect the strategy at early stage?  
Moderator: Werner Wolf, *Bio Innovations, Switzerland*
- Paul Tully, *Partner, MBHB, Chicago, USA*
  - Glen Steinbach, *CFO, Technology Transfer Office, Johns Hopkins, USA*
  - Caroline Rigot, *General Manager, Conectus, Head of Strasbourg University Technology Transfer Office, France*



# TECH TRANSFER SUMMIT EUROPE

Licensing - Partnering - Technology Transfer

## Day Two Tuesday 14 December 2010 - Continued

### 11:00 Coffee & Networking

### 11:45 Out-license or Start-up?

Knowing when to focus on R&D Collaborations, out-licensing, or launching a biotech start-up.

Moderator: Christian Suojanen, *Co-Chairman, TTS Ltd.*

- Silvio Bonaccio, *Head of Unit, Spin-Offs, ETH Transfer, Switzerland*
- Nicolas Carboni, *Director General, Alsace BioValley, France*
- Tom Saylor, *CEO, Arecor, & Chairman - EuropaBio SME Platform, U.K.*
- Gunnar Casserstedt, *CFO, Karolinska Development, Sweden (t.b.c.)*
- Tony Sedgwick, *CEO, Novacta Biosciences, U.K.*

### 12:45 Networking Lunch

### 13:30 Taking Science Forwards

Models in successful biotech commercialization – from the TTO, VC & Industry perspectives

Moderator: – Jørgen Thorball, *CEO, XOventure, Denmark*

- Michiel de Haan, *Managing Partner, AESCAP Venture Management, Netherlands*
- Cécile Tharaud, *Executive Director, Inserm Transfert, France*
- Marcus Kostka, *Collaborative Research, Boehringer-Ingelheim, Germany*
- Paul Ranson, *Partner, Head of Life Science, Fasken Martineau, UK*

### 14:30 Working with Industry

What it really takes to instigate a deal with big pharma, biotech or other bio-industry corporations.

Understanding what it is that potential partners need to see and don't want to see. Presenting specific target areas alongside generics as a study in deal-making strategy.

Moderator: Morris Berrie

- Margaret Beer, *Senior Director & Head Licensing External Research, Merck, U.K.*
- Olivier Drap, *Manager Strategic Alliances, Worldwide Business Development, Pfizer, U.K.*
- Bernhard Mohr, *Investment Manager, BASF Venture Capital, Germany*
- Wilma Lukas, *Senior S&E Officer, In-Licensing, Debiopharm S.A., Switzerland*

### 15:30 Coffee & Networking

### 16:00 The VC perspective

What it takes to raise capital in the current tough market: Leading European and Int'l VC funds.

Moderator: Christian Suojanen, *Co-Chairman, TTS Ltd.*

- Helmut Schuhsler, *Managing Partner, TVM Capital, Germany*
- Michiel de Haan, *Managing Partner, Aescap Venture Management, Netherlands*
- Markus Goebel, *Managing Director, Novartis Venture Fund, Switzerland*
- Graziano Seghezzi, *Partner, Sofinnova Partners, France*

### 17:00 Closing Remarks, François Bocquel, President, Alsace BioValley. End of Summit

For further information contact: [tts@techtransfersummit.com](mailto:tts@techtransfersummit.com)

[www.techtransfersummit.com](http://www.techtransfersummit.com)