

AGENDA

2nd CRG BIO-BUSINESS SCHOOL

Barcelona, 5-9 October 2015

MODULE 1: Monday, October 5

Researchers focus on their ongoing research and potential new research ideas in a quest to understand through science, build their curriculum, and publish their results in scientific journals. However, they rarely screen their work for valuable opportunities and transfer their research results towards the market. As a result, potential inventions remain unnoticed, and are left unexploited. In this module, experts will provide an overview on how to identify an invention and assess its potential, introducing the concepts of invention disclosure and technology assessment. In addition, biotech and pharma sectors will be presented, and a flavour of what can be expected throughout the course will be given by a successful entrepreneur through a keynote talk on his/her business experiences. The module aims at sensitizing researchers to evaluate the potential of their research results, and provides the participants with tools to decide whether a research result could be an invention.

09:00	Welcome	CRG Tech Transfer (TBDO) and Training Units (TU)
09:05	Introduction to Technology Transfer and Overview Bio-Business School + 1' individual presentations (participants)	Pablo Cironi (CRG TBDO)
09:45	Keynote talk: "TBC"	Teresa Tarragó (Iproteos)
10:45	Coffee break	
11:00	Lecture: Biotech as the innovation driver in the healthcare market	Carla Snoeck (VIB) Jan Demolder (VIB)
12:00	Lecture: From science to value	
13:30	Lunch break	
14:30	Workshop: Project presentation (5' + 5' for Q&A)	
16:00	Coffee break	
16:15	Workshop: Project presentation (5' + 5' for Q&A)	
16h45	Project selection for teaming up during networking	
17:00	End of Module 1	
19h00	Networking event and team formation around the projects selected before	Participants, speakers and organizers



MODULE 2: Tuesday, October 6

Inventions need to be protected, and there are different ways to do so. Especially in life sciences, the most important option is patenting. This second module therefore provides an overview on different types of intellectual property (IP) protection, focusing on patents in the life sciences sector and tools available to search for patents and perform initial white space and freedom-to-operate analyses. To date, researchers rarely use this valuable source of knowledge, which often results in inefficient “double inventions”. In addition, this second module will include a separate section on software. Software use and development is part of the everyday life of a research institute like the CRG. Although software is barely protected through patents, there are ways to protect it and licensing issues that affect it and that can have a strong impact on its eventual commercialization.

09:30	Lecture: Overview of intellectual property rights	Carla Snoeck (VIB) Jan Demolder (VIB)
11:00	Coffee break	
11:30	Lecture: Patents in Life Sciences	
13:00	Lunch break	
14:00	Workshop: Patent database search based on projects developed in Module 1 (course cases)	
15:30	Coffee break	
16:00	Lecture: Software protection and licensing issues with a focus towards commercialization	Malcom Bain (id law partners)
17:30	End of Module 2	



MODULE 3: Wednesday, October 7

From a public research institution's perspective, the common way to exploit a patent is to transfer it to an external partner that further develops and commercializes it, such as an established company or an own-created spin-off, in exchange of economic return. Experts will impart knowledge on how to strategically select the right option and strategy: does (e.g. a patent) have the potential to become the basis for a spin-off or shall it rather be licensed or sold to an external partners? Afterwards, experts will provide a closer look on their licensing activities and share their experiences in the life science field. This third module aims at making researchers aware of the different routes an invention can take towards the market, and showing them their potential roles in this process.

09:30	Lecture: The decision making step: licensing or spinning-off	Els Beirnaert (VIB) Curtis Keith (Harvard University)
11:00	Coffee break	
11:30	Workshop: Strategy development based on course cases	
13:00	Lunch break	
14:00	Lecture: Working from within academia with industry: research collaborations and licenses	
15:30	Coffee break	
16:00	Workshop: From theory to practice: negotiating a term sheet + brainstorming on licensing around course cases	
17:30	End of Module 3	



MODULE 4: Thursday, October 8

Stemming from the decision-making step, this fourth module introduces the spin-off pathway on how to exploit e.g. a patent. Experts will give a brief introduction to the business model concept and on how to write a business plan. This workshop allows the participants to create a business model for their own invention, and to develop a draft of their potential business plan. In addition, this module will also give an overview of potential funding sources (public and private) that allow for the development and commercialization of an invention. Furthermore, the concept of life science incubators and accelerators will be introduced, as well as different types of entrepreneurial support and consulting mechanisms.

09:30	Lecture: Planning your start-up: business models, financing strategies, incubators and accelerators	Curtis Keith (Harvard University) Els Beirnaert (VIB)
11:00	Coffee break	
11:30	Lecture: Launching your start-up: investor presentations, business plans and other practical matters	
13:00	Lunch break	
14:00	Workshop: Business model development based on course cases	
15:30	Coffee break	
16:00	Workshop: Business model development based on course cases	
17:30	End of Module 4	



MODULE 5: Friday, October 9

The last day will start with a quick overview of the course and a review of key learnings, followed by a round table discussion between national and international experts from academia, private foundations, industry and venture capital, that will share their models, experiences, and emerging trends in funding of early stage opportunities. In the following session, course participants are given a unique opportunity to present and pitch their proposals to the experts for their feedback and assessment. The best business project proposal will be selected and will be entitled to a prize. Course attendance certificates will also be delivered to participants. The CRG Technology and Business Development Office will follow projects from CRG researchers, in order to consider them for valorisation or other actions.

09:30	Overview and summary of important learnings	Pablo Cironi (CRG TBDO)
10:00	Round-table discussion: Sharing models, experiences, and emerging trends in funding of early stage opportunities.	<u>Expert panel:</u> Luis Ruiz (CEO at Spherium - TBC)
11:30	Coffee break	Curtis Keith (Harvard University)
12:00	Project presentation and feed-back	José Antonio Mesa (La Caixa Capital Risk)
13:00	Lunch break	Teresa Tarragó (Iproteos)
14:00	Project presentation and feed-back	
15:00	Certificate Delivery	
15:30	End of Module 5 and End of Course	

