

BEST PRACTICES IN TRANSFER OF SCIENCE AND TECHNOLOGY

FIRST ANNUAL CONFERENCE

The **A**ssociation of European **S**cience & **T**echnology transfer **P**rofessionals

HOTEL LUTETIA
PARIS, FRANCE

Thursday 15 June 2000
Friday 16 June 2000

ORGANISATION:



[PHOTO SKYLINE PARIS]

INTRODUCTION

The old world only recently awoke from its long sleep to step into the new economy. During the dot.com top in Lisbon strategic decisions were taken to make Europe a strong competitor in an economy where new technologies push the economy forward. Although this attitude is strongly needed, the facts have to be faced. Europe has a lot to improve if it wants to become world leading in high-tech business development.

High tech business development needs technology development which is mostly derived from basic research. The European ranking in fundamental research is far better than that of technology development. The conclusion is that Europe is behind in successful methods and models to develop commercial technologies out of public research. Especially the technologies of the new economy, biotech and ICT, have been boosting the US economy for years while Europe seems to be merely at its starting point. This conference shows successful methods and models for creating new technologies out of research.

Technology Transfer from universities & public research institutes is such a complex process that structural and transparent international exchange of professional expertise and personal networks is needed. On the European level this exchange of information is of even greater importance because of the great legal and cultural differences between European countries. Next to this, new experiences from the United States have to be learned from. To address these challenges, a European Association has been founded: The Association of European Science & Technology transfer Professionals. The mission of ASTP is to professionalise and promote technology transfer between European universities & research centres and users of technology. Professionals dedicated to our mission are warmly invited to become a member of it.

The first Annual conference of ASTP will exchange the most recent developments, methods and models for transfer of science & technology. After some plenary overviews on the economic and political environment and recent studies and statistics this conference will focus on:

Patenting & Licensing
University start up companies
Strategic Alliances
Internet based technology transfer
Conditions for venture capital & Informal investors
University and Regional Development

The conference will end with a plenary discussion on how to manage a technology transfer Office.



Enjoy this conference with us and share your experiences and thoughts in the wonderful Hotel Lutetia in the heart of the Rive Gauche in Paris.

PROGRAM THURSDAY 15 JUNE

OPENING SESSION

- 9.30 **Rudy Dekeyser**, Vice-President Acting Board of ASTP and Technology Transfer Manager, Flanders Interuniversity Institute for Biotechnology (VIB) Belgium
Welcome and introduction of the conference
- 9.45 **Hendrik Tent**, Acting Director-General of DG XII (Research) European Commission
New policies and instruments to promote European practice in transfer of science and technology
- 10.15 ?
- 10.45 BREAK

PLENARY: 11.15 – 12.30

EVALUATION OF PRACTICES FOR TECHNOLOGY TRANSFER

Louis P. Berneman, Managing Director Center for Technology transfer, University of Pennsylvania, USA, Immediate Past President AUTM and Vice President LES USA and Canada
New trends in academic-industry technology transfer, Overview of USA Methods

Douglas Robertson, Director, Research & Business Services, The University of Nottingham, and Chair Association for University Research & Industry Links (AURIL), UK
Experiences with Anglo-Saxon & Continental methods for Technology Transfer

12.30 – 14.00 LUNCH

PARALLEL: 14.00 – 15.30

UNIVERSITY START UPS

LIFE-SCIENCES

Prof. Mark Ferguson
Chairman of Manchester Biosciences Incubator
Incubator facilities for Academic entrepreneurship

Paul van Grevenstein
Managing Director Bio Medical Research Division, Leiden University Medical Center
Conditions for bio medical start ups

ICT

Jeffrey Skinner
New Business Development Manager; UCL Ventures; University College London, and Board Member UNICO
UK Experiences with university based ICT Start-ups

Louis P. Berneman
Conditions for ICT Start-ups

BREAK 15.30 – 16.00

PARALLEL: 16.00 – 17.00

TECHNOLOGY TRANSFER VIA INTERNET

Bruce Lehman,
Board Member The Patent & License Exchange And Former Commissioner, United States Patent and Trademark Office (USPTO)
Facilities for internet transactions

Moderator:
Mrs. Louise van den Bos,
Director Office for Technology Transfer & Licensing, Erasmus University Rotterdam, The Netherlands

STRATEGIC ALLIANCES

Michael Mulqueen,
Manager External Liaison of Roche Discovery, F. Hoffmann-La Roche Ltd UK
Universities and Industry Alliances

Moderator:
Rudy Dekeyser,
Technology Transfer Manager, Flanders Interuniversity Institute for Biotechnology VIB, Belgium

17.00 – 22.00 SOCIAL PROGRAM

PROGRAM FRIDAY 16 JUNE

PARALLEL: 9.30 – 11.00

WHEN TO PATENT

RISK CAPITAL

<p>Taina Saksa, Director Helsinki University Licensing Ltd, Finland <i>Managing a patent portfolio</i></p> <p>Alison Campbell Director Intellectual Property Division Medical Research Council Technology UK <i>Risks in the patenting process</i></p> <p>Moderator: Richard Blackmore Head University Relations, BTG, UK</p>	<p>Jim Martin Chairman EVCA High Tech Committee and Managing Partner ADD Ventures UK <i>Venture Capital & University technology investment</i></p> <p>Jaap Blaak Business Angel (Tailwind BV) and Co-Developer of Bio-Science Park Leiden, The Netherlands <i>Business Angels & University technology investment</i></p> <p>Moderator: Paul van Grevenstein</p>
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11.00 – 11.30 BREAK

PARALLEL: 11.30 – 13.00

FINDING A PARTNER FOR YOUR PATENT

UNIVERSITY AND REGIONAL DEVELOPMENT

<p>Anne-Catherine Jouanneau Director General FIST SA, France <i>Market Research and Marketing technologies</i></p> <p>Pierre Brisson Head of the European Space Agency (ESA) Technology Transfer Program <i>Perspectives and bottlenecks for commercialising patents of a public research institute</i></p>	<p>Prof. Dylan Jones-Evans Welsh Enterprise Institute University of Glamorgan Business School <i>Role taking process of public, private and academic parties</i></p> <p>Prof. Koenraad Debackere Managing Director K.U. Leuven Research & Development, Belgium <i>Business development in regional perspective</i></p>
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13.00 – 14.30 LUNCH

PLENARY: 14.30 – 16.00

MODELS FOR MANAGING A TECHNOLOGY TRANSFER OFFICE

Interactive panel with introductions of **Board members of ASTP** and representatives of **AUTM, UNICO** and **FIST** followed by discussion with the audience

- *Public or private organisation structure*
- *Backing/Support from the General Management*
- *Account management with Scientists*

16.00 – 16.30 BREAK

16.30 – 18.00 (ONLY FOR ASTP MEMBERS) **GENERAL ASSEMBLY ASTP:**

- OPENING
- INSTALLATION OF THE BOARD
- FINANCIAL STATEMENT
- YEAR PLAN
- A.O.B.
- CLOSING

FACTS & FIGURES

In the USA, more than \$ 33.5 billion in economic activity and 280.000 jobs are directly attributable to the commercialisation of academic research in 1998

AUTM survey, 1998

[TABLE of memberships]

Composition of the more then 150 professionals from 23 countries who showed their interest to become member of ASTP

QUOTES

“At this stage it is important not to improvise, but to obtain a maximum of elements for reflection to keep the discussion as open as possible”

Philippe Busquin, European Commissioner for Research

“These numbers tell a compelling story of how technology derived from academic research is a fundamental pillar of industrial advancement

Lou Berneman, President AUTM 1999-2000



...thinking on innovation...

...facing the facts in Paris...

GENERAL INFORMATION

<i>Date</i>	Thursday 15 & Friday 16 June 2000
<i>Conference Venue</i>	Hotel Lutetia, 45 Boulevard Raspail – 75006 Paris, France
<i>Language</i>	The language of the conference will be English
<i>Registration</i>	All participants who wish to attend the conference must register in advance. Please note that formal registration only takes place after receipt of the registration fee. Participants are requested to complete the enclosed registration form and return it to Science Alliance. Each participant should use a separate form. A letter of confirmation will be sent to you upon receipt of the registration form.
<i>Registration Fee</i>	The registration fee for participation in the conference is € 1095 for Non ASTP members and € 795 for ASTP members (excl. 17,5% VAT). The registration fee includes admittance to the conference as well as extended conference documents, lunches and refreshments. The fee must be paid in advance to participate.
<i>ASTP Membership</i>	If you would like to register for this conference as ASTP member we kindly ask you to register as ASTP Member. As soon as the Board of ASTP has accepted your membership, you will receive an invoice with the correct amount. The ASTP Membership fee will be invoiced separately.
<i>Payment</i>	All payments must be made in € (EURO) and free of all bank and other charges. No personal or company cheques are accepted
<i>Cancellation</i>	Should you be unable to attend, a substitute delegate is always welcome at no extra charge if he/she carries a letter of authorization from the original participant. Should you cancel before May 26th 2000, an administration fee of € 95 will be charged. Please note that no refunds are possible after May 26 th 2000.
<i>Accommodation</i>	Science Alliance has arranged two professional hotel reservation organisations, which will be happy to help you find accommodation. These organisations will book a room at a good price up to your standards at the best suitable location. Since hotel rooms are scarcely available, we urge you to contact one of our relations as soon as possible . For details see the registration form.
<i>Insurance</i>	The conference organisers do not accept any liability for personal injuries or for loss of and/or damage to personal belongings of the conference participants, either during or as a result of the conference. Please check the validity of your insurance.
<i>Organisation</i>	The conference is a joint production of ASTP and Science Alliance.

