

WORKING TOGETHER, SHARING EXPERIENCES

ASTPPROTON Fall Meeting

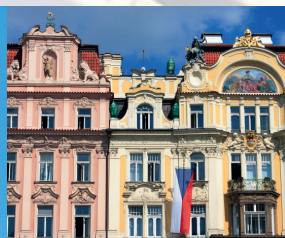
12-14 November 2014 | Prague, Czech Republic

Corinthia Hotel, Kongresová 1655/1, 140 69 Prague 4, Czech Republic

AKTOP



START IT UP!



www.astp-proton.eu

ASTP[®]PROTON

KNOWLEDGE TRANSFER EUROPE

ASTP-Proton is the premier, pan-European association for professionals involved in knowledge transfer between universities, public research organizations and industry.

TABLE OF CONTENTS

- 4 |** Acknowledgments
- 5 |** Introduction
- 6 |** Programme at a glance
- 8 |** Floorplans
- 10 |** Programme
 - 10 |** Wednesday, 12 November
 - 12 |** Thursday, 13 November
 - 18 |** Friday, 14 November
- 22 |** Partners
- 24 |** Volunteers
- 27 |** Staff

THANK YOU

Conference partners



Sponsor



Partner



Media partner



INTRODUCTION

Dear colleagues,

A warm welcome to you attending the 2014 ASTP-Proton Fall Meeting in the beautiful city of Prague!

*This year's theme is **Working together, sharing experiences**, based on inter-activity between and learning from your peers.*

In line with the “for members - by members” mission of ASTP-Proton, the programming committee has created a challenging programme. This is a combination of presentations and workshops to enable discussions on relevant topics. We will work together on a best practice guide for spin off creation, on how to educate university management, funding opportunities for proof of concepts and spin offs, and many more. There is also the Knowledge Stock Exchange (KSE) to promote networking and experience sharing!

Following our tradition, we have the support of a local hosting partner. We have found our partner in the Czech national technology transfer association AKTOP. Thanks to the cooperation with AKTOP, you will enjoy an inspiring conference in a stimulating environment!

Prague is the capital and the largest city of the Czech Republic and has always been a political, cultural and economic centre of central Europe. The extensive historic centre of Prague has been included in the UNESCO list of World Heritage Sites since 1992. And we won't be alone: Prague is a very popular tourist destination with about 4 million international visitors per year. Thus, we look forward to enjoy our guided walking tour through its enchanting city centre.

On behalf of the ASTP-Proton Board and staff, we look forward to meeting you in Prague!

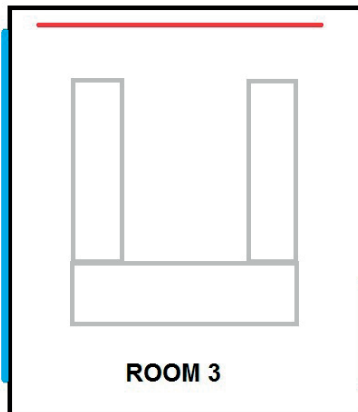
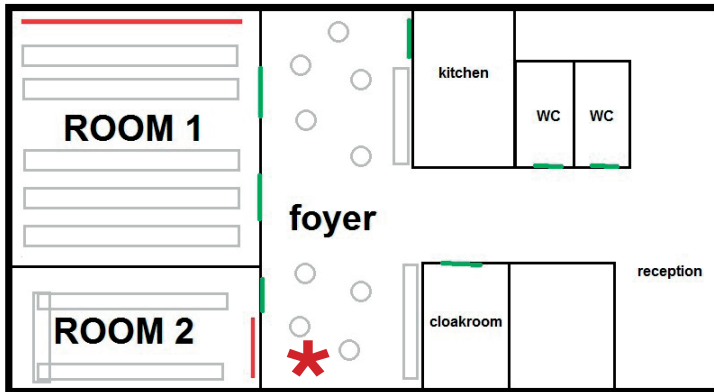
Sara Matt-Leubner
President, ASTP-Proton

Marta Catarino
Vice President, Programming
Chair, Programming Committee

| | | | | |
|---------------|--|--|---|---|
| WEDNESDAY | 12:30 - 16:00 | NAAC meeting, Room: Labe page 6 | | |
| | 13:00 - 17:00 | Masterclass: 'Dealing with Tough Negotiations, Difficult People', Room: Jizer page 6 | Masterclass: 'The Use and Abuse of PoC Funds', Room: Vltava page 6 | |
| | 16:00 - 17:45 | Guided tour, Meeting point: Lobby, Corinthia hotel page 7 | | |
| | 18:00 - 20:00 | Welcome reception, Karolinium, Železná 541/9, 110 00 Prague page 7 | | |
| | 19:30 - 22:30 | European Forum for Knowledge Transfer Directors, Triton Restaurant, Václavské náměstí 26, 110 00 P | | |
| THURSDAY | 08:00 | Breakfast meeting for new members, Location: Rickshaw Restaurant, 2nd floor page 8 | | |
| | 08:15 | Registration desk open, 3rd floor, Corinthia hotel page 8 | | |
| | 09:00 - 10:30 | Welcome and opening plenary session, Room: Tiber & Seine page 8 | | |
| | 10:30 - 11:00 | Coffee break, Room: Vltava page 8 | | |
| | | Track 1: presentation | Track 2: workshop | |
| | 11:00 - 12:30 | New developments in the European Patent System, Room: Seine page 8 | The role of health charities in funding TT, Room: Severn page 9 | |
| | 12:30 - 13:30 | Lunch, Location: Let's Eat, 2nd floor | | |
| | | Knowledge Stock Exchange | | |
| | 13:30 - 15:00 | Information corner, Room: Severn page 10 | Initiative sharing, Room: Vistula page 10 | |
| | 15:00 - 15:30 | Coffee break, Room: Vltava | | |
| 15:30 - 17:00 | Choosing the right model for your TTO, Room: Seine page 11 | Educating university management, Room: Severn page 11 | | |
| 18:30 - 22:30 | Reception and dinner page 12 | | | |
| FRIDAY | 07:00 - 07:30 | Morning run, Meeting point: Lobby, Corinthia hotel page 13 | | |
| | 09:00 - 10:30 | Plenary session, Room: Tiber & Seine page 13 | | |
| | 10:30 - 11:00 | Coffee break, Room: Vltava | | |
| | 11:00 - 12:30 | Generating value from SSH, Room: Seine page 13 | Managing your TTO efficiently, Room: Severn page 13 | S |
| | 12:30 - 13:30 | Lunch, Location: Let's Eat, 2nd floor | | |
| | 13:30 - 15:00 | Equity management, Room: Seine page 15 | Managing expectations to TTOs from our stakeholders, Room: Severn page 15 | |
| | 15:00 - 15:15 | Coffee break, Room: Vltava | | |
| | 15:15 - 16:15 | Final plenary and closing session, Room: Tiber & Seine page 16 | | |

| | | | | |
|-----------------------------|---|--|---------------|-----------|
| | | | 12:30 - 16:00 | WEDNESDAY |
| | | | 13:00 - 17:00 | |
| | | | 16:00 - 17:45 | |
| | | | 18:00 - 20:00 | |
| 00 Prague 1 <i>page 7</i> | | | 19:30 - 22:30 | |
| | | | 08:00 | THURSDAY |
| | | | 08:15 | |
| | | | 09:00 - 10:30 | |
| | | | 10:30 - 11:00 | |
| | Track 3: workshop | Track 4: workshop | | |
| | Student entrepreneurship, Room: Clyde <i>page 9</i> | Career development, Room: Shannon <i>page 9</i> | 11:00 - 12:30 | |
| | | | 12:30 - 13:30 | |
| | Face-to-face meetings, Room: Thames <i>page 10</i> | | 13:30 - 15:00 | |
| | | | 15:00 - 15:30 | |
| | Best practice guide for creating spin-offs, Room: Clyde <i>page 11</i> | Managing conflict of interest, Room: Shannon <i>page 12</i> | 15:30 - 17:00 | |
| | | | 18:30 - 22:30 | FRIDAY |
| | | | 07:00 - 07:30 | |
| | | | 09:00 - 10:30 | |
| | | | 10:30 - 11:00 | |
| | Separating winners from losers, Room: Clyde <i>page 14</i> | Joint ownership of IP, Room: Shannon <i>page 14</i> | 11:00 - 12:30 | |
| | | | 12:30 - 13:30 | |
| | PoC & spin-off funding, Room: Clyde <i>page 15</i> | | 13:30 - 15:00 | |
| | | | 15:00 - 15:15 | |
| | | | 15:15 - 16:15 | |

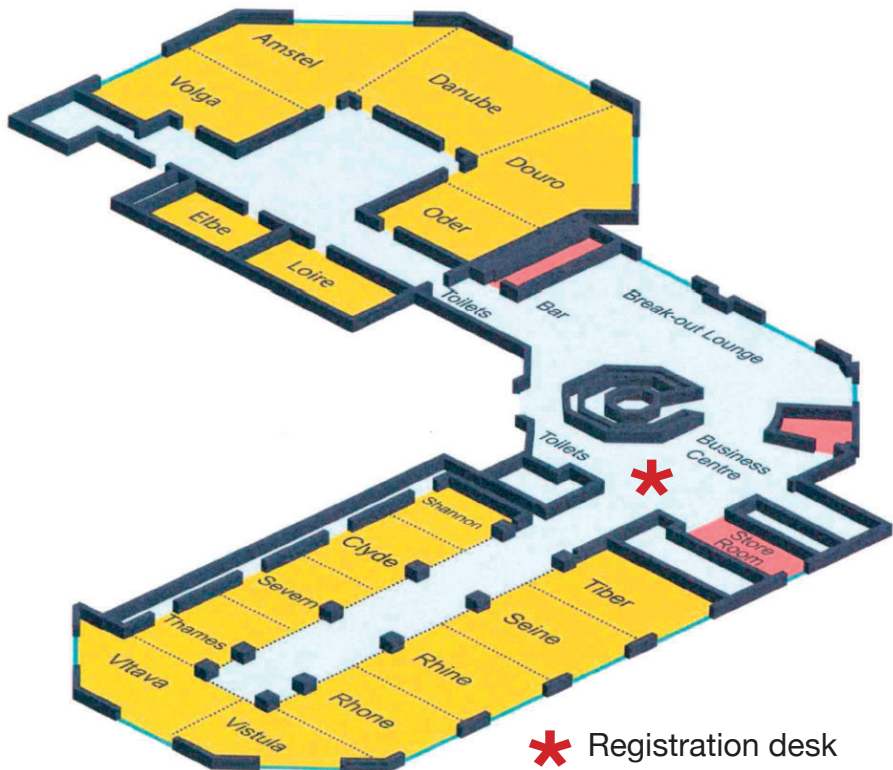
Below is the floorplan of the Technology Centre ASCR where the NAAC meeting and masterclasses are taking place.



Room 1: Labe
Room 2: Vltava
Room 3: Ijzera

THURSDAY & FRIDAY, 13-14 NOVEMBER

Below is the floorplan of the Corinthia hotel where the fall meeting is taking place.



Wireless internet is available at the Corinthia hotel:

User ID - corinthia

Password - corinthia

NAAC Meeting

12.30 - 16.00


National Association Advisory Committee (NAAC) meeting Room: Labe

All representatives of European national associations, members of the NAAC are invited to this meeting. The meeting will be chaired by **Michel Morant**, Vice President NAAC, ASTP-Proton.

Half-day Parallel Masterclasses (4 CE points each)

13.00 - 17.00

Dealing with Tough Negotiations, Difficult People

Room: Jizera

Robert Marshall, Independent Training & Coaching Professional on negotiation, conflict resolution and communication skills, Robert Marshall & Associates, UK

Effective negotiation to reach agreement is vital: but often we're faced with people we find hard to negotiate with. How do you tackle stubborn, evasive or bullying tactics? How can you identify and deal with the common tricks used by hard negotiators? In this highly interactive half-day programme – combining theory, self-assessment and practical exercises – you'll learn to evaluate why negotiations sometimes go wrong, examine a range of negotiation styles and explore proven techniques to deal with even the toughest opponents. Based on practical methodologies used by professional negotiators and mediators, this course will help you understand and use the principles of persuasion: making it easier for you to get other people to change their mind and say 'yes'.

13.00 - 17.00

The Use and Abuse of Proof of Concept Funds

Room: Vitava

Jeff Skinner, Executive Director, Deloitte Institute of Innovation and Entrepreneurship, London Business School, UK and Member, ASTP-Proton Professional Development Committee

More and more 'Proof-of-Concept' funds are opening up across Europe. These funds can serve a very valuable purpose by 'de-risking' new technologies – the logic being that it will then be easier to find an investor, partner or licensor. However it is incredibly easy to waste PoC funds by spending them on things that don't add any value by 'proving' anything worthwhile.

In this Masterclass we use corporate finance theory and risk analysis techniques to examine how pre-seed funding should be channelled to achieve the maximum 'bang-per-buck'. In the process we set out the kind of research and thinking that goes into writing a compelling proof-of-concept' business case. By the end of the afternoon participants should understand far better how to advise academics who have promising, but early stage, technologies. We develop the methodology using a 'live' case study.

Social Programme



The Czech Republic is one of the countries with the highest density of castles in the world.

16.00 - 17.45

Guided Tour

Meeting point: Lobby, Corinthia Hotel

Join the walk for a guided tour around the beautiful city of Prague. The tour lasts approximately 1½ hour, so be sure to wear comfortable shoes. The tour ends at the venue of the welcome reception.

18.00 - 20.00

Welcome Reception

Karolinium, Železná 541/9, 110 00 Prague

You are invited to the welcome reception, where you can meet other attendees before the conference starts. The reception begins with welcome words by our President and the City Representative of Prague. You can pick up your badge here.

19.30 - 22.30

European Forum for Knowledge Transfer Directors

Triton Restaurant, Václavské nám sti 26, 110 00 Prague 1

Are you the head of your TTO? Come and join the Directors-only Forum after the welcome reception to share and learn from other TTO Directors across Europe. This forum includes a dinner, and discussion starts after appetizers are served.

08.00 **Breakfast meeting for new members** **Location: Rickshaw restaurant**
 Did you recently become an ASTP-Proton member? Come to this breakfast meeting to know more about ASTP-Proton and share your ideas and expectations as a member.

08.15 **ASTP-Proton registration** **3rd floor**
 Registration desk opens. Pick up your badge at the ASTP-Proton desk.

Welcome and Opening Plenary Session

09.00 - 10.30 **Welcome to Prague and opening remarks** **Room: Tiber & Seine**
Sara Matt-Leubner, President, ASTP-Proton Board
Erik Vane, General Manager, ASTP-Proton
Tomáš Zima, Rector, Charles University and President, Czech Rectors Conference, Czech Republic
Martin Buncek, Board member, Technology Agency of the Czech Republic

Keynote speaker TBA **Room: Tiber & Seine**

Moderator: **Sara Matt-Leubner**, CEO, transidee, University of Innsbruck, Austria and President, ASTP-Proton Board

Coffee Break

10.30 - 11.00 **Coffee break** **Room: Vltava**

First Parallel Session

11.00 - 12.30 **New developments in the European patent system** **Room: Seine**
Martin Pöhlchen, Head, Working Group Intellectual Property and Technical Licensing, BIO Deutschland and Managing Director, Sinfonie Life Science Management GmbH, Germany
Massimiliano Granieri, Vice President, MITO Technology, Italy and Vice President, ASTP-Proton Board

New developments at the European Patent Office (EPO) will be presented in this session. Moreover, the ongoing initiative/s to introduce a grace period in Europe will be presented. The importance of a novel grace period in Europe within the framework of an increase of international R&D collaborations and licensing, its pros and cons and its impact on technology transfer will be discussed.

Moderator: **José Ricardo Aguilár**, Legal Advisor, Instituto Pedro Nunes, Portugal

First Parallel Workshops

11.00 - 12.30

**The role of health charities in funding TT****Room: Severn**

Gap financing, particularly in the health sector, keeps TTOs on their toes. Venture capital fails to fill this gap and public money is an important contributor but requires grants to be leveraged by private sources. Hidden champions to fill in the gap are charities and foundations, which have increasingly been supporting start-up companies and project development leading to start-ups, as they can foster their aims with interesting but mostly early-stage projects. How does it work? Are expectations met? How can we attract this group to finance our projects and thus create value and impact for our institutions and society?

Facilitators: **Christian Stein**, CEO, Ascenion GmbH, Germany and Vice President, ASTP-Proton Board
Susanne Schultz-Hector, Board of Directors, Else Kröner Fresenius Foundation, Germany

11.00 - 12.30

Student entrepreneurship**Room: Clyde**

The core key stakeholders of TTOs are traditionally the University's faculty and researchers. However, a large untapped potential is to be found within the population of students. Since TTOs are often the driving force behind initiatives to stimulate entrepreneurship, they could also play a similar role when it comes to student entrepreneurship. Join this workshop to share best practices, do's and don'ts.

Facilitator: **Jolien Coenraets**, Project Manager, Technopreneurship, University of Ghent, Belgium

11.00 - 12.30

Career development**Room: Shannon**

As the number of technology transfer professionals increases, what career development routes are there for those entering the profession or for those further on in their career? How can we make our profession globally recognised? What development training is currently available? This workshop aims to look at what, if any, current limitations there are on career development and the different ways in which these can be addressed, drawing on different experiences from participants. Come and share how you can maximise your opportunities for a fulfilling and successful career in technology transfer.

Facilitator: **Heather Thompson**, Director IP Development & Partnering, University of Manchester Intellectual Property (UMIP), United Kingdom and Vice President, ASTP-Proton Board

Lunch

12.30 - 13.30 Lunch

Location: Let's Eat, 2nd floor

Knowledge Stock Exchange (KSE)

13.30 - 15.00 **Face-to-face meetings** **Room: Vistula**

Arrange your face-to-face meetings with other participants during the Fall Meeting, all day on Thursday and Friday.

| | | | |
|---------------|-----------|---------------|-----------|
| 13:30 - 13:45 | Meeting 1 | 14:15 - 14:30 | Meeting 4 |
| 13:45 - 14:00 | Meeting 2 | 14:30 - 14:45 | Meeting 5 |
| 14:00 - 14:15 | Meeting 3 | 14:45 - 15:00 | Meeting 6 |

Moderator: **Karen Laigaard**, Director TTO, University of Copenhagen, Denmark and Member, ASTP-Proton Programming Committee

13.30 - 15.00 **Initiative sharing** **Room: Severn**

Do you have an initiative or a problem to share? Submit your proposal and get the chance to share it with your peers. You have 5 minutes to present your initiative and 10 minutes to discuss it.

| | | | |
|---------------|--------------|---------------|--------------|
| 13:30 - 13:45 | Initiative 1 | 14:15 - 14:30 | Initiative 4 |
| 13:45 - 14:00 | Initiative 2 | 14:30 - 14:45 | Initiative 5 |
| 14:00 - 14:15 | Initiative 3 | 14:45 - 15:00 | Initiative 6 |

Moderator: **Marta Catarino**, Director TTO, TecMinho, University of Minho, Portugal and Vice President, ASTP-Proton Board

13.30 - 15.00 **Information corner** **Room: Thames**

Does your company provide any products or services for TTOs? During the information corner, you have a total of 15 minutes to present your elevator pitch and have a Q&A session with the participants.

| | | | |
|---------------|----------------|---------------|----------------|
| 13:30 - 13:45 | Presentation 1 | 14:15 - 14:30 | Presentation 4 |
| 13:45 - 14:00 | Presentation 2 | 14:30 - 14:45 | Presentation 5 |
| 14:00 - 14:15 | Presentation 3 | 14:45 - 15:00 | Presentation 6 |

Moderator: **Massimiliano Granieri**, Vice President, MITO Technology and Vice President, ASTP-Proton Board

Coffee Break

15.00 - 15.30 Coffee break

Room: Vltava

Second Parallel Session15.30 - 17.00 **Choosing the right model for your TTO**

Room: Seine

Richard Jennings, Deputy Director, Cambridge Enterprise Limited, University of Cambridge, United Kingdom**Bram Wijlands**, Head Technology Transfer, RWTH Aachen University, Germany

Does your TTO belong to a university in your country's capital or in the periphery? Is your TTO there for the money or for the greater good or both? Is your university new or old? Basic research, applied or both? Focus on engineering, biotech or the soft sciences or all? Do you get to choose the right model for your TTO or is it chosen for you? In this presentation we will hear about different models and their pros and cons.

Moderator: **Anders Haugland**, Managing Director, BTO, Norway

Second Parallel Workshops15.30 - 17.00 **Educating University Management**

Room: Severn

Top management participates in inspirational study trips. TTOs share international best practices with colleagues. What about the rest of the university? In this workshop we will explore ideas and best practices of how to involve, enthuse and engage all layers of university management (from top management, to heads of departments to research group leaders) in the university's efforts to fulfil the "innovation and knowledge transfer mission" that so many universities aspire to.

Facilitator: **Karen Laigaard**, Director TTO, University of Copenhagen, Denmark and Member, ASTP-Proton Programming Committee

15.30 - 17.00 **Best practice guide for creating spin-offs**

Room: Clyde

We all know there is no such thing like "THE way to a successful spin off" but there are still some do's and don'ts worth to be considered. This workshop aims to produce a best practice guide including check lists, model shareholder agreements, potential solutions for conflict of interests, based on your experience and taking into account different environments, different technologies as well as different reasons for spinning out in the first place.

Facilitator: **Karl Klingsheim**, Managing Director, NTNU Technology Transfer AS, Norway and Vice President, ASTP-Proton Board

15.30 - 17.00

Managing conflict of interest

Room: Shannon

As conflicts of interest seem unavoidable in tech transfer, the main question is: how to deal with them? Join this workshop to explore how to manage conflicts of interest & conflicts of commitment: make sure you are prepared beforehand not to end up in trouble afterwards.

Facilitator: **Anette Poulsen Miltoft**, Senior Legal Adviser, Aarhus University, Denmark and Member, ASTP-Proton Professional Development Committee

Evening Event

18.30 - 19.00

Welcome drinks

Grand Hotel Bohemia Prague
Královská 4, 110 00 Prague 1, Czech Republic

19.00 - 22.30

Conference Dinner

Grand Hotel Bohemia Prague
Královská 4, 110 00 Prague 1, Czech Republic

We will gather at the lobby of the Corinthia Hotel and are going by bus to the restaurant. The bus leaves at 18.10.

If you are arranging your own transport, please inform one of the ASTP-Proton staff members beforehand.

In case you are not joining the dinner, we kindly ask you to inform us. The dress code for the dinner is casual.

DID YOU KNOW?

The Czechs are the number one beer drinkers in the world, consuming the most beer per capita (160 liters or 43 gallons).

They have been drinking beer since at least 900 A.D.



UPCOMING EVENTS

REGISTER NOW

Masterclass BioFIT

1 December 2014

Lille, France

*Topic: Commercializing
new BioMedical Technologies*



REGISTRATION NOW OPEN

Training Courses

21 - 23 January 2015

Barcelona, Spain

*Topics: (20 CE points each)
Fundamentals of technology transfer
Marketing and deal-making*



SAVE THE DATE

Annual Conference

20-22 May 2015

location to follow

(10 CE points)



Please visit www.astp-proton.eu
for more information.

07.00 - 07.30 ASTP-Proton morning run

Meeting point: Lobby, Corinthia hotel

Plenary Session

09.00 - 10.30 **Open Innovation and Tech Transfer** Room: Tiber & Seine**Frédéric Caillaud**, Director, Licensing & Business development department, L'ORÉAL

All R&D and Tech scouting managers are facing the same problem : they need to meet technological challenges with solutions their advisers generally claim to be innovative and original. As 60 M patents have already been filed and as 18000 publications are released each day, all of them have a restrictive perception of the solutions that are available. Several tools and new methods are now allowing to effectively screen, rate and analyze at an unprecedented scale, the innovation landscape, granting a dramatic competitive advantage to the first users. Several examples will illustrate their impacts on the TT departments, on R&D yield and on your top management. Practical recommendations will be given in order to prepare yourself and your organization to play with these new rules.

Moderator: **Christian Stein**, CEO, Ascenion, Germany and President, ASTP-Proton Board

Coffee Break

10.30 - 11.00 Coffee break

Room: Vltava

Third Parallel Session

11.00 - 12.30 **Generating value from Social Sciences and Humanities (SSH)** Room: Seine**Julie Sommerlund**, Associate Dean for External Relations, Faculty of Humanities, The University of Copenhagen, Denmark

There has been an increasing demand for KTOs to support SSH faculties in achieving impact (societal and economic), beyond the Science and Technology fields more familiar to us. Do we use the same tools and expect the same results? Are there different expectations? Are SSH researchers a "different breed"? If you are involved in supporting commercialisation in SSH or plan to be, join this workshop to share experiences and identify best practices.

Facilitator: **Marta Catarino**, Director TTO, TecMinho, University of Minho, Portugal and Vice President, ASTP-Proton Board

Third Parallel Workshops

- 11.00 - 12.30** **Managing your TTO efficiently** **Room: Severn**
As limitations in funding have increasingly become an issue for many TTOs, efficiency becomes increasingly important. What does this mean to you and your organisation? Why does having an efficient office matter? How do you set up your operations and strategy to ensure an effective and efficient office appropriate for your organisation/institution and its aims and size? Following several models, presented in track 1 of the 2nd parallel session, this workshop, through brainstorming, will look further into the strategic and operational issues related to making your office an efficient one.
- Facilitator: **Amanda Zeffman**, Deputy Head of Consultancy Services, Cambridge Enterprise Limited, University of Cambridge, UK and Member, ASTP-Proton Programming Committee
- 11.00 - 12.30** **Separating winners from losers** **Room: Clyde**
Every TTO has to deal with a flow of invention disclosures, and decide what to do with them – go on or give back? How do we go about identifying the “click” between a unique technological capability and a market opportunity? How many resources can we afford to invest in the investigations? Which tools do we use? Who and how do we make decisions? TTOs are dependent on maintaining good relations with researchers to receive invention disclosures. However, during the screening process, most of the inventions will end up being rejected, which can lead to disappointment and lack of motivation. We need to ask ourselves: how are we communicating with researchers? We work with an interactive format, where no one can hide from sharing their experience!
- Facilitator: **Jon Wulff Petersen**, CEO, TTO a/s, Denmark
- 11.00 - 12.30** **Joint Ownership of IP - Making it work for you!** **Room: Shannon**
Winner of the ‘Win a workshop slot’
We all try to avoid joint ownership of IP but there are industry partners who insist on it and there are times when it is the best deal around. This workshop brings together legal advisors, industry players and experienced TTO Directors to learn from each other’s successes and failures and gives you the opportunity to discuss the cases that you have dealt with or are dealing with now. What is best practice? What are the clever moves? What is to be avoided? What are the common pitfalls? You may never look at JOMAs (joint ownership management agreements) the same way again.
- Facilitator: **Tom Flanagan**, Head of Commercialisation, Hothouse Innovation & Tech Transfer Centre, Dublin Institute of Technology (DIT), Ireland

Lunch

12.30 - 13.30 Lunch

Location: Let's Eat

Fourth Parallel Session

13.30 - 15.00 **Equity Management** **Room: Seine**
Steven Tan, Director TTO, VU University Amsterdam & VU University Medical Center Amsterdam, the Netherlands and Vice President, ASTP-Proton Board

Should you take shares in a spinoff company, or is it preferred not to do so? And once you have become a shareholder: who is in charge of the shares, their follow up and all the decisions to be taken including how and when to exit: a task for the tech transfer office? Learn all about equity management: is there a single ideal way to handle this?

Moderator: **Michel Morant**, General Manager, Interface Enterprises, University of Liege, Belgium and Vice President, ASTP-Proton Board

Fourth Parallel Workshops

13.30 - 15.00 **Managing expectations to TTOs from our stakeholders** **Room: Severn**
 Dealing with multiple stakeholders can be a challenge in technology transfer. This workshop aims to elucidate the expectations of the internal stakeholders in technology transfer, especially the researcher, the management, etc. Finding novel ways how to manage these stakeholders may change how your office is being perceived and valued. The participants in this interactive workshop will develop solutions and share hands-on experiences.

Facilitator: **Ruth Herzog**, Head TTO, German Cancer Research Centre, Germany and Member, ASTP-Proton Programming Committee

13.30 - 15.00 **PoC & spin-off funding** **Room: Clyde**
 Proof-of-concept (PoC) funding aims to further develop projects towards commercialization and to add value to the projects and thus increasing the likelihood of finding a commercial partner. PoC may also be used to support researchers in spinning-off companies. What are the issues in creating such a PoC fund and what are the critical success factors? Where does the money come from and how can the PoC be managed? You are welcome to introduce your own cases and get input from your peers, and vice versa.

Facilitator: **Anja Zimmermann**, Equity Management & Valuation, Ascenion, Germany and Member, ASTP-Proton Professional Development Committee

Coffee Break

15.00 - 15.15

Coffee break

Room: Vltava

Final Plenary and Closing Session

15.15 - 16.15

The Innovation Journey – an Entrepreneur’s Story Room: Tiber & Seine

Andrew Lynn, Entrepreneur in Residence, Centre for Entrepreneurial Learning (CfEL), University of Cambridge Judge Business School, United Kingdom

Dr Andrew Lynn, Entrepreneur in Residence at The Centre for Entrepreneurial Learning (CfEL) at the Judge Business School, Cambridge, will talk about the innovation journey, taking University based innovation to market. He will draw on his personal experiences as an entrepreneur and executive who has founded and led successful businesses in the life sciences and clean tech fields. Andrew’s work has earned him recognition from Technology Review Magazine’s TR35 and the Science Business Academic Enterprise Awards as one of the world’s top young innovators, leaders and entrepreneurs. He sits on the UK Health Tech and Medicines Steering Board, and the National Institute of Health Research’s Invention for Innovation (i4i) Early Stage Panel.

Closing remarks

Room: Tiber & Seine

Christian Stein, President, ASTP-Proton Board

Moderator: **Christian Stein**, CEO, Ascenion, Germany
and President, ASTP-Proton Board



Alliance of Technology Transfer Professionals (ATTP)

Mission

The goal of ATTP is to support the development of the technology transfer profession and its practitioners. The transfer of new discoveries and new knowledge from research laboratories into commercial products in the marketplace is recognized globally as being of paramount importance to our world economy. The professionals who work to facilitate this transfer are as diverse as the cultures they represent. They must, however, have a core skill set common to all in order to be effective. For this reason, a group of leading technology transfer organisations have come together to form the Alliance of Technology Transfer Professionals (ATTP). The following networks are currently allied: ASTP-Proton, AUTM, KCA, PraxisUnico, Sarima, Snitts, Technologie Allianz and Unitt.

ATTP is established to recognize and promote individuals with these core competencies and to provide professional training for individuals wishing to acquire these skills. Rather than each association having its own registration criteria, they now have come together to establish internationally-recognized standards. ATTP connects more than 5000 technology transfer professionals in 67 countries.

What are the benefits of RTTP recognition?

- Provides international recognition as a technology transfer expert
- Establishes individual's credibility within the profession
- Institutes a uniform means of practice and standards for technology transfer
- Unites professionals on a global basis

The ASTP-Proton conferences, training courses and masterclasses are accredited by ATTP with the following CE points:

- Training courses: 20 CE points
- Annual conference and fall meeting: 10 CE points
- Masterclasses: CE appreciation depends on the length of the masterclass
- On-site training: CE appreciation depends on the length of the training



The ENTENTE project aims at strengthening knowledge transfer offices in universities, public research organisations, hospitals and at promoting transnational collaboration between industry and academia in the health sector, through networking activities among all the key stakeholders within knowledge transfer in the health sector in Europe.

Officially launched on 12 September 2012 in Paris, France, the ENTENTE project is a coordinated action funded by the European Commission under the Health Work Programme of the 7th Framework Programme.

The consortium brings together seven partners specialized in knowledge transfer from France, the United Kingdom, Belgium, and the Netherlands.

It aims to be the European think tank on knowledge transfer for the health sector assembling some key stakeholders to screen the present situation.

ENTENTE is supported by some of the more accomplished technology transfer offices, worldwide pharmaceutical companies and investment banking actors.

The objectives are to review the best practices, the notable achievements as well as the issues that knowledge transfer is facing in the health sector in Europe.

For more information, visit the ENTENTE website at www.entente-health.eu.

Partners of the ENTENTE Consortium:

[Inserm Transfert](#)
[ASTP-Proton](#)
[TTS Ltd](#)
[Liège University](#)
[KU Leuven RD](#)
[VIB](#)
[Youris](#)

*Main contact: Pierre Benayoun
(Inserm Transfert)
pierre.benayoun@inserm-transfert.fr*

The last call for the ENTENTE Professional Exchange Programme is now open! This provides the opportunity for professionals working in European academic TTOs to spend few weeks in one of the hosting organizations engaged in knowledge transfer in health. Deadline for applications: 5 December 2014.

VOLUNTEERS

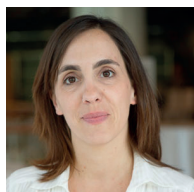
BOARD MEMBERS



Sara Matt-Leubner
President
 CEO, transidee
 University of Innsbruck, Austria



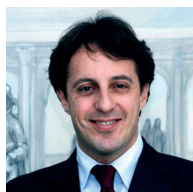
Christian Stein
President-Elect
 CEO, Ascenion GmbH
 Germany



Marta Catarino
Vice President
Programming
 Director, TecMinho
 University of Minho,
 Portugal



Marc Le Gal
Vice President
Knowledge Stock
Exchange
 President, SATT
 Lyon Saint Etienne,
 France



Massimiliano
Granieri
Vice President
Survey/Metrics
 Vice President, MITO
 Technology, Italy



Karl Klingsheim
Vice President
Business
Development &
Communication
 Managing Director,
 NTNU Transfer AS,
 Norway



Michel Morant
Vice President
NAAC
 General Manager,
 Interface Enterprises,
 University of Liege,
 Belgium



Steven Tan
Vice President
Finance & External
Relations
 Director TTO,
 VU University
 Amsterdam & VU
 University Medical
 Center Amsterdam,
 the Netherlands



Heather Thompson
Vice President
Professional
Development
 Director, IP
 Development and
 Partnering, University
 of Manchester
 Intellectual Property,
 United Kingdom



Marta Catarino
Chair of Committee
*Director, TecMinho
University of Minho, Portugal*



Paul Van Dun
Member
*General Manager,
KU Leuven R&D,
Belgium*



Marc Le Gal
Member
*President, SATT
Lyon Saint Etienne,
France*



Ruth Herzog
Member
*Head, TTO
German Cancer
Research Center,
Germany*



Karen Laigaard
Member
*Director, TTO
University of
Copenhagen,
Denmark*



Amanda Zeffman
Member
*Deputy Head
of Consultancy
Services, Cambridge
Enterprise Limited,
University of
Cambridge, United
Kingdom*

VOLUNTEERS

PROFESSIONAL DEVELOPMENT COMMITTEE



Heather Thompson
Chair of Committee
 Director, IP Development and Partnering,
 University of Manchester
 Intellectual Property, United Kingdom



Anette Poulsen
Miltoft
Member
 Legal Advisor,
 University of Aarhus,
 Denmark



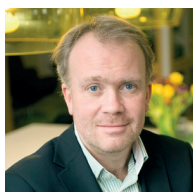
Martin Raditsch
Member
 Managing
 Director Business,
 InnovationLab
 GmbH, Germany



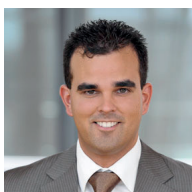
Pascale Redig
Member
 Sourcing Manager,
 Global Pharma
 R&D, Janssen
 Pharmaceutica,
 Belgium



Jeff Skinner
Member
 Executive Director,
 Deloitte Institute
 of Innovation &
 Entrepreneurship
 London Business
 School, United
 Kingdom



Jesper Vasell
Member
 Director, Innovation
 Office Chalmers
 University of
 Technology, Sweden



Bram Wijlands
Member
 Head Technology
 Transfer, RWTH
 Aachen University,
 Germany



Anja Zimmermann
Member
 Analyst, Ascenion
 GmbH, Germany



Erik Vane
General Manager
erik.vane@astp-proton.eu
+31 (0)6 15 406 660



John Kruijing
Financial Administrator
john.kruijing@astp-proton.eu
+31 (0)71 711 3511



Ancilla Sterrenburg
Network Coordinator
ancilla.sterrenburg@astp-proton.eu
+31 (0)71 711 3511



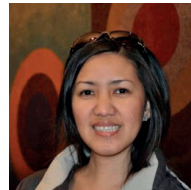
Suzanne Dedding
Event Coordinator
suzanne.dedding@astp-proton.eu
+31 (0)6 15 410 777



Anne Disseldorp
Secretary
anne.disseldorp@astp-proton.eu
+31 (0)71 711 3511



Kelly Hogervorst
Project Assistant
headquarters@astp-proton.eu
+31 (0)71 711 3511



Chared Verschuur-Ballo
Communications Manager
chared.verschuur@astp-proton.eu
+31 (0)6 38 248 819



Arlyta Wibowo
Business Developer
arlyta.wibowo@astp-proton.eu
+31 (0)6 31 620 541

ASTPPROTON[®]

KNOWLEDGE TRANSFER EUROPE

Stationsweg 28a, 2312 AV Leiden, The Netherlands
T: +31 (0)71 711 3511 | F: +31 (0)71 711 3512

Website: www.astp-proton.eu

Email: headquarters@astp-proton.eu

Twitter: www.twitter.com/ASTPProton

LinkedIn: www.linkedin.com/company/ASTP-Proton