



ASTPPROTON[®]
KNOWLEDGE TRANSFER EUROPE

.....
**DELIVERING
INNOVATION**

FALL MEETING

22 - 24 NOVEMBER 2017 | GUIMARÃES, PORTUGAL

#ASTPPROTON17



AGÊNCIA NACIONAL
DE INOVAÇÃO

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ASTPPROTON[®]
KNOWLEDGE TRANSFER EUROPE

ASTP-PROTON IS THE PREMIER, PAN-EUROPEAN ASSOCIATION OF PROFESSIONALS INVOLVED IN KNOWLEDGE TRANSFER AMONG UNIVERSITIES, PUBLIC RESEARCH ORGANISATIONS AND INDUSTRY.

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#ASTPPROTON17





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WELCOME

.....

Dear Participant,

Welcome to *Delivering Innovation*, the ASTP-Proton Fall Meeting here in the UNESCO World Heritage Site of Guimarães in Portugal. As we take our meetings around Europe, this time last year we met in Stockholm, "At the Top of the World where almost no one has been", we aim to demonstrate the many faces of knowledge transfer across the continent and the relevance of our organisation to the growing international community.

On the face of it, we come from different cultures and work in different conditions, but as the world of work becomes increasingly globalised the benefits of organisations like ours, which believe in collaboration and learning from each other, become more significant. Innovation is global hence knowledge transfer must also be global.

Our Fall Meeting is built around a workshop format where participation is the key. *Delivering Innovation* does not come about without hard work, but the joy of working together relieves part of that burden and brings value to cooperative learning and building experiences that will be useful for the future. We hope that you have come to Guimarães filled with anticipation and energy only to leave equipped with better knowledge, contacts, and insights that you and your organisation can benefit from.

The concept builds on you contributing with your knowledge and enthusiasm, but you can also shape forthcoming programmes by providing ideas for the future. Please share with us topics of interest, discussions that you feel are urgent, or just ideas that can help us improve together. Our programming committee, together with Headquarters and our local host, make an extraordinary effort for us to enjoy these days together, but they crave our active input and support. I would also like to thank the Portuguese Innovation Agency (ANI) for their support in partnering with us for this event.

One urgent and current matter is changing the name of our organisation and we would love you all to participate in an active discussion regarding this topic. What will help make ASTP-Proton take a leap into the future? While we need to reflect on our past, we must consider how to evolve into something even more relevant, active, and attractive of support and participation. We, the professionals, must together shape the future of our profession.

I look forward to a great Fall Meeting where active participation is the key ingredient. Welcome!

Henric Rhedin
President

.....

PROGRAMME AT A GLANCE

WEDNESDAY

| | | |
|--------------------|---|--|
| 12:30-15:30 | Biannual Face-to-Face meeting (NAAC representatives only): Masterclass I Putting Your Researchers' Valuable Expertise to Work Page 12 Room: Formação 03 These meetings take place at: UNIVERSITY OF MINHO, | Page 12 Room: Sala de Eira Masterclass II Delivering the KT/TT Function: Office and Mandate Structures Explored Page 12 Room: Formação 04 CAMPUS DE COUROS, RUA DE VILA FLOR, 166, 52-68, 4810-453 GUIMARÃES |
| 14:00-15:30 | Software Special Interest Group Meeting Page 12 Room: S.Miguel | Hotel de Guimarães |
| 16:00-18:15 | Guided Tour Page 13 Meeting Point: Lobby, Hotel de Guimarães | |
| 18:15-19:30 | Welcome Reception Page 13 Location: Paço dos Duques, | Rue Conde D. Henrique, 4810-245, Guimarães |
| 19:30 | Directors' Forum Dinner Page 13 Location: | Pousada de Monteiro de Guimarães |

THURSDAY

| | | |
|--------------------|---|---|
| 07:45 | Registration Desk Open Foyer | |
| 08:00-08:45 | Morning Meeting for New Members Page 14 Room: Sete Cidades | |
| 09:00-10:30 | Opening Plenary The Best of Both Worlds? How Collaboration between Page 14 Room: Flores | Universities and Large Companies can Drive Economic Growth ... with the Car of the Future. |
| 10:30-11:00 | Coffee Break Foyer | Schedule Face-to-Face meetings S.Jorge & Funchal |
| 11:00-12:30 | FIRST PARALLEL SESSION : TRACK I, NEW CHALLENGES Working with Founders - Managing Conflicts of Interest Page 16 Room: S.Miguel | TRACK II, HARNESSING OUR COMMUNITY The Community in Action Page 16 Room : Sete Cidades |
| | | TRACK III, THE LATEST TRENDS The Coming-of-Age of TTOs: Monitoring and Measuring our Maturity Page 17 Room: Flores |
| 12:30-13:30 | Lunch Foyer | Schedule Face-to-Face meetings S.Jorge & Funchal |
| 13:30-15:00 | KNOWLEDGE STOCK EXCHANGE : INITIATIVE SHARING PAGE 18 Room: Sete Cidades | MARKETPLACE PAGE 19 Room: Flores |
| | | FACE TO FACE MEETINGS Room: S.Jorge & Funchal |
| 15:00-15:30 | Coffee Break Room: Foyer | Schedule Face-to-Face meetings S.Jorge & Funchal |
| 15:30-17:00 | SECOND PARALLEL SESSION : TRACK I, NEW CHALLENGES Enriching the Ecosystem with Technology Roadmapping Page 20 Room: S. Miguel | TRACK II, HARNESSING OUR COMMUNITY Motivation and Engagement of Female Entrepreneurs Page 20 Room: Sete Cidades |
| | | TRACK III, THE LATEST TRENDS Data Protection and Commercialisation Page 21 Room: Flores |
| 17:15-18:15 | ASTP-Proton Members' meeting Page 23 Room: Flores | |
| 19:00 | Conference Dinner Page 22 Meeting Point: | Lobby of Hotel de Guimarães Location: Restaurant Res Quinta De Castelões |

FRIDAY

| | | |
|--------------------|---|---|
| 07:00 | Morning Run Meeting Point: Lobby of Hotel de Guimarães | |
| 08:00-08:45 | Morning Coffee Page 24 Foyer | |
| 09:00-10:30 | Plenary Session The Dream Team can Make it Happen - | Great Science, Business Sense and Committed Funders Page 25 Room: Flores |
| 10:30-11:00 | Coffee Break Foyer | Schedule Face-to-Face meetings S.Jorge & Funchal |
| 11:00-12:30 | THIRD PARALLEL SESSION : TRACK I, NEW CHALLENGES New Partners in the Innovation Chain Page: 26 Room S. Miguel | TRACK II, HARNESSING OUR COMMUNITY Software Exploitation: Collecting Case Studies Page 26 Room: Sete Cidades |
| | | TRACK III, THE LATEST TRENDS Digital Healthcare Page 27 Room: Flores |
| 12:30-13:15 | Final Plenary Raising a Glass to Innovation: | The Wine Industry Moving into the Future Page: 28 Room: Flores |
| 13:15-13:30 | The Year Ahead Page: 29 Room: Flores | |
| 13:30 | Lunch Foyer | |
| 14:00 | Bus departs for Porto Airport. Registration required at registration desk | |

CONFERENCE APP

SCHEDULE YOUR FACE-TO-FACE MEETINGS

We have a smartphone app available for this meeting. Use it to browse the programme, contact the people you want to meet, and schedule your meetings. We have reserved two rooms: S.Jorge and Funchal for your use.



Review the programme



Discover your fellow guests and conference speakers



Connect and make appointments with the people you want to meet

THROUGHOUT THE FALL MEETING

To install the conference app, follow these steps:

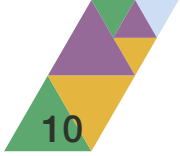
1. Go to get.networkapp.eu for the correct iPhone, Android or Windows Phone version
2. Register via LinkedIn or your e-mail
3. Enter the event code: FallMeeting17
4. Get networking!



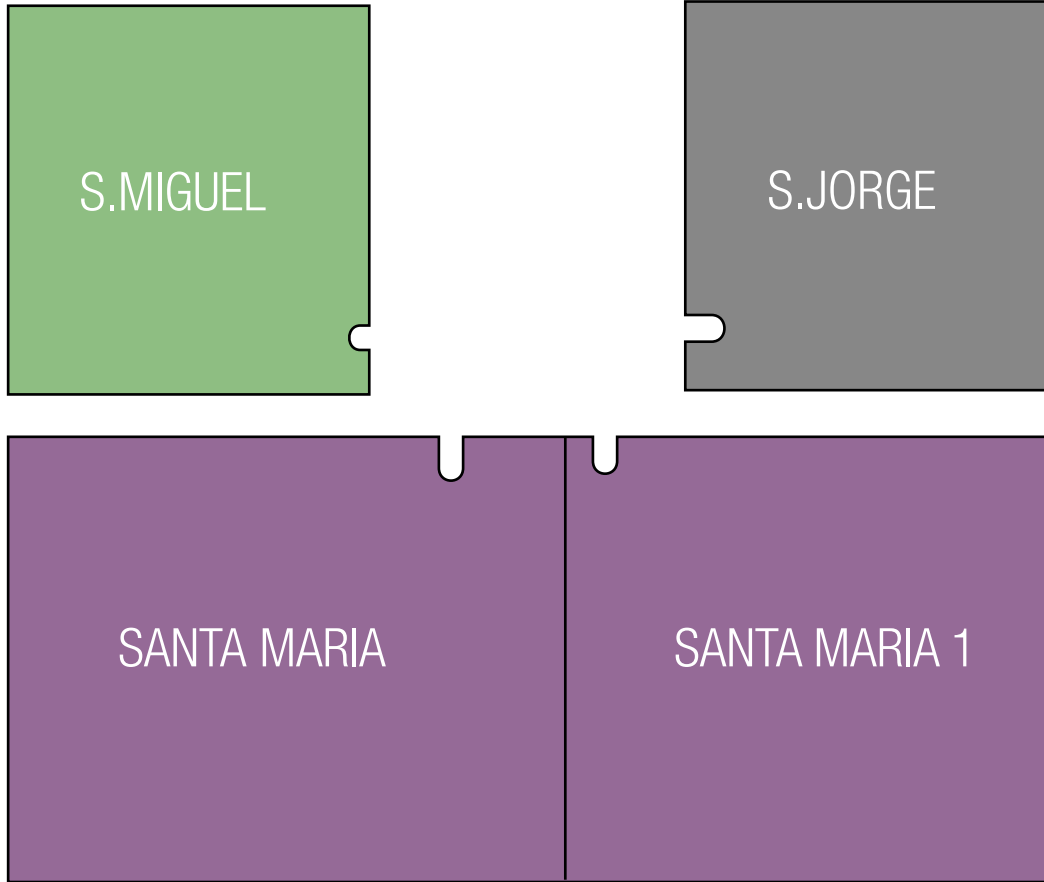
#ASTPPROTON17

FOR THE LATEST NEWS & UPDATES FOLLOW @ASTPProton

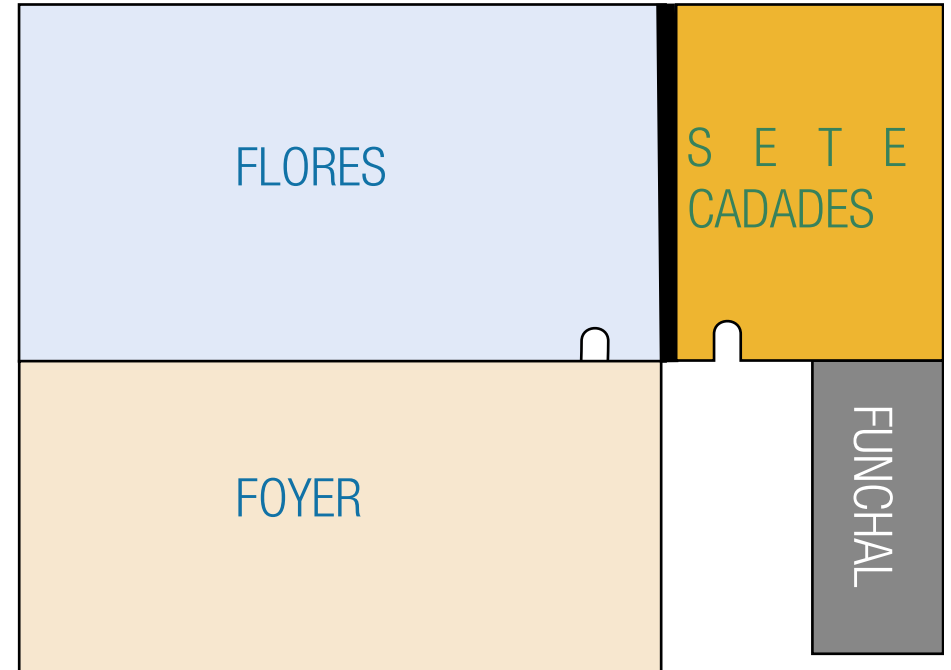
FLOOR PLAN Hotel de Guimarães



Floor 0



Floor -1



WEDNESDAY 22 NOVEMBER

PRE-CONFERENCE MEETINGS

12:30 - 15:30

| NAAC REPRESENTATIVES ONLY

BIANNUAL FACE-TO-FACE MEETING NATIONAL ASSOCIATIONS ADVISORY COMMITTEE

Representatives of European national associations are invited to this meeting chaired by Andrew Carlin, ASTP-Proton Vice President for NAAC.

Location: Sala da Eira, University of Minho

FREE MASTERCLASSES

Consultancy: Putting Your Researchers' Valuable Expertise to Work
Trainer: Amanda Zeffman, Head of Consultancy Services, Cambridge Enterprise, UK

Delivering the KT/TT Function: Office and Mandate Structures Explored
Trainer: Art Bos, Senior Business Development Manager, IXA office, VU/VUmc, the Netherlands

Consultancy is increasingly an immensely important mechanism for knowledge transfer. Consultancy builds trust and mutual understanding, accesses industry problems and enriches academic research. It can provide additional income to the academic and the KTO. This masterclass will offer insights on the best way to structure, operate and maximise these benefits alongside other KT activities.

Once an institution has decided to embrace a mission that includes encouraging its research base to become active around the identification and exploitation of research results, there are several models which can be explored. This masterclass will review and compare several key topics around which the operational structures have been designed and look at which models can be useful inspiration.

Room: Formação 03, University of Minho

Room: Formação 04, University of Minho

14:00 - 15:30

SOFTWARE SPECIAL INTEREST GROUP MEETING

This meeting is open to everyone. Be prepared to share your case studies and user stories. Together, we can build a model for best practice in software IP management and exploitation. Participants will work in groups, defining these case studies to extract the issues, challenges and solutions to help define best practice, initially looking at:

- Identify and establish a standard model documentation, background information, and training materials for software (scouting and valuation, licensing, software IP lifecycle management).
- Identify, discuss and develop key case-studies (in software licensing and IP management).

Location: Room: S. Miguel, Hotel de Guimarães

SOCIAL PROGRAMME

16:00 - 18:15

| REGISTRATION REQUIRED

GUIDED TOUR

At the end of the guided tour of Guimarães, participants will be taken straight to the Welcome Reception.

Meeting Point: Lobby, Hotel de Guimarães

18:15 - 19:30

WELCOME RECEPTION

Enjoy a warm welcome to Guimarães from ASTP-Proton President, Henric Rhedin and the Mayor of Guimarães, Domingos Bragança. Relax with a drink, meet friends old and new, and network with your peers before the official opening of the meeting.

Location: Paço dos Duques, Rue Conde D. Henrique, 4810-245, Guimarães

19:30

| REGISTRATION REQUIRED

DIRECTORS' FORUM DINNER

This Dinner is an informal opportunity to meet and network with fellow knowledge transfer directors and contemplate your evolving needs over the next 5-10 years as a consequence of a continually changing landscape. What strategies can you employ to deliver efficient and effective KT operations? What challenges do you face in terms of recruitment or upskilling of experienced professionals to meet these needs?

As well as brainstorming with your peers, your participation will help influence future ASTP-Proton training courses.

Moderator: Amanda Zeffman, Chair, Professional Development Committee, ASTP-Proton

Location: Pousada de Monsteiro de Guimarães

A bus will depart from the Welcome Reception for the Dinner at 19:30

MORNING ACTIVITIES

7.45

8.00 - 8.45

OPENING PLENARY SESSION

9.00 - 10.30

REGISTRATION OPEN

Participants can collect their badges and programmes from the ASTP-Proton registration desk.



Location: Foyer

MORNING MEETING NEW MEMBERS

Have you recently joined ASTP-Proton and would like to know more about the association and the benefits available to you?

Join this meeting, to get to know the team behind ASTP-Proton. Find out the latest and best information about training events and tools available to help you excel professionally.

MODERATORS:

KAREN LAIGAARD, DIRECTOR TECHNOLOGY TRANSFER OFFICE, UNIVERSITY OF COPENHAGEN, DENMARK

MARC LEGAL, PRESIDENT-CEO, OLISENS, FRANCE

Location: Sete Cidades

OPENING PLENARY SESSION

WELCOME TO GUIMARÃES

HENRIC RHEDIN, PRESIDENT, ASTP-PROTON
 JOSÉ CARLOS CALDEIRA, PRESIDENT, ANI, PORTUGUESE NATIONAL INNOVATION AGENCY

KEYNOTE

THE BEST OF BOTH WORLDS? HOW COLLABORATION BETWEEN UNIVERSITIES AND LARGE COMPANIES CAN DRIVE ECONOMIC GROWTH...WITH THE CAR OF THE FUTURE

KEYNOTE SPEAKERS: CARLOS RIBAS, CEO, BOSCH PORTUGAL, PORTUGAL

ANTÓNIO CUNHA, FORMER RECTOR, UNIVERSITY OF MINHO, PORTUGAL

MODERATOR: HENRIC RHEDIN

Developing the Car of the Future is the main objective of the collaboration between Bosch Portugal and the University of Minho, a 55M€ project which has hired more than 100 engineers and 200 PhDs to establish a joint competence centre.

With ambitious objectives focusing on vehicle-to-vehicle communication, embedded applications for intelligent vehicles, noise cancellation systems, innovative materials, development tools and sensor and detection systems, how was this collaboration established and managed? The strategy in knowledge transfer, the role of the KTO, and how to address the (many) challenges in a collaboration between a large company and a university will be the focus of this session.

Location: Flores



16



17

THURSDAY 23 NOVEMBER

FIRST PARALLEL SESSION 11:00 - 12:30

TRACK I - NEW CHALLENGES

TRACK II - HARNESSING OUR COMMUNITY

TRACK III - THE LATEST TRENDS

WORKSHOP

WORKING WITH FOUNDERS – MANAGING CONFLICTS OF INTEREST

FACILITATOR: MARJAN KRAAK, HEAD OF THE SPIN-OFF GROUP, PROGRAMME MANAGER PIONEER FELLOWSHIPS, ETH ZURICH, SWITZERLAND

This workshop will discuss the pitfalls and strategies for managing conflicts of interest by sharing solutions for mitigating and managing difficult situations by looking at real examples from different institutions.

Universities often foster entrepreneurship and therefore promote their spin-off companies. However, this can be a double-edged sword. On one side, KTOs support the founders yet on the other, the KTOs are also negotiating licensing agreements with the company that they previously nurtured. Other conflicts of interest often observed are related to professors being co-founders of the spin-off. How can they have collaborations between the spin-off and their research group?

Location: S. Miguel

WORKSHOP

THE COMMUNITY IN ACTION

We all want to be sure that we keep up to date with the latest news, ideas, trends and opportunities from our sector. How can we optimise the resources available within our network to achieve this for everyone? This workshop aims to explore in more detail a range of issues, from the tools we use (websites, LinkedIn, blogs etc.) to the generation of information. How can we work together to develop and use complex resources? Share news and opportunities? How can we do more to identify partners for EU projects which support our office functions? Let's not forget the benefits of sharing success stories.

FACILITATOR: NEDELJKO MILOSAVLJEVIC, DIRECTOR, CENTRE FOR TECHNOLOGY TRANSFER, UNIVERSITY OF BELGRADE, SERBIA

Location: Sete Cidades

PRESENTATION

THE COMING-OF-AGE OF KTOS: MONITORING AND MEASURING OUR MATURITY

SPEAKERS: AHMED BOUNFOUR, PROFESSOR, UNIVERSITY PARIS-SUD, HOLDER/COORDINATOR, THE EUROPEAN CHAIR ON INTELLECTUAL CAPITAL MANAGEMENT, FRANCE

LAURA KREILING, UNIVERSITY PARIS-SUD, FRANCE

SANTIAGO ROMO, COORDINATOR REDOTRI, KING JUAN CARLOS UNIVERSITY, SPAIN

MODERATOR: CARLOS CERQUEIRA, INNOVATION DIRECTOR, INSTITUTO PEDRO NUNES, PORTUGAL

The speakers will share their work on developing a "capability maturity framework for knowledge transfer" that allows for quantitative and qualitative measurement on the level of KTO maturity and proposals on areas of improvement. They will also introduce for discussion possible contextual elements for 'intelligent benchmarking'. Following short presentations, attendees can discuss possible building blocks for a maturity model for KTO and conditions for implementation. The case study of the evolution of RedOTRI, the Spanish network of university TTOs will be highlighted.

Experience from the recent Progress-TT project, which looked at key KTO areas of competence, will also be discussed.

Location: Flores

12:30 - 13:30 LUNCH | FOYER FACE-TO-FACE MEETINGS | S.JORGE & FUNCHAL

KNOWLEDGE STOCK EXCHANGE

INCLUDING

FACE-TO-FACE MEETINGS | S.JORGE & FUNCHAL

13:30 - 15:00

INITIATIVE SHARING

Location: Sete Cidades

This is an opportunity to engage with the innovators. Listen to KTOs present their initiatives and challenges. This is also a chance to identify potential partners.

13:30 - 13:45 | **EU-Health Innovation Marketplace - The UTILE Project**

Speaker: Ivana Dinulovic, Ascenion GmbH, Germany

"The UTILE project aims to develop the EU-Health Innovation Marketplace, an online platform for valorisation of FP7 Health and Horizon 2020 SC1 project results. Join us and learn how, through extensive evaluation, research results with the highest potential for translation and exploitation will be presented on the UTILE marketplace."

13:45 - 14:00 | **UCL Translational Research Office**

Speaker: Maryam Atakhorrani, Business and Innovation Group, University College London Translational Research Office, UK

"Showcasing the Translational Research Office and The Discoveries CTR, as EU funded cross-border collaborations to leverage the impact of Portuguese Life Science research for cell and regenerative medicine."

14:00 - 14:15 | **Cooperative Knowledge Transfer**

Speaker: Michel Morant, Interface Entreprises, University of Liège, Belgium

"More and more collaborative research between institutions leads to cooperative knowledge transfer, and spin-off companies."

Michel will share the experience of the University of Liège when setting-up a spin-off with other universities. Hear how to progress from research, maturation and creation to the growth of a new company.

14:15 - 14:30 | **LABCOM: Joint Research Laboratories between SMEs and Public Research**

Speaker: Christophe Haunold, Toulouse Tech Transfer, France

"The issue is about creating mid and long-term research relationships with medium-size companies. Public financial support gives a public lab the opportunity to bring cash to the 'wedding basket'. This French example shows how moderate support, (300K€ for 3 years, from the National Research Agency) can be a strong incentive to intensify collaboration. Similar financial support could be raised from local government, universities and PROs."

14:30 - 14:45 | **Initiative sharing 5**

Check the conference app for latest updates

14:45 - 15:00 | **Initiative sharing 6**

Check the conference app for latest updates

MARKETPLACE

Location: Flores

Learn about the technological needs, services and tools to help you boost your K/TTO activity.

13:30 - 13:45 | **Peer Review by Critical Friends**

Speaker: Christian Stein, Ascenion GmbH, Germany

"For years I had a vision; I wanted to welcome experienced TTO directors to our office and hear their opinions on the best ways for us to organise and improve. Last winter, ASTP-Proton helped me organise and select trusted experts to conduct such a review. Now I want to share this experience with you."

13:45 - 14:00 | **Impact Canvas Tool**

Speaker: Leena Köppä, Innovation and Entrepreneurship Services Y-Kampus, Finland

"In order to improve our capacity to test early ideas with a focus on the impact on society or customer need, we developed the 'Impact Canvas Tool'. This tool is targeted for pre-start-ups or researchers, and could be used by facilitators such as KTOs."

14:00 - 14:15 | **Accreditation in the KT Profession**

Speaker: Steven Tan, Council Member, ATTP

Amanda Zeffman, Chair, Professional Development Committee, ASTP-Proton

"ATTP and RTTP accreditation will be explained along with information about ASTP-Proton's professional development events and Road to RTTP programme."

14:15 - 14:30 | **KT Tools**

Speaker: Alan Kennedy, MITO, Italy

"Review of PROGRESS-TT deliverables: it is the end of the project. Find out which tools are available for you to use."

14:30 - 14:45 | **TII - Technology Innovation International | Global Commercialisation Hub**

Speaker: Jorge Figueira, University of Coimbra, Portugal

"Meet TII and join the My Commercialisation Expert database."

14:45 - 15:00 | **Marketplace 6**

Check the conference app for latest updates



SECOND PARALLEL SESSION **15:30 - 17:00**

TRACK I - NEW CHALLENGES **TRACK II - HARNESSING OUR COMMUNITY** **TRACK III - THE LATEST TRENDS**

WORKSHOP

ENRICHING THE ECOSYSTEM WITH TECHNOLOGY ROADMAPPING

FACILITATOR: IMO H ILEV BARE, PRODUCT MANAGER, (INNOVATION AND TECHNOLOGY MANAGEMENT) IFM EDUCATION AND CONSULTANCY SERVICES, CAMBRIDGE BUSINESS SCHOOL, UK

Assessing disclosures is a crucial skill and often involves wishing you had a crystal ball. This tool enables the collection of disclosure data across technical features, market gaps and the potential to use them to enable prioritisation and decision making for exploitation strategies.

This hands-on workshop will introduce participants to a methodology that includes a portfolio of tools used by innovation managers across academia and industry.

Location: S. Miguel

WORKSHOP

MOTIVATION AND ENGAGEMENT OF FEMALE ENTREPRENEURS

Despite 50% of all students being female, and about 40% of all scientists too, the number of invention disclosures submitted by women is often less than 10%. Studies have shown that women file proportionately fewer invention disclosures and launch fewer start-ups than men. We cannot afford to continue neglecting this potential.

This workshop will explore why we struggle to motivate female inventors and entrepreneurs and seek ways to change the situation.

Location: Sete Cidades

FACILITATORS:

PAULO FERREIRA DOS SANTOS, SERIAL ENTREPRENEUR, PORTUGAL

CLARA GONÇALVES, EXECUTIVE MANAGER, UPTech, PORTUGAL

SARA MATT-LEUBNER, HEAD, TRANSFERCENTER SCIENCE-ECONOMY-SOCIETY, UNIVERSITY OF INNSBRUCK, AUSTRIA

PRESENTATION / WORKSHOP

DATA PROTECTION AND COMMERCIALISATION

SPEAKER: LISA SCHULTZ, IN-HOUSE COUNSEL, UNIVERSITY OF COPENHAGEN, DENMARK

MODERATOR: CATARINA MAIA, HEAD OF TECHNOLOGY LICENSING OFFICE, INESC TEC, PORTUGAL

In 2016, the European Parliament adopted the General Data Protection Regulation (GDPR) with an enforcement date of 25th May 2018. After this date, organisations failing to comply will face heavy fines. Research institutions handle large amounts of personal data and KTOs negotiate research collaboration agreements, clinical trial agreements and commercial agreements where personal data is exchanged. In addition, other datasets produced during research projects, which are not published, receive significant interest from industry and are sold by academia.

This session will look at the implications for research institutions in terms of implementing the data protection regulation. In addition, we will share experience and have a general discussion on the opportunities for commercialising data.

Location: Flores

17:15 - 18:15

ASTP-PROTON MEMBERS' MEETING

ASTP-Proton members are invited to take part in this meeting to hear the latest updates from the Board.



Location: Flores

18:30

CONFERENCE DINNER

All conference participants are invited to the Conference Dinner at the restaurant, Res Quinta De Castelões. Meet us in the lobby of Hotel de Guimarães at 18.30 to travel to the restaurant.

If arranging your own transport or not attending the dinner, let us know in advance.

Dress code is casual.



Location: Restaurant Res Quinta De Castelões

FRIDAY 24 NOVEMBER

EARLY MORNING SOCIAL ACTIVITIES

7.00

MORNING RUN

Would you like a morning run through UNESCO World Heritage site, Guimarães? Join your fellow energetic peers at 7.00am in the hotel lobby for this 4.5 kilometre circuit. You will be back at the hotel around 7.30am.

All running levels are welcome. Just follow the leader, Marc Legal.



Meeting point: Lobby Hotel de Guimarães

8.00 - 8.45

MORNING COFFEE

The dedicated volunteers of ASTP-Proton will be available in the hotel foyer from 8.00am to 8.45am.

Join us for coffee, questions and suggestions.

- PROFESSIONAL DEVELOPMENT COMMITTEE
- PROGRAMMING COMMITTEE
- SURVEY COMMITTEE
- MARKETING COMMITTEE
- BOARD



Location: Foyer

OPENING PLENARY SESSION

9.00 - 10.30

KEYNOTE

THE DREAM TEAM CAN MAKE IT HAPPEN - GREAT SCIENCE, BUSINESS SENSE AND COMMITTED FUNDERS

KEYNOTE SPEAKER: ALESSANDRO SANNINO, CHIEF PROJECT SCIENTIST, GELESIS, ITALY

MODERATOR: HENRIC RHEDIN

Co-inventor of GS100 technology, Alessandro Sannino is also Professor of Polymer Science and Technology, and Director of the Bioslabs at the University of Salento.

In this session, he will share his experiences of setting up and developing his own company, talking about what went well, and what did not - and how we can better support spin-offs. Gelesis has been successful in developing early stage technology from conception to clinical trials with patients. The challenges facing biotech spin-offs are daunting. Listening to the progress of this technology to assist the treatment of diabetes and obesity, gives us all an opportunity to remain hopeful that the triumvirate of great science, hungry entrepreneurs and VC investment can benefit patients.

Location: Flores

10:30 - 11:00 COFFEE BREAK | FOYER

FACE-TO-FACE MEETINGS | S.JORGE & FUNCHAL



| THIRD PARALLEL SESSION | | | 11:00 - 12:30 |
|--|--|--|---------------|
| TRACK I - NEW CHALLENGES | TRACK II - HARNESSING OUR COMMUNITY | TRACK III - THE LATEST TRENDS | |
| <p>WORKSHOP</p> <p>NEW PARTNERS IN THE INNOVATION CHAIN</p> <p>FACILITATORS: PETER BIEWALD, CEO, MEDIFUNDO GMBH, GERMANY MARITA POHLSCHMIDT, EXTERNAL ADVISORY, MUSCULAR DYSTROPHY, UK</p> <p>The discussion around the funding gap is nearly as old as knowledge transfer itself. Today KTOs have found numerous ways to bridge this gap, such as crowdfunding initiatives, or working with charities to bring ideas to application.</p> <p>In this session, the emerging roles of charities and crowdfunding will be explained. In the following discussion, we will unearth the potential for collaborations between crowdfunding, charities and KTOs.</p> <p>Location: S. Miguel</p> | <p>WORKSHOP</p> <p>SOFTWARE EXPLOITATION: COLLECTING CASE STUDIES</p> <p>This workshop will present case studies the SIG has been working on and will invite participants to contribute with their own experiences with software management and exploitation.</p> <p>Discussion will focus on the three areas of concern for the Software SIG (scouting and valuation, licensing, software IP lifecycle management). By exploring the main issues and concerns, it will provide input on how the Software SIG aims to support ASTP-Proton members through building a model process and documentation for implementing best practice in software IP management.</p> <p>Location: Sete Cidades</p> | <p>PRESENTATION</p> <p>DIGITAL HEALTHCARE</p> <p>SPEAKER: KLAUS KITSCHKE, INTERIM DIRECTOR, SENIOR ADVISOR DIGITAL-INVESTOR, BERLIN HEALTH INNOVATION, GERMANY</p> <p>MODERATOR: JOAQUIM CUNHA, EXECUTIVE DIRECTOR HEALTH CLUSTER, PORTUGAL</p> <p>We live in an era of unprecedented technological innovation, from telemedicine, to surgical robots to smart hospitals. Continuous digital breakthroughs are revolutionising healthcare in new and exciting ways. Also unique is the way the consumer is taking an interest in learning, monitoring and pursuing a healthier lifestyle.</p> <p>In this session we'll explore the major digital healthcare trends and the implications of people's power over their own health and lifestyle.</p> <p>Location: Flores</p> | |

CLOSING PLENARY SESSION

12:30 - 13:15

KEYNOTE

RAISING A GLASS TO INNOVATION: THE WINE INDUSTRY MOVING INTO THE FUTURE

KEYNOTE SPEAKER: ROSA AMADOR, DIRECTOR GENERAL, ADVID-VINE AND WINE CLUSTER OF THE DOURO REGION, PORTUGAL
 FILIPE MACIEIRA, HEAD BREWER, LETRA-MINHO CRAFT BEER, PORTUGAL

Portuguese wine can be tasted everywhere in the world, representing 727M€ in exports last year. It is not only a matter of taste: innovation is essential to the increasing competitiveness of the wine industry. In this session we will hear from the vine and wine cluster of the Douro region as well as innovative start-ups about the challenges and success stories in this palatable sector.

Location: Flores

THE YEAR AHEAD

13:15-13:30

HENRIC RHEDIN, PRESIDENT, ASTP-PROTON

The President will outline key activities of the association for the coming year, including previews of the 2018 Annual Conference and Fall Meeting.

Location: Flores

LUNCH 13:30 | CONFERENCE ENDS

Are you heading straight to the airport after the conference?

At 14:00 a special ASTP-Proton bus is leaving from Hotel de Guimarães for Porto airport, it will take approximately 50 minutes to get there.

If you wish to join this bus, please inform the ASTP-Proton staff beforehand.

Location: Foyer



Introduction

Technology transfer professionals are leaders in the complex process of moving valuable discoveries from universities and other research centers into the marketplace. The Alliance of Technology Transfer Professionals (ATTP) confers the world-recognized Registered Technology Transfer Professional (RTTP) credential. RTTP status recognizes the accomplishments, roles, skills, knowledge, and deal-making expertise of technology transfer professionals.

ATTP Associations

The Alliance of Technology Transfer Professionals (ATTP) comprises members of ten technology associations listed below. The founding ATTP associations are: ASTP-Proton, AUTM, KCA and PraxisUnico. The associations that have since joined ATTP are: SNITTS, SARIMA, STEM, TechnologieAllianz, UNITT and USIMP.

ATTP Mission

ATTP's mission is to unify, educate and strengthen the worldwide body of early-career, mid-career and senior practitioners in our industry, and support them in moving technology from research to the marketplace.

Routes to registration

There are three routes to registration in order to support early, mid, and late career applicants:

- Route I** – for anyone in the early to middle stages of a technology transfer career
- Route II** – for mid-career (3-5 years) tech transfer professionals. Experience, training and qualifications are judged on a flexible case-by-case basis.
- Route III** – for senior Technology Transfer practitioners with a demonstrated track record of achievement and contribution to the profession.

Visit the website of ATTP for full details and requirements of each route at www.attp.info.

Next review date:
18 January 2018



Public Research Organisation GRowing Europe
through best practice SolutionS for Technology Transfer

PROGRESS-TT is a three-year Horizon 2020 project to improve the capacity of Public Research Organisations (PROs), helping them to convert investment in research into commercial returns.

Helping PROs commercialise knowledge

The aim of the project is to share the experiences of Europe's leading PROs with those with the greatest potential to commercialise their research results. This is made possible by gathering best practices and developing a suite of technology transfer (TT) tools, methods and insights.

PROGRESS-TT brings together consortium partners with vast experience of technology transfer, capacity building and creating business solutions, skills invaluable in overcoming the barriers PROs face in transferring their technology to industry and commercial success.

What it involves

The project offers a capacity building programme for PROs, Technology Transfer Offices (TTO) and their staff that includes:

- Training, workshops, boot-camps and e-learning delivered to emerging PROs and TT funds to develop their core skills.
- Intensive coaching and mentoring for high potential PROs to accelerate their TT activity.
- Improved access to finance by bringing established and emerging funds together to share best practice and identify cross-border opportunities.

Coordinator:



Partners:



To find out more about PROGRESS-TT and how your TTO could be involved, please contact

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Twitter: @progresstteu URL: www.progresstt.eu



This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No 643486.

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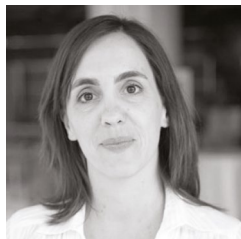
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Immediate Past President



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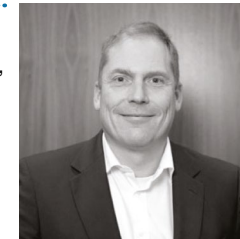
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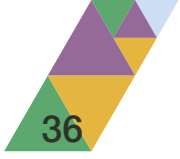
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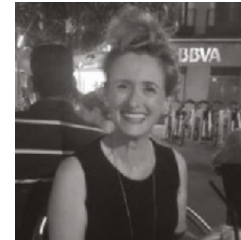
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ASTP-Proton now offers the Road to RTTP

(support for your journey towards Registered Technology Transfer Professional status)

Discover our:

- Customised courses tailored to your background, skills, ambitions and interests.
- Dedicated guides and RTTP mentors.
- A personal guide that will facilitate introductions to people, networks and courses which will be beneficial to your career.

Contact: headquarters@astp-proton.eu



THANK YOU!

THINKING OF OSCAR THANKS ASTP-PROTON AND THEIR FALL MEETING SPEAKERS FOR CHOOSING TO CONVERT THEIR CONFERENCE GIFTS INTO A DONATION

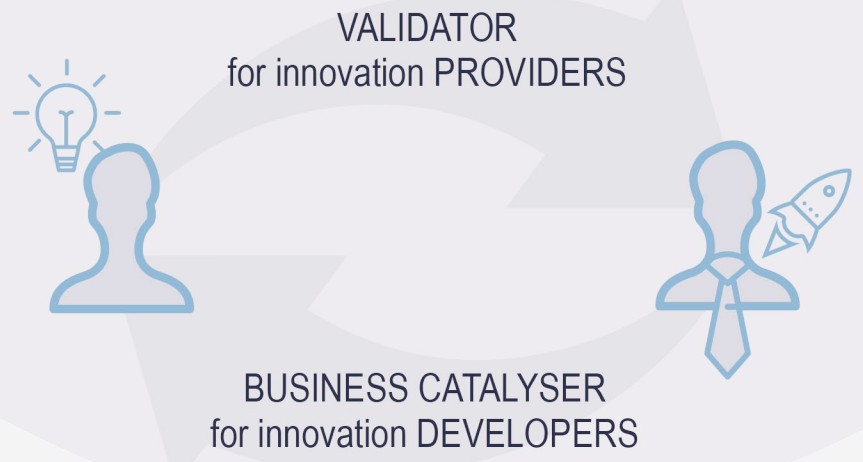
Thinking of Oscar works to:

- Provide support and activities to children, their families and medical teams who strive to make their time in hospital as comfortable as possible.
- Provide funding for the development of research and development into and the provision of improved diagnostic techniques and technology.
- Provide increased access to relevant knowledge and data via the sharing of best practice and the application of technology.

WWW.THINKINGOFOSCAR.COM



The EU-Health Innovation Marketplace



www.health-breakthrough.eu



European Commission | Horizon 2020 European Union funding for Research & Innovation

2017 EVENTS CALENDAR

Training Course | 13–15 December 2017

Social Sciences, Arts & Humanities
Leiden, the Netherlands (with PraxisAuril)

2018 EVENTS CALENDAR

Training Course | 24–26 January 2018

Sitges, Spain

- Technology Licensing
- Software Specific Challenges in Technology Transfer
- Marketing & Negotiation

Training Course | 7–9 March 2018

Location, TBC

- Fundamentals of Technology Transfer
- Research and Development Collaboration
- Selling and Explaining Your Technology

Annual Conference | 23–25 May 2018

Liège, Belgium

Training Course | 19–21 September 2018

Leiden, the Netherlands

- Fundamentals of Technology Transfer
- Creating Successful Spin-outs
- Organising Your TTO for Growth and Success

2018 Fall Meeting | 14 –16 or 21-23 November 2018

Location, TBC

Notes

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Notes

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SAVE THE DATE

FOR 2018 ANNUAL CONFERENCE

Join us in Liège, Belgium

23-25 MAY 2018



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Deschuyteneer,
artiste
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