

combined fall & national networks meeting

thursday 27 & friday 28 october 2011

**Shaping the future of
technology transfer in Europe**

Amsterdam, the Netherlands



association of european science and technology transfer professionals



introduction

Dear colleague,

Welcome to ASTP's combined fall and national networks meeting 2011.

Our core objective at ASTP is to add value to you, our members, and through you the TT profession. In 2010 we did not organize a fall meeting, instead we had the 1st meeting of National Networks (N3). Many of you have communicated to us that you miss the fall meeting and asked for it to be held again. So, in the spirit of adding value, we have combined these two events in order to provide as much service as possible.

At our successful annual conference in beautiful Stockholm last May, we asked participants for suggestions on themes and challenges you would like to see addressed at the fall meeting. We had many enthusiastic responses and we are proud to present a programme that we believe touches upon most of these. The two day programme will be filled with inspiring interactive presentations with ample time for discussions and of course networking!

We are also following up on last years initiative for national networks from across Europe by combining the 2nd Network meeting of National Networks (N3) with the fall meeting. One of our goals with this initiative is to provide the different networks with an arena where they can exchange ideas and programmes and launch joint efforts that ultimately will benefit our growing TTO community across Europe. Another one of our goals is to collect evidence on the important impact our profession has had on the economy and society so far. This is crucial information that can be used to influence policy making in the future, something we all have an interest in. During this meeting we will actively work on a position paper that will clearly demonstrate the relevance on our profession.

We look forward to you joining us for yet another successful conference in Amsterdam and remember, it's all about adding value: ASTP to our members and our members to society.

Van harte welkom in Nederland!

Anders Haugland
president

Sara Matt-Leubner
vice president programming

thursday 27th of october

registration desk open from 12.00

opening 13.00 – 13.15

Anders Haugland, president ASTP & managing director BTO, Norway, opening

plenary session 13.15 – 15.00

N3: maximizing networking in European Knowledge and Technology Transfer

Koen Verhoef, vice president ASTP & manager TTO, Dutch Cancer Institute, the Netherlands

- * Technology transfer proposals in FP7
- * Mission paper on Science and Technology Transfer in Europe
- * Triple S: Science Society Success: 'Science' Society Impact'
- * Special interest groups (SIGs): what has happened

break 15.00 – 15.30

plenary session 15.30 – 17.00

Licensing in the 21st century

Kevin Cullen, vice president ASTP & chief executive officer of NewSouth Innovations Pty Limited, Australia

Easy access IP: This sounds easy, but how does it work in detail? First results of a new business model in technology transfer

plenary session 17.00 – 17.30

A deal is done when a deal is done - the history of Sutent®

Joern Erselius, managing director Max Planck Innovation, Germany

"Signing the deal is just the start, not the finish"

We all know the feeling of relief: after months of negotiation, a pretty good licensing deal finally has been signed. But this may just have been the start.

Over the years many occasions for negotiations come up and every time you need to make difficult decisions. In one of Max Planck's most successful projects this has been the case. The license was signed in 1992 and we are still negotiating... the licensing history of Sutent® - a true story!

social programme 18.00

social programme



ASTP will organise a networking dinner on Thursday evening. The dinner will be held in a saw windmill named "de Jonge Schaap" (the Young Sheep) at the Zaanse Schans, one of the world's first industrial areas and famous for many typical Dutch windmills, wooden houses and wooden storehouses all located on wide green meadows.

Join us for an unforgettable evening and eat dinner and network in a windmill!

friday 28th of october

plenary session 09.00 – 10.30

Comparing TTO Structures: What works for whom.

Policy makers across Europe struggle with this question often. In this discussion we provide three examples.

Cristian Stein, ASTP vice president & CEO Ascenion, Germany

Size matters: Sector Specific Pros and Cons

Sylke Meyns, head of patents & licensing ETH Zürich, Switzerland

Local Heroes: ETH transfer

Anders Haugland, president ASTP & managing director BTO, Norway

Regional but Central: Bergen Teknologioverføring (BTO)

coffee break 10.30 – 10.45

plenary session 10.45 – 12.00

Industry collaborations within the field of humanities and social sciences

Paul Iske, professor open innovation, Maastricht university, the Netherlands

What it is and how it works / success models.

TT and R&D collaborations in technical and medical fields are well understood, but how to apply these to the field of humanities?

lunch 12.00 – 13.00

parallel session 13.00 – 15.00

Setting up proof of concept funds for academia

Different types of POC funds, what works for which field.

Christian Stein, ASTP vice president & CEO Ascenion, Germany

Example 1: Spinnovator 40 Mio € for poc in Life Science

R&D in collaboration with companies:

Phil Clare, associate director research services university of Oxford, United Kingdom

Typical contracts, typical prices, typical goals of the parties problems with EU-law, typical internal problems.

The standard solution is individual: standard and framework contracts in PPP

coffee break 15.00 – 15.30

final session 15.30- 16.30

The last lecture: a successful company founder tells his story.

Concluding remarks

Anders Haugland, president ASTP & managing director BTO, Norway

closure 16.30



general information

date 27 & 28 October 2011

conference venue Inntel hotel Amsterdam-Zaandam, Provincialeweg 102, 1506 MD Zaandam, the Netherlands, tel + 31 75 631 17 11, www.inntelhotelsamsterdamzaandam.nl

language English

online registration All participants who wish to attend the conference must register in advance. Delegates are requested to register online via our webshop <http://webshop.astp.net>. The capacity of the conference is limited. Registrations will be handled in order of receipt. Please note that formal registration takes place only after receipt of the registration fee.

registration fee The registration fee for participation of the ASTP conference is € 695,- (exempt from VAT / No VAT).

The fee includes admittance to the conference as well as extended conference documents, lunches, refreshments and the conference dinner on Thursday.

The fee must be paid in advance to participate.

payment All payments must be made in € (EURO) and free of all bank and other charges. No personal or company cheques are accepted. The online credit card payments will be handled by Paypal and does not incur any extra charges. If you prefer to pay via the traditional way (by receiving a hard copy of the invoice and payment by bank wire) an administrative fee of € 25,- will be calculated.

cancellation In case you are unable to attend the conference, a substitute delegate is welcome to take your place without any extra costs, if he/she carries a letter of authorisation from the original participant. If you cancel **before the 1st of October 2011** an administration fee of € 95,- will be charged. **Please note that no refunds are possible after this date.**

ASTP membership If you would like to register for this conference as an ASTP member and are currently not, you can apply for membership via our webshop <http://webshop.astp.net> and register for the conference at the same time.

You will receive a confirmation letter upon approval of membership.

accommodation We have arranged a discount on the accommodation fee at the Inntel Hotel Zaandam. Visit our website, www.astp.net for the reservation procedure. It is advisable to book your hotel room as soon as possible.

insurance 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.

contact Please contact the conference management of ASTP for more information on registration and other logistical details.

Ms Ancilla Sterrenburg
Koninginnegracht 22
2514 AB The Hague
The Netherlands
Tel: +31 70 392 63 74
Fax: +31 70 392 63 75
ancilla.sterrenburg@astp.net

