WORKING TOGETHER, SHARING EXPERIENCES

ASTPPROTON Fall Meeting

11-13 November 2015 | Amsterdam, The Netherlands

Meervaart Conference and Event
Meer en vaart 300, 1068 LE Amsterdam

Our hosting partners:

DTTP
Dutch Technology Transfer Professionals

Erasmus MC
University Medical Center Rotterdam

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

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INTRODUCTION

Working together, sharing experiences was the title of last year's ASTP-Proton Fall meeting in Prague. This was an experiment, a first time effort to share, integrate and work together, to co-create in a new meeting format together with our members, for our members of the technology transfer community. It was perceived by many as a great success. So we decided to continue with another event in the same style and with the same motto for the Fall meeting 2015 in Amsterdam.

The topics that we will discuss are, for most of us, not new at all. How to market our inventions and projects to industry, how to raise new funds for ideas, how to deal with software-spin offs, how to finance early drug development, how to work with difficult researchers, how to manage conflicts of interest, how to make robust inter-institutional agreements or how to develop projects lean and mean, and so on.

All this and more was, is and, at least in part, will be our daily business. But the profession is progressing and only together can we and will we share experiences and best practices, and learn from each other, thus opening the opportunity to achieve more than each one of us could by themselves. This concept worked really well in Prague, and now we have the first year of experience, we trust, it will work even better for our members in 2015.

Apart from the Fall meeting itself, there will be additional useful activities for our members. This includes masterclasses, a meeting of the NAAC and certainly a lot of networking opportunities that our framework programme will facilitate.

This year's Fall meeting is in Amsterdam, the largest city in The Netherlands, with just under one million inhabitants. Amsterdam is famous for its canals (grachten) that are today part of UNESCO's world heritage, its architecture through the centuries, with thousands of historical merchants' buildings and more than 1700 bridges. For those who are curious to learn more, there will be a guided boat tour.

Other networking opportunities include the welcome reception, the European forum for TTO directors, the conference dinner and the ASTP-Proton morning run through the Vondelpark.

This conference would not be possible without the help of many people. We therefore thank our partners from the Dutch Technology Transfer Professionals (DTTP), our sponsors, our Programming Committee, the speakers and volunteers, and last but not least, our team at the headquarters in Leiden, The Netherlands.

We look forward to you joining us for a meeting in which your knowledge and experience will lead the way to a better technology transfer profession. So join us and enjoy the Fall meeting here in Amsterdam.

Christian Stein
President, ASTP-Proton Board

Marta Catarino
VP Event Programming, ASTP-Proton Board

Erik Vane
General Manager, ASTP-Proton

PROGRAMME
AT-A-GLANCE

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PROGRAMME
WEDNESDAY, 11 NOVEMBER

Location of NAAC meeting & Masterclasses:

VU University Amsterdam and VU University Medical Center (VU-VUmc)
De Boelelaan 1085, W&N - building (6th floor),1081 HV Amsterdam

National Association Advisory Committee (NAAC) meeting

12.30 - 16.00	**NAAC meeting**	**Room: S-607**

All representatives of European national associations 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	**How to use Intellectual Asset Management in innovation projects**	**Room: P-663**

Andrew Telles, Head of Innovation, University of Gothenburg Grants and Innovation Office, Sweden

The increasing complexity in research and technology development processes at public research organizations creates a number of challenges for knowledge and technology transfer professionals. Intellectual Asset Management (IAM) represents a holistic and systematic approach to support knowledge and technology transfer activities beyond simply harvesting "good ideas". IAM breaks down innovation ideas into their knowledge building blocks (beyond simply identifying a potentially patentable invention), which enables the technology transfer professional and the researcher to clarify the potentially useful and valuable knowledge generated from R&D activities. After following this masterclass you will have a theoretical and practical overview of basic IAM processes and tools to support inventory and analysis of Intellectual Assets in public research settings.

Materials will be presented through a detailed case study and group work to provide a working understanding of how to systematically capture and describe valuable research knowledge as Intellectual Assets, and how innovation information (for example, patent and market information) can be used to analyse utilization opportunities and support value-creation.

The masterclass focuses on providing a practical understanding, which is applicable to your daily work.

13.00 – 17.00   **How to get the best out of licensing**   **Room: P-647**

Andrea Schmoll, Partner, Osborne Clarke, Germany

This masterclass is aimed at technology transfer professionals who are dealing with in- and out-licensing of technologies and want to be best prepared for contract negotiations with potential industry partners. The purpose of this session is to provide an in-depth knowledge and understanding of negotiating technology licensing agreements. After attending this masterclass, you will have an increased awareness of common pitfalls in license agreements and will be able to identify a good deal. The session will be interactive and will include a couple of case studies.

Upon attendance of this masterclass, you will understand whether licensing is the right strategy for your technology, familiarize yourself with the instruments needed in preparing for a license, obtain greater awareness for potential infringements of antitrust laws and understand the crucial provisions in the license agreement and their impact on your position.

You will learn fall-back options and ways to minimize potentials risks.

So is licensing the best way to exploit your technology? Join us in this masterclass!

PROGRAMME
WEDNESDAY, 11 NOVEMBER

Social Programme

16.00 - 17.45　　**Guided tour (canal cruise)**
　　　　　　　　Meeting point: Rederij Kooij, Amsterdam Central Station
　　　　　　　　　　　　(Middentoegangsbrug)

Since Amsterdam is connected by a network of 400-year-old canals, one of the most effective ways to discover the city is to take a boat tour. This canal cruise will take you to the most beautiful attractions of this historic city. So come and join us! The tour ends at the venue of the welcome reception.

18.00 - 20.00　　**Welcome reception**
　　　　　　　　Location: Royal Tropical Institute (KIT)
　　　　　　　　　　　　Mauritskade 63, 1092 AD Amsterdam

Meet and network with your peers at the welcome reception the evening before the conference officially begins. The reception begins with welcome words by our President, Christian Stein.

19.30 - 22.30   **European forum for knowledge transfer directors**
Topic: Tech Transfer Trauma Therapy
Location: Haesje Claes,   Spuistraat 273 - 275, 1012 VR Amsterdam

The most senior knowledge and tech transfer professionals and directors of K/TTOs are invited to network at director's level during this event. Are you a TTO Director? Engage in challenging discussions at this forum which includes a dinner and starts after the welcome reception.
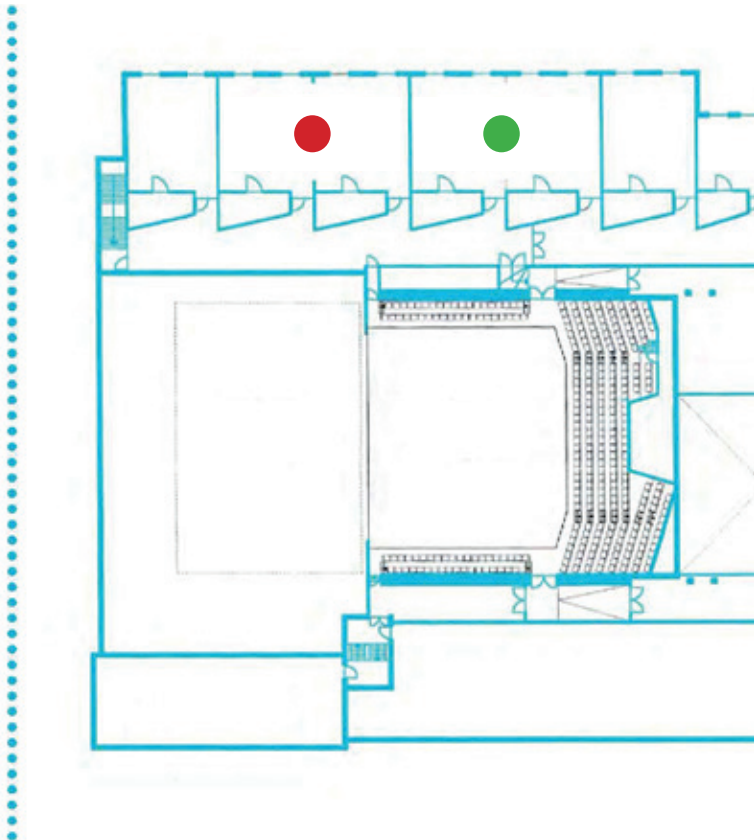
Moderator: **Heather Thompson**, Director IP Development & Partnering, University of Manchester Intellectual Property (UMIP), UK | Vice President, Board and Chair, Professional Development, ASTP-Proton
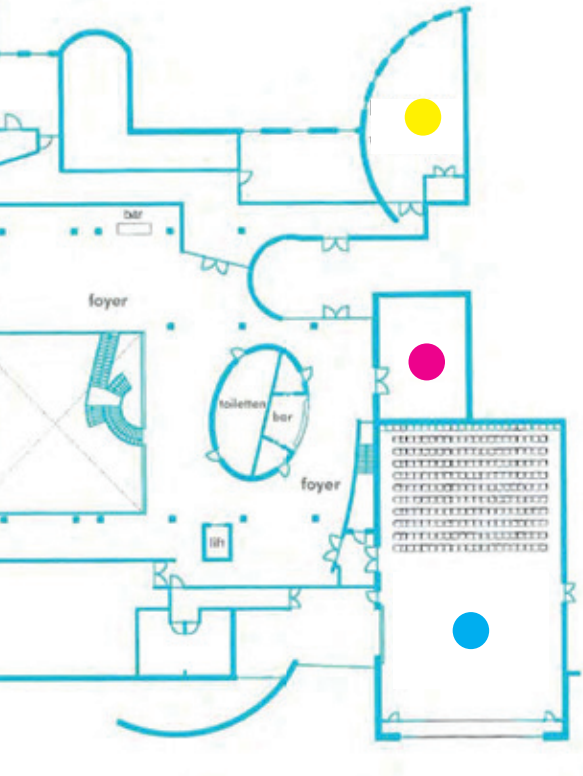
FLOORPLAN
12-13 NOVEMBER

Below you will find the floorplan of the Meervaart Conference and Event for 12-13 November.

🔵	Blue room -	Plenaries, presentations, KSE information corn
🔴	Room 1 -	KSE face-to-face meeting
🟡	Room 2 -	Workshop 1, KSE initiative sharing
🟢	Room 6&7 -	Workshop 2
🔴	Room 8&9 -	Workshop 3

corner

PROGRAMME
THURSDAY, 12 NOVEMBER

08.00   **ASTP-Proton registration**   **Ground floor entrance**
Registration desk opens. Pick up your badge at the ASTP-Proton desk.

08.00   **Morning meeting for new members**   **Room 6 & 7**
Did you recently become an ASTP-Proton member? Join this morning meeting
to know more about ASTP-Proton and share your ideas and expectations as
a member.

Welcome and Opening Plenary Session

09.00 - 10.30   **Opening remarks**   **Room: Blue**
Christian Stein, CEO, Ascenion GmbH, Germany **|**
                    President, Board, ASTP-Proton
Welcome to Amsterdam
Jan Meiling, Managing Director, StartLife and President, Dutch Technology
Transfer Professionals (DTTP), The Netherlands
Keynote speaker
Jaap Goudsmit, Global Head, Janssen Prevention Center,
Johnson & Johnson, The Netherlands

Moderator: **Erik Vane,** General Manager, ASTP-Proton, The Netherlands

Coffee Break

10.30 - 11.00   **Coffee break**   **Foyer**

First Parallel Session

11.00 - 12.30   **Clever marketing: classy, snazzy or both?**   **Room: Blue**
Nedeljko Milosavljević, Director, Center for Technology Transfer, University
of Belgrade, Serbia **|** Vice President, Board, ASTP-Proton
Åsmund Furuseth, Vice President, Co-Founder, Kahoot!, Norway

It is clearly understood that marketing plays an essential role in increasing the
visibility of tech transfer offices and better presenting the value proposition of
research results to our clients. However, knowledge transfer professionals may
sometimes be influenced by working too closely with scientists and overlook
the importance of client-oriented communication.

In this session, experienced colleagues will share the lessons they have learned
on how to make the best use of both more traditional approaches and the
wealth of opportunities arising from social media and digital marketing.

Moderator: **Sara Matt-Leubner**, CEO, transidee, University of Innsbruck, Austria **|** Immediate Past President, ASTP-Proton and Member, Programming Committee, ASTP-Proton

First Parallel Workshops

11.00 - 12.30　**Managing collaborative research**　　　　　　　　　**Room: 2**

Collaboration with industry is one important pillar for the commercialization of academic IP. The question is how to identify partners who will develop existing and new IP generated during such collaboration and possibly generate licensing revenues from collaborations. Even if collaborations are handled in another department, the TTO will usually be consulted to give input on IP clauses.

What are new open innovation models or risk and reward sharing public private partnerships that we can learn from? The participants of the workshop will discuss relevant issues around collaborations, such as IP, policies, state aid, strategies of working with industry and the researcher, etc. This experience sharing will open new perspectives on collaborations with industry.

Facilitator: **Ruth Herzog**, Head TTO, German Cancer Research Center (DKFZ), Germany **|** Member, Programming Committee, ASTP-Proton

11.00 - 12.30　**Making social sciences, humanities and arts (SSHA)**

impact visible　　　　　　　　　　　　　　　　　**Room: 6 & 7**

Social Sciences, Humanities and Arts (SSHA) researchers and KTOs are more and more asked for a systematic and efficient transfer of SSHA knowledge into society. On the other hand lots of SSHA research results already find their way into applications outside of academic circles. There are a lot of single examples and also a lack of visibility for the impact SSHA research has.

This workshop will help find appropriate, potentially new ways to demonstrate the relevance of SSHA for society, taking into account the characteristics of research in these fields. We expect mutual learning opportunities for members, with members.

Facilitator: **Christoph Köller**, Managing Partner, Görgen & Köller GmbH, Germany

11.00 - 12.30　**Venture funding: How to get funding from the EIF**　　**Room: 8 & 9**

A number of European research institutions have entered into partnership with the EIF to accelerate technology transfer activities. In this highly interactive session, particularly aimed at more senior knowledge transfer professionals,

participants will get the chance to hear about the various instruments of the EIF and how institutions should go about planning and preparing proposals to attract funding.

After an initial overview of EIF instruments, we wish to open the floor for participants to engage in a lively Q&A, exchange experiences and ideas and, who knows, find potential partners for new ventures.

Facilitator: **Johan Reynaert,** Investment Manager, European Investment Fund (EIF), Luxembourg

Lunch

12.30 – 13.30	Lunch	Foyer

Knowledge Stock Exchange (KSE)

13.30 – 15.00   **Information corner**   **Room: Blue**

Each 15-minute slot of the information corner consists of an interactive presentation using PowerPoint followed by a Q&A session with the audience. Attend the company presentations to be informed on products and services that they are providing for your K/TTO. Learn more on opportunities offered by EU projects that ASTP-Proton is currently involved in.

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

13.30 – 15.00   **Initiative sharing**   **Room: 2**

The initiative sharing is an interactive discussion held in an informal setting without PowerPoint presentation. Each slot has 5 minutes to present the initiative and 10 minutes to discuss it with the audience.

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

13.30 - 15.00   **Face-to-face meetings**   **Room: 1**
Schedule private face-to-face meetings to share experiences and/or explore collaboration opportunities with other conference attendees.

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

Coffee Break

15.00 - 15.30   **Coffee break**   **Foyer**

Second Parallel Session

15.30 - 17.00   **Channelling faculty consultancy through your**   **Room: Blue**
commercialization office
Amanda Zeffman, Head of Consultancy Services, Cambridge Enterprise Limited, University of Cambridge, UK **|** Member, Programming Committee, ASTP-Proton
Hugh Hunt, Senior Lecturer Engineering, University of Cambridge, UK

Traditionally, TTOs or offices of commercialization have focused on patents, licensing, and start-ups. However, more diverse activities should not be overlooked as they can bring significant benefits. Consultancy, that is, the provision of advice by university staff to external organisations is one such activity. Consultancy activity by university staff is increasingly being handled by university commercialization offices.

This presentation will provide an overview of the benefits of faculty consultancy and an example of operational and strategic models for channelling it through the commercialization office. This session is particularly relevant for senior technology transfer professionals, who are establishing or strengthening their consultancy support activities.

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

PROGRAMME
THURSDAY, 12 NOVEMBER

Second Parallel Workshops

15.30 – 17.00   **The many challenges of portfolio management**   **Room: 2**

Few universities make profit on their licensing activities and too many are waiting for the one project that could make them profitable in the future. Managing your technology transfer projects as a portfolio rather than a collection of projects enables one to balance the financial perspective against other success criteria thereby increasing the overall chances of success.

Portfolio management is a term used by venture capital and normally refers to financial measures only. Due to the broad nature of technology transfer projects, it requires more than that to make a TTO successful.

Facilitator: **Jon Wulff Petersen**, CEO, TTO a/s, Denmark

15.30 – 17.00   **Reaching researchers from social sciences, humanities**   **Room: 6 & 7**
and arts (SSHA)

Valorization of SSHA research requires the integration of researchers into the process. There can be some problems: some researchers do not want to be "instrumentalized", others are not aware of their opportunities, another group believes that KTOs are not helping as "they only think in terms of patents which is not relevant for us".

How can we make SSHA researchers talk to us? What is needed to motivate and encourage them to transfer their research? Which incentives are available? This workshop allows the exchange of experiences for new ways for KTOs to reach SSHA researchers regarding valorization.

Facilitator: **Karolien Steen**, Research Valorization Coordinator,
                University College Ghent, Belgium

15.30 – 17.00   **Dealing with software: from licensing to software-based**   **Room: 8 & 9**
spin-offs

Setting up software-based spin-offs offers many advantages. These include low amount of investment, easy scale up and worldwide clients. However, it may also mean low IP protection. The mix of open source and proprietary software could lead to specific business models.

In this workshop, let us discuss the challenges and solutions when it comes to software-based spin-offs.

Facilitator: **Benoît Georis**, Venture Partner, IT-Translation, France

Evening Event

19.00 - 22.30   **Walking dinner**
Location: West India House (West Indisch Huis)
Herenmarkt 99, 1013 EG Amsterdam

We will gather in the lobby of the Meervaart Conference & Event, from which a bus will take us to the conference dinner. The bus leaves at 18.30. If you are arranging your own transport or are not joining the dinner, please inform us beforehand.

The dress code for the dinner is casual.

PROGRAMME
FRIDAY, 13 NOVEMBER

07.00 - 07.30 **ASTP-Proton morning run**
Meeting point: WestCord Fashion Hotel
Would you like to join? Please assemble at 07.00 at the WestCord Fashion Hotel lobby. This run will take you through Amsterdam's most famous park, the Vondelpark and will cover a distance of approximately 4.5 kilometres. We will be back at the WestCord Fashion Hotel lobby around 07.30.

Plenary Session

09.00 - 10.30   **Room: Blue**
Christian Stein, CEO, Ascenion GmbH, Germany **|** President, Board, ASTP-Proton

Join us for a lively morning discussion, sharing the main objectives, challenges and opinions about what being a knowledge transfer professional means today. Our President, Christian Stein, the Board, our staff from HQ and volunteers will share, in an informal environment, what the latest developments in our profession are. We will discuss how ASTP-Proton is supporting our profession, what new services and opportunities are being developed and how we can grow together, in this fascinating world of Technology Transfer.

Coffee Break

10.30 - 11.00 **Coffee break**   **Foyer**

Third Parallel Session

11.00 - 12.30 **Opportunities and challenges**   **Room: Blue**
in commercializing early pharmaceutical projects
Matthias Stein-Gerlach, Patent & Licensing Manager, Max Planck Innovation GmbH, Germany
Patrick Chaltin, IP Manager, Director, Centre for Drug Design and Discovery (CD3), KU Leuven, Belgium

Commercialization of life science inventions is known to bring in the highest revenues in technology transfer. At the same time, potential Pharma licensees are getting more and more risk-averse. Professional incubation of the projects or spinning-off a new company are challenging opportunities if the necessary funding can be secured over a certain development period.

This workshop addresses several questions such as:
•   How to choose the right model for commercialization in life sciences?

• How to obtain funding in the absence of venture capital in Europe?

New models of validation or the formation of virtual companies and other solutions to de-risk life science projects will be discussed in this session.

Moderator: **Jörn Erselius**, Managing Director, Max Planck Innovation GmbH, Germany

Third Parallel Workshops

11.00 - 12.30   **Scrutinizing inter-institutional agreements**   **Room: 2**

Why is it that TTOs seem to spend so much time on negotiating inter-institutional agreements (IIAs)? One would assume that we would easily partner with one another and join forces towards industry, e.g. in case of joint inventorship.

However, experience shows that these IIAs are sometimes the most difficult agreements to conclude, even more so when a commercialization partner has been found. If we are greedy, we may even kill deals, waste time and money, and potentially prevent bringing a product to the market.

If the TTO itself was a risk factor on the road to the market, then we really would need to do something. Let's discuss good practices for these IIAs in this interactive workshop.

Facilitator: **Heike Huisken**, IP lawyer, PROvendis GmbH, Germany

11.00 - 12.30   **A lean approach: customers for breakfast and**   **Room: 6 & 7**
prototypes for landfill

TTO work is some sort of technology push by nature. Through established processes, TTOs aim to reduce the technological risk until we can say the invention/product/process works. But for whom does it work? Most TTOs have probably experienced that brilliant technology does not attract the expected interest – and eventually heads for the landfill.

In recent years, the principle of lean development has attracted more and more interest, especially the version where early customer interaction is core and considered job number one. Can we use this in our work? If yes, how can "lean" be implemented for typical TTO projects? If and when should we avoid it?

Facilitator: **Anders Haugland**, CEO, Bergen Teknologioverføring AS (BTO), Norway **|** Member, Programming Committee, ASTP-Proton

PROGRAMME
FRIDAY, 13 NOVEMBER

11.00 – 12.30   **Finding CEOs for your science-based spin-offs**   **Room: 8 & 9**

At the early stage of a university spin-off, the researchers' commitment, skills and passion are certainly essential, but a variety of business and market challenges will face the founders of a science-based new venture.

While some researchers may transition to successful entrepreneurs, bringing on board an external CEO positively influences the spin-off creation and leverages the effect of the spin-off's scientific quality.
Where can we find and how can we attract business-minded CEOs? How successful are the different models and mechanisms used to match CEOs with scientists and create a winning team? Join this workshop to share best practices, dos and don'ts.

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

Lunch

12.30 – 13.30   **Lunch**   **Foyer**

Fourth Parallel Session

13.30 – 15.00   **Post-licensing management**   **Room: Blue**
Raja Sengupta, CEO, Equal IP, UK

You have been working hard to file the patent to identify the appropriate industrial partner and have the licence agreement signed! Finally, it's done! Congratulations! Can we say that the job is over? No, but the beginning of, perhaps, a successful royalty income. Protecting the income for the university, the inventor and yourself now becomes a priority.

Post-licensing management is also a key part of the life of an efficient technology transfer story! In this session, you will learn about the pillars of post-licensing management from a renowned expert in the field and share experiences and points of view on internal management. There is also a challenging case study to stimulate us.

Moderator: **Marc Legal**, President, PULSALYS, France **|**
Vice President, Board and Member, Programming Committee, ASTP-Proton

Fourth Parallel Workshops

13.30 – 15.00 **From R&D dissemination to R&D communication:** **Room: 2**
how to make ourselves understood? (Winner of the 'Win a workshop' slot)
Scientific outputs are the main focus in a researcher's life. Papers, conferences, books, patents, licences, spin-outs created... Eveything is mostly objective and measurable. But what is the main issue when we want to deal with the communication to a wider range of audience who normally will not be familiar with scientific language?

In this workshop, we will try to analyse how we can communicate our researchers' work to the society and even our own work to researchers! Because who knows what is in fact a business developer? How do we make our researchers understand what we do and how can we help them? How do we let our potential partners and society at large see how relevant our researchers' results are? Let's explore the current tools available, try to reach common solutions and learn where we can improve, and share tips and tricks.

Facilitator: **Joseta Roca**, Technology Transfer Manager, Computer Vision
and Robotics Institute (ViCOROB), Spain

13.30 – 15.00 **Dealing with difficult researchers** **Room: 6 & 7**
All of us have probably experienced situations where we have had to deal with a researcher who is far from impressed with our work: the way a project is progressing, the university IPR policy and the TTO's activities. These situations can be very difficult and draining, as well as taking valuable energy and resources away from all our exciting projects and good researchers.

In this workshop, we will share our less memorable experiences and discuss how to best deal with them. What are the typical situations where researchers become unhappy with our work? How do we cope with these cases? Could we have done something differently?

Moderator: **Bram Wijlands**, Head Technology Transfer, RWTH Aachen
University, Germany **|** Member, Professional Development
Committee, ASTP-Proton

13.30 – 15.00 **Managing conflicts of interest – 50 shades of grey** **Room: 8 & 9**
Research agreements, licenses, invention disclosures, and creating spin-offs. We all have to spend a huge amount of energy in coping with all the projects that land on our tables. But do we give enough attention to potential conflicts of interest regarding these projects?

What to do when a company wants to pay for research activities, but the researcher himself appears to be a shareholder? Is there a problem if an employee of the tech transfer office is personally involved in a company/licensee? Can a professor receive stock options from a client of the university for research his department performs?

How to manage potential conflicts of interest? Using a series of (could be) real life cases, we will discuss what you could and should do. "Prevention is better than cure" applies here too!

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

Coffee Break	
15.00 – 15.15 **Coffee break**	**Foyer**

Final Plenary and Closing Session	
15.15 – 16.15 **What do nerds really think about you?**	**Room: Blue**

Davide Iannuzzi, Professor in Experimental Physics, VU University Amsterdam and Co-founder, Optics11, The Netherlands

What is going through the minds of scientists when they think about transferring their brilliant ideas to the market? Why are they not too keen to bring those ideas outside the confined space of their laboratories, or, when they are, they feel uncomfortable to work with the people who are there to help?

What do they fear? What do they want? What do they need? Professor Davide Iannuzzi will go through his own experience as an academic entrepreneur to show that this is the set of questions that technology transfer professionals should look into if they want to nurture the entrepreneurial atmosphere of their institution.

Creating a healthy relationship with the scientists is the basis of a systemic effort that, if well planned, will help align the entire academic environment towards a more efficient knowledge transfer framework.

Closing remarks
Christian Stein, CEO, Ascenion GmbH, Germany **|** President, Board, ASTP-Proton

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

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 nine 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, 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 dates:
21 January 2016, 21 April 2016

PROGRESSTT

CAPACITY BUILDING FOR TECHNOLOGY TRANSFER

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

PROGRESS-TT is a new 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. It will do this 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.

Partners:

To find out more about PROGRESS-TT and how your TTO could be involved, please contact Célia Gavaud:
T: +44(0)7920 563572   **E**: celia.gavaud@peraconsulting.com   **Twitter**: @progresstteu
www.progresstt.eu

INVESTHORIZON

Maximising entrepreneurs' chances of successfully obtaining funding, through training and direct access to key European investors.

InvestHorizon is the Investment Readiness Programme designed to increase investments made in Innovative European SMEs through Investment Readiness development and Investor sensitization. Brought forward by 10 qualified and reliable partners, InvestHorizon offers a set of services and training across Europe, to investors and entrepreneurs, from start-up to mid-cap level.

Awareness	• 100 000 SMEs, intermediaries, investors and policy makers
Knowledge & training	• 3000 SMES • 200+ Investors
Coaching & Benchmarking	• 1000+ SMEs • 200+ coaches
Facilitate Investment	• 450+ SMEs • 50 investments

For additional information: investhorizon.eu

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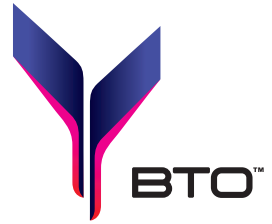KNOWLEDGE TRANSFER EUROPE

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BTO

BTO's main objective is to help researchers and the research institutions to bring their research results out to the market, ensuring that knowledge and inventions benefit individuals, industry and the society as a whole.

We believe that most of the world's great ideas have yet to be put into life!
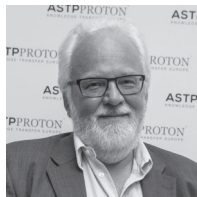
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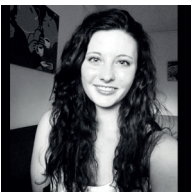*Ascenion GmbH,*
Germany

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

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

Anne Disseldorp
HQ Secretary
anne.disseldorp@astp-proton.eu
+31 (0) 71 206 2098

Eline Hermse
Event Assistant
headquarters@astp-proton.eu
+31 (0)6 24 988 217

John Kruining
Financial Administrator
john.kruining@astp-proton.eu
+31 (0) 71 206 2094

Ancilla Sterrenburg
Network Coordinator
ancilla.sterrenburg@astp-proton.eu
+31 (0) 71 206 2092

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

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KNOWLEDGE TRANSFER EUROPE

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

Website: www.astp-proton.eu
Email: headquarters@astp-proton.eu

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