



Fit for Health 2.0 - International Training for the Exploitation of EU Project Results

Haus der Wirtschaft
Willi-Bleicher-Str. 19
Stuttgart, Germany

15th – 16th October 2014

Agenda

Wednesday 15 October 2014

09:00 - 09:30	Registration (with coffee)	<i>Kepler-Saal, 3rd Floor</i>
		<i>Conference Room Ulm, 2nd Floor</i>
09:30 – 09:45	Welcome and introduction Dr. Ines Haberl, FFG	
09:45 – 10:45	IP Management in EU-funded collaborative research projects <i>Jörg Scherer, EURICE GmbH</i>	
10:45 – 11:00	coffee break	
11:00 – 12:00	Maximizing the value of IP – Best practices <i>Dr. Robert Harrison, 24IP Law Group</i>	
12:00 – 13:00	Lunch break	<i>Kepler-Saal, 3rd Floor</i>
		<i>Conference Room Ulm, 2nd Floor</i>
13:00 – 14:00	Business development: building my business <i>Dr. Morris Berrie, TTS, Neil Thomas, Ventac Partners</i>	
14:00 – 15:00	business case and Group work <i>Dr. Morris Berrie, TTS, Neil Thomas, Ventac Partners</i>	
15:00 – 15:30	coffee break	
15:30 – 17:00	Financing Sources <i>Dr. Aitana Peire, Venture Valuation AG</i>	



17:00 – 17:15 Wrap-Up

17:15 **End of Day I**

Thursday 16 October 2014

09:00 – 09:30 **Registration (with coffee)** *Kepler-Saal, 3rd Floor*

Conference Room Ulm, 2nd Floor

09:30 – 10:30 **Case study: Product valuation I**
Dr. Aitana Peire, Venture Valuation AG

10:30 – 10:45 coffee Break

10:45 – 11:30 **Case study: Product valuation II**
Dr. Aitana Peire, Venture Valuation AG

11:30 – 12:00 **Wrap-up and Certificate Delivery**
Hicham Abghay, Steinbeis-Europa-Zentrum



Short Speakers' CV

Hicham Abghay:

Hicham Abghay is Senior Innovation consultant at SEZ with more than 10 years' experience in technology transfer and innovation management. Hicham has been responsible for implementing EU funded support actions on building innovation capacity in SME and widening participation in the Health sector in different EU projects. He is advisory board member as well as delegate to several working groups on Health innovation and research management. Hicham is sector group chairperson for healthcare in the EEN network since 2006

Dr. Morris Berrie:

Dr. Morris S. Berrie is Co-Chairman of TTS Ltd and Managing Director of Tech Investor Ltd. The former is an organization that globally facilitates deal flow in TTO / the early stage start-up / SME biotech sector whilst the latter specifically aids and advises Governments and companies throughout the biotech sector on 'the business of science', i.e. business development, strategy, licensing and capital raising. Prior to these roles he was both the Chief Executive Officer and Editor-in-Chief of the Biotechnology Investment Group.

Dr. Ines Haberl:

PhD, pharmacist by training and a PhD in natural sciences, has 8 years of experience in fundamental cancer research. She acts as NCP for SMEs with focus on Life Sciences. She is the coordinator of Fit for Health I and II and has a long track record in research management and SME capacity building.

Dr. Robert Harrison:

Dr. Robert Harrison holds a B.A. in Physics from Oxford University and a M.Sc. in Solid State Physics from Sheffield University in the UK. He later obtained his doctorate in Electronic Engineering with a thesis in the field of Indium Arsenide Phosphide Antimonide. He has a background in Physics and Electronic Engineering and specialises in semiconductor physics, web technology and biophysics. His specialist areas are working with companies funded by venture capital and private equity to maximise the value of their intellectual property rights. He has completed pre-investment freedom-to-operate studies and post-investment invention spotting reviews. He has established technology licensing infringement enforcement strategies in Europe and in Asia. He is a member of the Patent Valuation Committee of the German Chamber of Patent Attorneys.

Dr. Aitana Peire:

Before joining Venture Valuation in 2013 as business analyst, Aitana worked as Pharma equity research analyst for Kepler Cheuvreux, covering Valneva, Basilea and Lonza. Prior to that, she worked as consultant for Stratas Partners, based in Basel, focusing on projects on market access, pricing and reimbursement, and budget impact modelling. Finally, she started her career in Finance with a position as investment analyst for London-based hedge fund Carval Investors, as part of the NPL team, where she assisted in the pricing and performance analysis of investments across several geographies. Aitana holds a PhD in Evolutionary Genetics from the University of Groningen (Netherlands) and is a CFA Level II candidate.



Jörg Scherer:

Jörg Scherer has over 15 years of experience providing IP consultancy and support services within the framework of international research and technology and business cooperation projects. Jörg is frequently invited by the EU Commission, by national and regional governmental agencies for science and technology as well as by research institutions and companies to speak on and conduct training sessions about IP and innovation-related activities within EU Framework Programs. He has been involved in the activities of the European IPR Helpdesk since 2005. Within the current service provider team, he is coordinating a comprehensive IP capacity-building program scheme with over 50 training sessions per year in the field of IP Management.

Dr. Neil Thomas:

Dr. Neil Thomas is a UK based venture capitalist. He has worked with multiple start-ups, including as head of business development and licensing at larger biotech companies both for in and out licensing in several countries, and has significant expertise and experience in business development.