International Training for the Exploitation of EU Project Results with a Focus on IP Valuation in the Field of Health and Biotechnology

Enterprise Ireland
East Point Business Park
Dublin 3, Ireland

11- 12 May 2016

***Draft*-Agenda**

Wednesday 11 May 2016

14:30 – 15:00	**Registration**
15:00 – 15:30	**Welcome and Introduction Day 1** *Dr Imelda Lambkin, National Director for Horizon 2020, Enterprise Ireland* *Dr Ines Haberl, Coordinator of Fit for Health 2.0, Austrian Research Promotion Agency* *Jörg Scherer, Head of the European IPR Helpdesk Training Team, CEO of EURICE GmbH*
15:30 – 16:15	**Research Exploitation - Managing EU Projects to Maximise Impact** Dr Eugene Sweeney, Iambic Innovation Ltd
16:15 – 16:30	Coffee/Tea Break
16:30 – 17:00	**Research Exploitation - Using Patent Information for Strategic Intelligence** Dr Eugene Sweeney, Iambic Innovation Ltd
17:00 – 18:00	**Research Exploitation - Strategies and Business Models** Dr Eugene Sweeney, Iambic Innovation Ltd
18:00 – 18:30	Case Study tbc
18:30 – 20:00	**Get-Together**
20:00	**End of Day 1**

Thursday 12 May 2016

08:30 – 09:00	**Registration (with coffee)**
09:00 – 09:15	**Welcome and Introduction Day 2** *Hicham Abghay, Steinbeis-Europa-Zentrum*
09:15 – 10:00	**Technology Transfer Opportunities in Healthcare / Life Sciences** *Dr Morris Berrie, Christian Suojanen TTS*
10:00 – 10:45	**Financing sources for life science projects and companies** *Dr Aitana Peire, Venture Valuation AG*
10:45 – 11:00	Coffee Break
11:00 11:45	**The valuation process of life science companies** *Dr Aitana Peire, Venture Valuation AG*
11:45 – 12:00	**Wrap-up & Closing Remarks**
12:15	**End of Event**

Short Speakers' CV

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. Imelda Lambkin
Dr. Imelda Lambkin is the National Director for Horizon 2020 at Enterprise Ireland. As the National Director for Horizon 2020 Dr. Lambkin ensures that a co-ordinated and coherent approach is adopted across all of the components of Horizon 2020 so that Irish participation in the programme as a whole is optimised. She is the National Programme Coordinator for Eureka and National Contact Point for Euratom and the Joint Research Centre. Dr. Lambkin coordinates the Horizon 2020 NCP Academy project, providing training and best practice for National Contact Points across Europe, and she is a member of the ERA-LEARN 2020 project, focused on trans-national coordination of research programmes in Public-Public Programmes including ERA-NET Co-Fund and Joint Programming Initiatives. Dr. Lambkin manages the Research & Innovation Internationalisation Department at Enterprise Ireland.

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.

Christian Soujanen
Christian is Co-Founder/Chairman of the TTS Global Initiative and Partner at Valor Management S.A. A strategic adviser, he works intensively with a select few bio sector companies, funds and governments rather than on multiple projects.
His focus is on companies and initiatives with transformational potential to profoundly impact healthcare or the healthcare/bio innovation ecosystem. He is a member of several bio and innovation sector boards, steering committees and advisory groups across industry, government, and associations.
For Fit for Health 2.0, Christian supports us as specialist in strategy and the planning and execution of collaboration, business development and access to finance and with his strong cross-border focus (Europe, North America, BRICS) and his deep relationships with industry, venture capital, government and other key stakeholder groups.

Dr. Eugene Sweeney:
Dr. Eugene Sweeney has over 30 years of experience of managing and commercialising research and new technologies. He is an expert for the European Commission in the areas of IPR, ICT, Innovation, and Research-Industry partnerships. He has been a project reviewer and evaluator for several EC Framework projects, the EC's IPR Helpdesk, and the Innovation Relay Centre Network. He was an invited expert on the working group considering IPR rules for FP7, and the Responsible Partnering (Industry / Research) Initiative.