‘Bridging the Gap’
An Interactive workshop for Innovation Champions from universities, investors, technology experts, companies, IP experts

Tuesday 23 September 2014
Leiden, The Netherlands
Hampshire Hotel Fitland
Leiden

www.les-benelux.org
‘Bridging the Gap’
An Interactive workshop for Innovation Champions from universities, investors, technology experts, companies, IP experts

The concept of this workshop is to share experiences, ideas and solutions for how to address the challenges of not only having early stage good commercial ideas picked up, but then ensuring that the journey is assisted at critical points along the way. We have identified potential bridges (or valleys of death) where licensing and IP are among the issues which relevant partners need to consider. We hope to share some of these ideas and welcome a lively debate among participants. There are many local, national and regional opportunities and stakeholders, so the Benelux session should be interesting for technology transfer officers from Universities, investors, IP experts, technology experts, companies.

09.00 – 09.30 h. Registration and coffee

09.30 – 09.40 h. Welcome by the Chair and introduction of the topic
Laura MacDonald, Leiden University R&I Services (LURIS)

09.40 – 10.30 h. SESSION 1 – Setting the Scene
1 Setting up new companies: the Leuven Ecosystem with real life examples
Michael De Blauwe, Business Development Manager, KU Leuven Research & Development

2 Attractiveness/Unattractiveness of venture capital in biotech
What are investors looking at when they take investments decisions in venture capital? Who are the competitors of venture capitalists? How can government contribute to the attractiveness of venture capital? How to create a win/win situation between start-ups and their venture capital investors.
Stéphane Verdood, Vesalius Biocapital

10.30 – 11.00 h. Coffee/tea break

Resumes of Chair and Speakers

Michael de Blauwe is presently the Managing Director of the Knowledge Transfer Office of the University of Leuven. He is also CEO of Gesval, which is the company of U Liège for technology transfer. Michel Morant was born in 1956 in Malmédy and graduated in electromechanical and electrical engineering at University of Liege in 1979, than a MSc in 1982 and a PhD in 1984. During this period, he was working at the ULg as a Research Engineer in the Electrical Engineering Department, in charge of Industrial Contracting. In 1986, he joined the Power Transport and Distribution Division of the ABB Daimler-Benz group, became member of the board in 1990, and vice-president in charge of the technical and commercial departments in 1995. He was appointed in 1998 by the University to reorganise the technology transfer activities, patenting, licensing, and spin off activities. With about 50 staff members, more than 110 spin off companies created, 20 licences a year, the Leuven office is one of the more active KTO of Belgium. Michel Morant is also member of ASTP, TF, AUTM, LIEU, the Belgian association of TTO’s. He is also CEO of Spinventure, the seed capital fund of the University and is member of the board of several start up companies. He is also currently Vice-president of ASTP-Proton, the merged pan-European association of Tech transfer.

Michel Morant

Paul Hedges, CEO, ANL BV: a Dutch start-up in advanced materials. As a serial entrepreneur, Paul has technical expertise in Propelling new technology companies taking the idea into
11.00 – 12.30 h. SESSION 2 – The Early Bridges to be crossed
– great idea but no cash or partners to take it forward commercially

1 Bridging the gap from Academia to business: how companies can help to bridge the gap?
Technology outputs from academic research are often very early stage, therefore maturation of projects is one of the main task of TTOs. Funding the POC is a challenge, technically and financially. Governments can help, but companies, especially large companies, can also help to get more mature projects, more investable projects. Some examples will be used showing the role of companies to help high tech SMEs to implement new technologies.
Michel Morant, CEO Gesval, University of Liège, Belgium

2 The entrepreneurs’ view: two high tech start-ups share their experiences, bringing Dutch, UK and US experiences to the table
Paul Hedges and Steve Wood, Co-Founder and Head of Research & Intellectual Property, trakkies International BV, The Netherlands

12.30 – 14.00 h. Lunch

14.00 – 15.00 h. SESSION 3 – The Later Bridges

1 Pro’s and Con’s of early licensing of a product/project with underlying IP in order to bridge a funding gap
Frank Bulens, Capricorn Venture Partners, Belgium

2 Planning for expansion or exit-what are the challenges?
Edward van Wezel, BioGeneration Ventures, The Netherlands

15.00 – 15.30 h. Coffee/tea break

15.30 – 17.00 h. SESSION 4 – Chaired Panel Discussion
Chair: Carine van den Brink, Axon Lawyers, The Netherlands
Discussion points from the sessions- what were/ are the typical problems encountered and how solved? Or not solved? How can the various stakeholders identify better ways to synergise the chances of success for the new innovations? Panellists include TTO directors, start-up companies and investors.

17.00 h. Networking cocktail


Steve Wood, Engineer, US lawyer and co-founder of several start-ups on both sides of the Atlantic. Currently busy in The Netherlands with space related new technology company at ESTEC business park, Noordwijk. With a background covering geology, biology, physics, optics, and electromagnetics, makes him especially well suited to technology commercialization work in materials, electronics, radiation, nuclear technologies, medical devices, biotech, and related fields. Steve worked at United States Patent and Trademark Office (USPTO) as a Patent Examiner in the multiplexing art unit. Having then become a patent attorney, he worked as Licensing Associate at Brookhaven National Laboratory (BNL) before embarking on a further career expansion by becoming involved in setting up several new start-up companies, the most recent of which is in The Netherlands.

Frank Bulens joined Capricorn Venture Partners in 2009 and is a member of its management committee and board of directors. Frank is actively involved with health technology companies in the broad sense ranging from diagnostics, therapeutics and medical devices for the Capricorn Health-tech Fund and the Quest for Growth Fund as well as digital health-tech for the Capricorn ICT Fund. Previously, he was a member of the life science venture capital team at Gimv (Antwerp, Belgium) for a period of 11 years and most recently as an executive investment manager. Before joining Gimv he worked one year at the IWV, a research fund organization in Brussels, as a senior scientific advisor. Prior to IWV Frank worked 10 years at the Faculty of Medicine, University of Leuven as a PhD and postdoctoral researcher. Before that Frank worked two years in the food industry. Frank is trained as an industrial engineer in chemistry/biochemistry and obtained a Master Degree as well as a PhD in Medical Sciences at the University of Leuven, Belgium. Throughout his 15+ years of making active venture capital investments Frank collected a vast experience in building early stage tech companies towards a successful exit through a trade sale or an IPO. His past board memberships involved a number of companies such as Ablynx in Belgium, Arrow Therapeutics in the UK, Innate Pharma and Roeva Pharmaceuticals in France as well as Acharu Bisciences and X-Ceptor in the US. Current board memberships include Sequana Medical (Switzerland), Trinean (Belgium), TROD Medical (Belgium) and Prosonix (UK, observer).

Edward van Wezel, Managing Partner, BioGeneration Ventures. Edward has extensive international expertise in small and large pharma and biotech companies. Edward currently serves on the boards of NovoGendix, Progentix Orthobiology, Crisal Therapeutics, Acerta Pharma and Synaffix. He served on the board of BioCers that was sold in 2011.Edward started his industrial career as process engineer for Chiron Inc. and working for Johnson & Johnson as project manager. Since 2000 he gained experience in several start-up and early stage companies in the Netherlands. He was director business development at Pepscan Systems and managing director of Macrozyme. Where Edward was responsible for the complete pre-clinical development of a new chemical entity that was successfully partnered with Genzyme Inc. in 2005. Edward holds a M.Sc in chemistry from the University of Utrecht and a M.Sc in biochemical engineering from the Delft University of Technology.

Carine van den Brink, Axon Lawyers, The Netherlands. Carine is a lawyer with a unique proposition. She combines 25 years of legal experience in life sciences with a medical background and in-depth knowledge of the biotech and technology markets. She specializes in intellectual property licensing, research and development driven contracts, pharmaceutical contracts and corporate law. She worked for the Dutch law firm Stibbe and at the same time, held the office of registrar of the Dutch Medical Practitioners Disciplinary Tribunal. After leaving Stibbe, she worked as corporate counsel for Pharming, the first biotechnology company in The Netherlands. Carine’s clients include well-known European biotech companies, knowledge institutes, academic hospitals, and venture capitalists.
Facts and details

Location
The meeting will take place in the Hampshire Hotel Fitland, Bargelaan 180, 2333 CW Leiden, Nederland; e-mail hotelleiden@fitland.nl. Phone +31 71 870 0260. The hotel is easily accessible because of the perfect location next to Central Station. In the multifunctional building Level, which is known because of its special layered form of architecture. Those who want to make a hotel room reservation can find a form at www.les-benelux.org/level1/meetings.htm

Registration
The fee for this meeting will be €120,00 for LES Members and €180,00 for non-members and includes meeting materials such as programme and participants list, buffet lunch, coffee and tea in the break and drinks after the meeting. Payment can take place by credit card or cash at the meeting or by bank transfer. Bank details can be found at the registration form. LES Members 40 years of age or below receive a discount of €20 when they state their year and date of birth at the registration form. Registration can take place by faxing the registration form (fax +31 343 594 566) or via the internet at www.les-benelux.org. Registrations should preferably be received as soon as possible. Participants will receive a confirmation upon registration. Cancellations must be received in writing (fax or e-mail) before Tuesday 16 September 2014 to avoid full charges.

Granting of study hours and educational points
For Dutch Lawyers the amount of study hours is six (6). Please contact the Registration Desk at the day of the meeting for the necessary lists to sign.

Membership
For information on membership of LES Benelux please e-mail to secretariat@les-benelux.org and an information package with an application form will arrive at your desk within a few days. Membership information will also be available at the day of the meeting.

Program and presentations
The program will be published at the web site of LES Benelux; www.les-benelux.org and will be updated regularly. Questions and remarks can also be sent by e-mail to secretariat@les-benelux.org. The speakers at this meeting will be kindly requested to make their presentations available for publication at level 2 (registration required) of the before mentioned web site. The presentations will be available approximately two weeks after the meeting.

Directions
A44 from The Hague:
If you are arriving from The Hague, take exit 8 towards Leiden. Turn right, you are now on the Plesmanlaan. After 1.4 km turn left to enter the Darwin road. Take the first roundabout straight and on the second roundabout take the 2nd exit. Turn right en take the first exit on the upcoming roundabout. At the traffic lights turn right. You are now driving on the Bargelaan, you can drive straight ahead and park your car, for a small amount, under the building.

A4/ A44 from Amsterdam:
Follow the traffic signs to A4/E19 The Hague, Schiphol Airport and Haarlem. After 18.2 km stay on the right lane of the highway and follow the directions to the A44 to Den Haag-Centrum/Leiden-West/ Sassenheim. After 15.6 km take exit 7 – Oegstgeest and turn left at the traffic lights, entering the Rijzichtweg. Take the 2nd exit at the upcoming roundabout, you are now driving on the Geversstraat, which turns into Rijnsburgerweg after 500 m. At the traffic lights (after 1.1 km) turn right. You are now driving on the Bargelaan, you can drive straight ahead and park your car, for a small amount, under the building.