

Tehnologic Transfer Training

AGENDA

12.11.2024



10:00 – 10:10	Welcome address <u>Prof. Dr. Aatto Laaksonen</u> (Laboratorul Arrhenius, Universitatea din Stockholm, Suedia) BioMat4CAST ERA Chair holder <u>Dr. Mariana Pinteala</u> – Director of Center for Advanced Research in Bionanoconjugates and Biopolymers (IntelCentru) <u>Dr. Teodora Rusu</u> BioMat4CAST Project Coordonator, P. Poni Institute of Macromolecular Chemistry
10:10 – 10:20	The goals of the training event: (a) Give a brief overview of the processes involved in commercial exploitation of research outputs; (b) Develop an understanding of financing your research and negotiating deals; (c) Develop the communication skills to present your ideas. <u>Prof. Dr Daniel Green</u> , Imperial College, London, UK <u>Prof Dr. Danny O’Hare</u> , Imperial College London UK
10:20 – 11:20	Overview of enterprise The life cycle of a life sciences startup. The benefits of industry collaborations and different types of academia-commerce relationships (consultancy, licensing, spinouts, research subscription etc). Introductory case studies: Respire Diagnostics, Phagenesis.
11:20 – 12:20	The route to market how a lab idea becomes a product that helps patients
12:20 – 13:20	Introductory exercise for masters, PhD students and PDRAs. Each participant is to present 2 minutes each on the problem their technology addresses, with no mention of the technology.
13:00 – 15:00	Networking Lunch
15:00 – 16:00	Deals and negotiations
16:00 – 17:00	Communication skills for entrepreneurs and scientists: Graphs and numbers (DO’H)

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09:00 – 11:00	Practice presentations and feedback for masters students, PhD students and PDRAs
11:30 – 13:00	Regulatory affairs, clinical trials, intellectual property and its management
13:00 – 14:00	Networking Lunch
14:00 – 15:30	Case studies in innovation Examples from Imperial College and from personal experience.
15:30 – 17:00	Elevator pitches Two minute presentations by masters students, PhD students and PDRAs