

# Technologic Transfer Training

## AGENDA

12.11.2024



10:00 – 10:10	<b>Welcome address</b> <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	<b>The goals of the training event:</b> (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	<b>Overview of enterprise</b> 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	<b>The route to market</b> how a lab idea becomes a product that helps patients
12:20 – 13:20	<b>Introductory exercise</b> 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.
<b>13:00 – 15:00</b>	<b>Networking Lunch</b>
15:00 – 16:00	<b>Deals and negotiations</b>
16:00 – 17:00	<b>Communication skills</b> for entrepreneurs and scientists: Graphs and numbers (DO'H)

## 13.11.2024

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