TECHNOLOGY TRANSFER IN A CHANGING ENVIRONMENT

ANNUAL CONFERENCE
23-25 MAY 2018 | LIÈGE, BELGIUM
#ASTPPROTON18
### Wed 23 May

#### TT PRIMER

**Trainer:** Karen Laigaard, Director, TTO University of Copenhagen, Denmark | Member, Programming Committee, ASTP-Proton  
This workshop will introduce the various aspects of knowledge transfer, answer some key questions and provide a solid understanding of what success can look like. Take this opportunity to get to know your peers, extend your network and learn from seasoned professionals.  
Palais des Congrès | Mosane 2

#### BIANNUAL FACE-TO-FACE MEETING NATIONAL ASSOCIATIONS ADVISORY COMMITTEE

**Moderator:** Andrew Carlin, Vice President NAAC, ASTP-Proton  
Representatives from all the European national associations are invited to this meeting chaired by Andrew Carlin.  
Palais des Congrès | Mosane 3

#### PROGRESS-TT MENTORED UNIVERSITIES

**Facilitator:** Alan Kennedy, Key Knowledge Expert, MITO Technology, Italy  
PROGRESS-TT was a 3-year pilot initiative funded by the European Commission’s Horizon 2020 research and innovation programme which developed new training methodologies, tools, and insights to build capacity for Technology Transfer in TTOs/PROs across Europe. As part of this programme, 30 TTOs went through a process of intensive 1-to-1 coaching and mentoring complimenting other PROGRESS-TT training events, and aimed at developing the capacity of the TTO as a whole.  
This meeting is an opportunity for the 30 TTOs to reunite with their coaches and mentors, appraise their involvement in the project, and look ahead to the potential for future projects to advance the innovative learning piloted by PROGRESS-TT.  
Palais des Congrès | Mosane 2

#### HALF-DAY MASTERCLASS

**Trainer:** Kevin Nachtrab, Senior IP Attorney, Johnson and Johnson, Belgium  
This master class will give the opportunity, to those involved as legal advisers in the field of Technology Transfer, to discuss the more complex issues that arise in drafting, negotiating and subsequently living with deals around IP.  
Palais des Congrès | Mosane 5 and Mosane 6

#### SOFTWARE SPECIAL INTEREST GROUP

**Facilitators Software:** Malcolm Bain, Partner, ID Law Partners, Spain  
This Special Interested Group, was established in 2016 as a platform for face-to-face exchanges on software among Knowledge Transfer Officers. This SIG has developed 3 operational working groups; with Malcolm Bain leading the software IP section; Mirko Lucas facilitating the understanding of commercial deals involving software; and Eva Riemann leading the dedicated legal group reviewing software deals.  
Palais des Congrès | Mosane 4
**WEDNESDAY 23 MAY**

### 13:30 - 16:00 | REGISTRATION REQUIRED

**LIÈGE SCIENCE PARK: GUIDED TOUR**

The main campus of the University of Liège and the university hospital are located within the Liège Science Park (LSP). Seated deep in the woods about 5 km from the city centre they nestle alongside the business park and famous research centres such as: the GIGA Centre for Genomics, Liège Space Centre (CSL), Centre for Research in Metallurgy Group (CRM) and SIRRIS, the collective centre for and by the technological industry.

With some 160 companies as neighbours such as the renown Kaneka-Eurogentec, Siemens-Samtech, Physiol, EVS, BEA, Greisch, there are also 2 incubator companies: Walloon incubator of engineering sciences (WSL), and WBC who develops innovative, competitive and sustainable Life Sciences companies in Wallonia. LSP also hosts a medical fablab.

The tour, will include a presentation of the LSP ecosystem, a visit to CSL’s satellite testing facility and SIRRIS’s materials centre.

A bus will collect participants at the Palais des Congrès. You will return in time to join the city tour.

**Meeting point: Palais des Congrès**

### 16:00 - 18:00 | REGISTRATION REQUIRED

**LIÈGE CITY: GUIDED TOUR**

Slip on your comfortable shoes for this two-hour walking tour of Liège. Setting off from the city centre, your tour guide shall lead you through the history of Liège from gothic cathedrals to art nouveau houses; past the birth place of novelist, Georges Simenon, and around the remains of the ancient citadel. You will discover the art and antiquity of the city and visit the hippest neighbourhood by strolling through Le Carré’s labyrinth of bars and shop-lined streets. You will enjoy a view of the recently refurbished 16th-century Curtius museum and yards, rue Hors-Château, with its classified heritage sites and famous cul-de-sac, the Place du Marché, le Perron, and the City Hall. The tour will reach its climax when you arrive at La Violette, Liège Town Hall where you will join the conference welcome reception.

As time is limited during the guided tour, there will be no opportunities to access the museums.

**Meeting Point: Palais des Congrès**

### 13:30 - 15:30 | FREE SESSION

**SSHA SPECIAL INTEREST GROUP**

Facilitator SSHA: Christoph Köller, Managing Director, Görgem & Köller GmbH, Germany

The ASTP-Proton Special Interest Group *Creating Value from Social Sciences, Humanities and the Arts* (SIG SSHA) was established in 2015 as a platform for face-to-face exchanges on SSHA among Knowledge Transfer Officers from universities and research organisations from all over Europe. During this meeting, we will update members on:

* Recent SIG workshops, (November 2017, Brussels, Financing SSHA Transfer Activities; May 2018, Oxford, Nurturing SSHA Start-ups);
* Forthcoming events, such as: (November 2018, Berlin Science Week);
* Forthcoming conferences, such as: (November 2018, Impact Conference, Vienna; February 2019, ACCOMPLISSH-conference, Barcelona)
* Recent projects and developments in SIG SSHA members’ countries;
* New topic-specific SIG SSHA workshop.

**Palais des Congrès | SSAH Mosane 9**

### 13:30 - 15:30 | REGISTRATION REQUIRED

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* Recent projects and developments in SIG SSHA members’ countries;
* New topic-specific SIG SSHA workshop.

**Palais des Congrès | SSAH Mosane 9**

### 18:00 - 19:30

**DIRECTORS’ DINNER**

Moderator: Maria de Bettencourt Tavares, Head of Collaborative Innovation - Global Science and Technology, Givaudan, Switzerland

This event targets the most senior knowledge and tech transfer professionals. If you are a director of a TT office or a senior industrialist responsible for academic partnering and keen to connect with your peers from across Europe, join us for dinner and discussion.

Welcome on behalf of the Province of Liège by Deputy, André Denis.

**Location: Palace of Prince Bishops | Place Saint-Lambert 18, 4000 Liège**

### 19:30

**Sponsored by:**

**Givaudan**

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**Sponsored by:**

**lifeArc**

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## MORNING ACTIVITIES

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### REGISTRATION OPEN

Collect your badge from the ASTP-Proton desk. The desk shall be open throughout the event, so come along to meet the HQ staff and learn more about our events and services.

Grand Foyer

### MORNING MEETING FOR NEW MEMBERS

Have you recently joined ASTP-Proton? Come along to this morning meeting to know more about the association. Share your ideas and expectations while getting to know the community and committee members.

- **Karen Laigaard**, Director, TTO University of Copenhagen, Denmark | Member, Programming Committee, ASTP-Proton
- **Marc Legal**, CEO, OliSens, France | Member, Programming Committee, ASTP-Proton

Charles Rogier

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## OPENING SESSION

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### OPENING PLENARY & KEYNOTE

- **Reine Elisabeth**

**Welcome to Liège:** Henric Rhedin, President of ASTP-Proton

**Welcome from representative of hosting sponsor, LIEU Network, Belgium**

**Introduction by Michel Morant**, President of LIEU Network, Belgium

**The Research and Innovation Landscape in Belgium**

**Moderator:** Michel Morant, President of LIEU Network, Belgium

**Speakers:**
- **Vincent Blondel**, Rector, Catholic University of Louvain | President, Conference of Rectors (CReF), Belgium
- **Vincent Reuter**, Expert Advisor to Walloon Government | Former CEO, Union of Walloon Enterprises, Belgium

Belgium has been a country of high learning and industrial aptitude since the Middle Ages. Today, this small nation is a European leader in research and development renowned for its world-class universities such as KU Leuven and the University of Liège. The economic impact of the cooperation between the academia and the research and development industry is well-recognised and contributes to 2.5% of the national GDP; 2.9% of the regional GDP of Wallonia.

**Keynote**

**Innovation: it's not what it used to be**

**Speaker:** William Fischer, Professor of Technology Management, International Institute for Management Development (IMD), Switzerland

Prof. Fischer co-founded and co-directs the IMD programme on Driving Strategic Innovation, in cooperation with the Sloan School of Management at MIT and authors a regular column for Forbes.com entitled 'The Ideas Business'. In this session, we will learn how the industry boundaries are blurring, the traditional innovation funnel is becoming obsolete, and what the implications are for management, organisations and leadership.

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**10.30 - 11.00 COFFEE BREAK | GRAND FOYER**
Many technology transfer officers become embedded in the process of spinning out new companies. Some staff even follow the urge to leave the TTO and embark on a new career as an entrepreneur. This session learns from parties who have made this journey.

Moderator: Michel Morant, President of LIEU Network, Belgium
Speakers:
- Patrick Di Stefano, Head of WG Biotech, ULB TTO | LIEU Network, Belgium
- Wim Van Camp, Head of TTO-Flanders, University of Ghent, Belgium
- Vincent Lamande, CEO, SATT Ouest-Valorisation, France
- Alexandros Papaderos, Deputy Head of the office for Research and Innovation, Head of Patents and Licenses, TUM, Germany

The triple helix model (academia, industry, government) can be a key factor to facilitate university-industry interactions. This session shall give examples of systems to foster these partnerships. We shall hear from Belgium, about measures to foster cooperation; from France, about ‘Common Laboratories’; and from Germany, about schemes for collaborative research.
13.30 - 13.45 | Patent Information and Technology Transfer

Michel Caldana, Director, Picarré, Belgium

“Patent databases are well known sources of technical and legal information commonly used in prior art searches, freedom-to-operate searches, etc. Their business content can also be advantageously exploited particularly in patent mappings to help the tech transfer specialists to identify potential licensees, business or research partners. Combined with economic, financial or more generally contextual data, patent mappings are a powerful tool for taking efficient business decisions. With experience in patent information Picarré IP counsels help the Walloon tech transfer offices during EU and regional calls for projects and in the process of spin-off creation.”

www.epo.org

13.45 - 14.00 | 5 Key Reasons to use Ximbio for Commercialising Research Reagents

Isobel Atkin, Senior Portfolio Manager, Ximbio, UK

“Research reagents, such as antibodies, mice, and cell lines are the cornerstones of basic scientific research; Ximbio is a marketplace for scientists to maximise commercial opportunities for these tools. Tech Transfer Offices are opting to work with Ximbio, recognising its commercial reach and ability to secure physical material.”

www.ximbio.com

14.00 - 14.15 | Opportunities for EU Universities to Reach out to Japanese Partners and Potential Licensees

Luca Escoffier, Project Manager, EU-Japan Technology Transfer Helpdesk, Japan

“In this talk, the Project Manager of the EU-Japan Centre for Industrial Cooperation in Tokyo, will introduce the audience to the EU-Japan Technology Transfer Helpdesk. The services of the Helpdesk aim at supporting EU and Japanese companies, universities, research centres and individuals in their steps to search for technologies and to understand the mechanics of tech transfer transactions, as well as the knowledge gap about current available technologies from both Japan and the EU. From this talk, it will emerge that TTOs from the EU have many opportunities to interact with the Helpdesk by participating in podcasts and webinars, posting their available technologies on the Helpdesk’s site, and getting actively involved searching for technologies received by the Helpdesk from Japanese companies.”

www.eu-japan.eu

14.15 - 14.30 | NLC | The Healthtech Venture Builder

Alain Kummer, Director Scouting & Medical Affairs, NLC, the Netherlands

“NLC is the European healthtech venture builder, bringing science-based healthtech inventions to life. Due to market complexities at least 95% of healthtech inventions never reach the patient and the market, regardless of their relevance or brilliance. At NLC, we don’t accept this status quo. We call this opportunity, by bringing together the best tech, the best people, and the best capital to build life-changing healthtech ventures. We have designed a bold model to create early stage healthtech innovation. We step in when inventors need us most. We can step in because our model and mission are fully aligned to bring science to life. Our multilingual team is able to speak the languages of the many different silos. We build healthtech ventures, together with leading european research institutes, top-notch hospitals, TTO’s, entrepreneurs and global market leaders. Together, we fulfil our mission to bring science to life.”

www.nlc.nl

14.30 - 14.45 | LifeArc

Angela Miller, Senior Business Manager, LifeArc, UK

“LifeArc is a medical research charity with a 25-year legacy of helping scientists and organisations turn their research into treatments and diagnostics for patients. LifeArc pioneers new ways to turn great science into greater patient impact. It brings together a network of partners to tackle specific diseases and directly funds academic and early stage research. So far, LifeArc’s work has helped to develop four drugs (Keytruda®, Actemra®, Tysabri® and Entyvio®) and a test for antimicrobial resistance.”

www.lifearc.org

14.45 - 15.00 | Golden Tips for IP Protection for Universities and Start-ups

Eva Eulaers, Dutch Patent Attorney, V.O., the Netherlands

“Golden tips for IP protection for universities and start-ups. Knowledge and technology transfer centres play a key role in the valorization of research generated by universities or research institutes. Patents are a valuable instrument in protecting the potential market value of that research. V.O. Patents and Trademarks has a long-standing experience in accompanying universities and start-ups active in a broad range of technology and science in taking the right decisions with respect to the protection, exploitation and management of their IP, including IP issues in collaboration with third parties.”

www.vo.eu

15.00 - 15.30 | COFFEE BREAK | GRAND FOYER

13.30 - 15.00 | FACE-TO-FACE MEETINGS | GRAND FOYER
THURSDAY 24 MAY

KNOWLEDGE STOCK EXCHANGE

INITIATIVE SHARING

Moderator: Marc Legal, CEO, OliSens, France

13.30 - 13.45 | Valued the Unvalued
Jean-Claude Sabourin, Business Strategy Analyst, Univalor-Montreal, Canada

“Researchers are developing a huge quantity of tools (case studies, training kits, guides, reports, market studies, apps, protocols, software, calculators, etc.) that are difficult to valorize via usual means (patents and licensing). As a TTO organisation, we have created a spin-off that offers a platform to promote and valorize these tools. Many Public Research Organisation and TTOs from North America, Europe and Africa are already using it.”

www.univalor.ca

13.45 - 14.00 | IP Training in an Innovative Way: get participants playful and active
Elodie Naveau, Knowledge Transfer Officer - IP Management, ULiege - Interface Entreprises, Belgium

“Raising awareness of IP among researchers is a common issue for KTOs. After several years presenting slides to students who sat and passively listening, I decided to revise the course and get the audience more active. This initiative took place after a one-day introduction to the THIAGI method organised by our university. The THIAGI method allows us to deliver training playfully. Participants are invited to stand up, question their neighbours, make summaries, engage and interact with fellow students. The methods have been used in two sessions on IP rights and knowledge transfer. In this presentation, I shall share student appreciation as well as the preparative work needed to make it a success.”

www.recherche.uliege.be

14.00 - 14.15 | “What’s Next?” the new look Fall Meeting...
Laura MacDonald, General Manager, ASTP-Proton, the Netherlands

Alex Mouret, Director, Brave New World | PR Luris | Director LIFF, the Netherlands

“This year’s Fall Meeting will be in Leiden on 7th and 8th November, with a new programme style reinforcing the philosophy of the Fall Meeting - driven by the members, seeking ways to learn even more about the world of innovation. On 8th and 9th November our neighbour in Leiden will be Brave New World - an international conference for people who want to know what the future holds and how this will affect their life, business, and policy. With the opportunity for great cross-over plenary speakers, the programme is being developed with co-operative learning in mind, including some sessions which will be interesting for both audiences. For the ASTP-Proton community, our days will be dedicated to masterclasses, workshops, a hub space dedicated to SSHA, and access to Brave New World which will be exploring themes such as Trust in Technology.”

www.astp-proton.eu
www.bravenewworld.nl

15.00 - 15.30 COFFEE BREAK | GRAND FOYER

15.30 - 16.00 | IP Training in an Innovative Way: get participants playful and active

16.00 - 16.30 | “What’s Next?” the new look Fall Meeting...

16.30 - 17.00 | Valued the Unvalued

FACE-TO-FACE MEETINGS | GRAND FOYER

INITIATIVE SHARING

Charles Rogier

14.15 - 14.30 | Crossing the Chasm...in technology commercialisation. Proof of Concept funding at Polytechnic University of Turin, Italy
Shiva Loccisano, Head of Technology Transfer and Industrial Liaison Department, Politecnich University of Turin, Italy

“The so-called ‘valley of the dead’ for technology is represented by the market failure phase that comes in the ‘late research stages’, with TRL (Technology Readiness Level) ranging from 3-4 to 5-6, depending on the specific sectors. Borrowing a concept from the world of economics, we will talk about how to ‘cross the chasm’ represented by this critical step in technology development. We will share with colleagues a ‘gap funding initiative’ we set up at our university.”

www.polito.it

14.30 - 14.45 | A Readiness Level Scales-Based Tool to Support the Collaboration Management of the Knowledge Transfer Process
Olivier Gillieaux, Senior Tech Transfer Officer, ULiege - Interface Entreprises, Belgium

“Knowledge transfer is an innovation process that requires close attention be paid to three vital elements: the technology, the application/market, and the resources: human, material, and financial. As the process is collaborative, it is impossible to find one person with all the required skills. Therefore, to make the approach efficient, it is important that all partners share the same views. This is the goal of the excel sheet tool. Based on the TRL and the CRL (scales inspired by the design-thinking approach and the Minimum Viable Product strategy), the tool determines the TRL level and the CRL level of the project by the proposing seven questions. The graphics generated by the tool give an overview that can be shared by the partners and offers an opportunity for all partners to prepare for the next stage. By using examples, we will demonstrate how this tool can be used to support the knowledge transfer process.”

www.recherche.uliege.be

14.45 - 15.00 | Stimulating Student Entrepreneurship
Wim Fyen, Investment Manager, KU Leuven R&D | Co-Founder, Lcie (Leuven Community for Innovation driven Entrepreneurship), Belgium

“In this presentation, we shall share our experiences, from previous years of being involved in the stimulation of student entrepreneurship at KU Leuven from within the Technology Transfer Office. The way we have approached this topic is by building a university-wide community of people driven towards innovation and entrepreneurialism, including students, staff and academics.”

www.lcie.be
13.30 - 13.45 | The Components Research Cycle

Anna Groeninx van Zoelen, Treasurer, EARMA (European Association of Research Managers and Administrators), the Netherlands

“The focus of this presentation will be on the components research cycle and how we as Research Managers and Administrators (RMA) deal with that. It will also show how the research cycle becomes more diverse due to compliance issues: such as ethics and impact: this calls for collaboration with other experts.”

www.earmaconference.com

13.45 - 14.00 | Intangible Assets

Ludo Pyis, Founder and President, Areopa Group, Belgium

“The intangible assets created through the processes of innovation represents a major share of the value of today's business. There is a clear need to increase market actors’ confidence and certainty in IP valuation methods as a way to stimulate IP transactions, to support IP based financing and to give companies the tools to provide information about their IP. Ludo will showcase relevant valuation methodologies.”

www.areopa.com

14.00 - 14.15 | A Deeper Understanding of the Invention Process and IP benefits: industry and university collaborations

Axel Ferrazzini, Managing Director, 4iP Council, Belgium

“The 4iP Council is a European research council dedicated to developing high quality, third party academic insight and empirical evidence on the complex correlation between investment, invention, innovation, employment and social and economic success. Our research is multi-industry, cross sector and technology focused. We work with academia, policy makers and regulators to facilitate a deeper understanding of the invention process and intellectual property benefits. We will provide an overview of 4iP Council research findings and explore collaborations with attendees on 4iP Council’s university research initiatives.”

www.4ipcouncil.com

14.15 - 14.30 | Offering for Sell or License IP Rights and/or Technologies by Academia: a view from the buyer side

François Drapeau-Paquin, Senior Intellectual Property Counsel, Philips, the Netherlands

“During this session, we will briefly go through (a) Philips’ assessment process with regard to externally generated IP rights and technologies, (b) what is expected from the IP owners to support such assessment and (c) how an IP owner should package information, to improve the likelihood of transfer; we will conclude by looking at examples of what falls currently in Philips’ areas of interest.”

www.ip.philips.com

14.30 - 14.45 | Impact2Research

Bruno Woeran, EU- Affairs Manager, Merinova Technology Center, Finland

“Adding commercialising thoughts very early to the proposal preparation process. TII’s commercialisation expert database and ASTP-PROTON’s joint efforts in collaboration for members – trainings, summer schools, China experience.”

www.tii.org

14.45 - 15.00 | Wagralim

François Heroufosse, General Director, Wagralim, Belgium

“Wagralim is the Agro-Food Cluster in Wallonia, active since 2006. We count over 160 members from industry, academia and training centers. The cluster is specialised in the set up of collaborative projects in nutrition, industrial efficiency and sustainability including international partners. In 2016 Wagralim joined the universities to launch Keyfood, acting as a technological platform for the agro-food industry. Keyfood allows industries to collaborate with academia in order to get access to targeted scientific expertise: analytical trials, product and process development, provision of equipments, prototype.”

www.wagralim.be

www.keyfood.be
The complicated business of knowledge transfer offices often increases when the research organisation develops set-ups internally or establishes more sophisticated partnerships with external stakeholders. Questions which arise about the division of roles, intellectual property, dual employment, and external partners on campus can give TTOs grey hair while adding tremendous value to the research organisation, or the local economy. This session will illuminate the challenges faced by TTOs and discuss how they can continue to support the creation and maintenance of such relationships while navigating a constantly-developing ecosystem.

### NEW MODELS FOR STRATEGIC PARTNERSHIPS

**Moderator:** Paul Van Dun, General Manager, KU Leuven Research and Development, Belgium

**Speakers:**
- Mikkel Skovborg, Senior Officer, Novo Nordisk Foundation, Denmark
- John Mackenzie, CEO, Roslin Innovation Centre, UK

The complicated business of knowledge transfer offices often increases when the research organisation develops set-ups internally or establishes more sophisticated partnerships with external stakeholders. Questions which arise about the division of roles, intellectual property, dual employment, and external partners on campus can give TTOs grey hair while adding tremendous value to the research organisation, or the local economy. This session will illuminate the challenges faced by TTOs and discuss how they can continue to support the creation and maintenance of such relationships while navigating a constantly-developing ecosystem.

Supporting start-ups is a core competence of nearly every technology transfer office. Part of that process is to grant access for the newco to the core technologies and connected intellectual property. This can often turn out to be a large and complex field, with ample potential for conflict. Express licensing may be one way to resolve this efficiently.

### SERVING START-UPS BETTER WITH EXPRESS LICENSING

**Moderator:** Ulrich Mahr, Member General Management, Max Planck Innovation, Germany

**Speakers:**
- Anja Zimmermann, Equity Management & Valuation, Ascension GmbH, Germany
- Tony Hickson, Managing Director, Imperial Innovations Ltd, UK

This session will explain express licensing, when and where it is best applied, while providing international examples of best practices that have proven equally useful to TTOs and start-up founders.

### DOING BUSINESS WITH CHINA: HOW AND WHEN?

**Moderator:** Nedeljko Milosavljevic, Director, Centre for Technology Transfer, University of Belgrade, Serbia

**Speakers:**
- John Zhang, Secretary General, International Technology Transfer Network, China
- Hui Wu, Founder and CEO, International Co-Innovation Center for Advanced Medical Technology, China
- Zhi Zhang, Business Development Manager, Lifearc, UK

While many universities and their knowledge transfer offices are still considering how and when to work with Chinese partners, industry has already created close and successful connections there. China’s improved IP laws and practices present a new and accessible landscape filled with opportunities. Our speakers will discuss the advantages and the best approaches to doing business in China and demonstrate how TTOs can realise the potential for universities and themselves there.
ASTP-Proton members are invited to take part in this meeting to hear the latest news, how to get involved, and to discuss future plans for the association.

Reine Elisabeth

18.30

CONFERENCE DINNER

Location: Museum of Walloon Life | Rue des Mineurs, 4000 Liège

Conference participants are invited to an evening of good food, music and networking in the cloisters of a former Franciscan monastery in the historical heart of Liège. Currently home to the Museum of Walloon Life, guests will be treated to an evening of local gastronomy from organic and sustainable food suppliers in the area.

The evening will commence with a walking apéritif when you can network with other guests and enjoy an exclusive viewing of the temporary exhibition Regards sur le Cirque Divers à Liège. The main course will be served in a bespoke marquee constructed in the beautiful courtyard of the former monastery, where live music will entertain us while we eat.

Located in the heart of Liège, the venue is close to a Place du Marché, renowned for its night life, should you wish to continue the celebrations once dinner is over.

Sponsored by:
FRIDAY 25 MAY

MORNING ACTIVITY

MORNING RUN
If you like kick-starting your day the healthy way, join your fellow guests at 7.00am for this 5-kilometre circuit.

Meeting point: Front entrance, Liège-Guillemins train station

PLENARY SESSION

The Future’s Bright: the year ahead for ASTP-Proton

As the association approaches its 20th year, President Henric Rhedin will shine a light on the future ambitions of ASTP-Proton and outline the opportunities for the conference community to help build the association into a resilient and flexible champion for the benefit of the association, the sector and society as a whole.

Plenary Panel: Proof of Concept Funding for Innovations

Introduction: Giancarlo Caratti, Head of Unit, Intellectual Property and Technology Transfer, Joint Research Centre, European Commission, Belgium
Jerome Samson, Investment Manager, European Investment Fund, Luxembourg

Moderator: Marta Catarino, Director of Technology Transfer Office, University of Minho, Portugal

Panel
Javier Echarri, CEO, Europe Business Network, Belgium
Lidia Borrell-Damian, Director of Research and Innovation, European University Association, Belgium
Philippe Vanrie, Secretary General, EUREKA, Belgium
Claire Munck, CEO, Be Angels | Board Member, Business Angels Europe, Belgium
Henric Rhedin, President of ASTP-Proton

Today, proof of concept (POC) is a key deliverable when seeking an industrial partner to develop a technology, yet POC is not typically included in the work plan of academic researchers. Resolving this credibility gap requires a definitive approach, and specific funding can be carried out by academic laboratories between TRL 3 and 4 with external support. The EU and EIF offer specific POC funding while universities, KTOs and innovation partners (incubators, EEICenters, and early-stage investors) can be involved at a local level. Is there an advantage to a global approach to strengthen local networks and better facilitate the management and funding of POC?

The session shall offer insights and discuss opportunities to strengthen the cooperation between academic research and product development.
### THE UNEXPECTED PARTNER

The involvement of the TTO in student entrepreneurship varies greatly from institution to institution. Some TTOs have a hands-off approach rarely engaging with students, while other TTOs embrace this huge resource in a very pro-active way. This session will explore the pros and cons of each approach. Does student entrepreneurship enhance or endanger the TTO’s mission?

**Moderator:** John Mackenzie, CEO, Roslin Innovation Centre, UK

**Speakers:**
- Bernard Surlemont, Professor in Entrepreneurship, ULiège, Belgium
- Anders Aune, Innovation Manager, NTNU TTO AS, Trondheim, Norway

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### STUDENT ENTREPRENEURSHIP: THE PROS AND CONS

The involvement of the TTO in student entrepreneurship varies greatly from institution to institution. Some TTOs have a hands-off approach rarely engaging with students, while other TTOs embrace this huge resource in a very pro-active way. This session will explore the pros and cons of each approach. Does student entrepreneurship enhance or endanger the TTO’s mission?

**Moderator:** Stefan Lux, Patent and Licensing Manager, ETH Zürich, Switzerland

**Speakers:**
- Sabine Wögrath, IPR Adviser, University of Innsbruck, Austria
- Henriette Fenger Grønfeldt, Legal Adviser, University of Copenhagen, Denmark

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### CONFLICTS OF INTEREST

Conflicts of interest can occur in many ways but how do academic institutions deal with it? In this session, we will focus on different examples of managing conflicts of interest in academic institutions. Despite having discussed this subject in the past, it is always relevant as it continues to cause headaches for all those concerned with partnerships, spin-outs and other collaborative relationships.

**Moderator:** Stefan Lux, Patent and Licensing Manager, ETH Zürich, Switzerland

**Speakers:**
- Mette Andrup, Senior Legal Adviser, University of Copenhagen, Denmark
- Marie-France Daumas-Ladouce, Intellectual Property and Licensing Manager, CNRS, France

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**FRIDAY 25 MAY**

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**12.30 - 13.30 LUNCH | GRAND FOYER**

**FACE-TO-FACE MEETINGS | GRAND FOYER**
MANAGING IP AND PATENTS ARE ESSENTIAL FOR EARLY TECHNOLOGY. IT IS CHALLENGING FOR BOTH ACADEMIC CENTRES AS WELL AS YOUNG SMEs.

This session will provide some insights on current hot topics, including: the CRISPR patent landscape; evolving plausibility and data requirements before the EPO; IP challenges for antibodies and immunotherapy; tips for drafting robust patents; and the latest on software patenting.

**Managing Patent Portfolios**

Managing IP and especially patents are essential for early technology. It is challenging for both academic centres as well as young SMEs. This session will provide some insights on current hot topics, including: the CRISPR patent landscape; evolving plausibility and data requirements before the EPO; IP challenges for antibodies and immunotherapy; tips for drafting robust patents; and the latest on software patenting.

**Licensing: Getting the Best for Both Worlds; TTOS and Industry**

The licensing business can be characterised by mutual mistrust between the academic licensor and industry licensee. Universities often feel like the underdog, while industry can be viewed as arrogant: a challenging situation for any negotiation. This session will open discussion around these thorny issues, with many examples showing how successful deals can be done.

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**Track 1: Engagement with Academic Institutions**

**Learning from Tech Transfer Successes in Israel**

Moderator: Massimiliano Granieri, Professor of Comparative Private Law, University of Brescia, Italy

Speakers:
- Yaron Daniely, CEO and President, Yissum, Israel
- Nadav Berger, Founding and Managing Partner, Peak Bridge Partners, Malta

Israel has become a high-tech start-up powerhouse and home to leading-edge innovation industries. In this session, we will address the key success factors, from technology transfer organisations, to small and large enterprises as well as venture capital that have been at the foundation of unique ecosystem which is driving commercial success.

Reine Elisabeth

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**Track 2: Engagement with Young Companies**

**Managing Patent Portfolios**

Managing IP and especially patents are essential for early technology. It is challenging for both academic centres as well as young SMEs. This session will provide some insights on current hot topics, including: the CRISPR patent landscape; evolving plausibility and data requirements before the EPO; IP challenges for antibodies and immunotherapy; tips for drafting robust patents; and the latest on software patenting.

Moderator: Koen Verhoef, Director of TTO, Cancer Institute - Antoni van Leeuwenhoek Hospital (NKI-AVL), the Netherlands

Speakers:
- Richard Gibbs, Managing Partner, Marks & Clerk, UK
- Donald McNab, Patent Attorney, Marks & Clerk Cambridge, UK

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**Track 3: Engagement with Established Industry**

**Licensing: Getting the Best for Both Worlds; TTOS and Industry**

Moderator: Jeff Skinner, Executive Director, Institute of Innovation and Entrepreneurship, London Business School, UK

Speakers:
- Julie Edwards, Contract Negotiator and Alliance Manager, Boehringer Ingelheim, Germany
- Ajay Jagtiani, Principal, Miles and Stockbridge P.C., USA

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Charles Rogier

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**15.00 - 15.15 Coffee Break | Grand Foyer**

**Face-to-Face Meetings | Grand Foyer**
Cacao has been cultivated by many cultures for at least three millennia but chocolate, the delicious sweet treat in which we love to indulge, continues to be the focus of scientific research and collaboration. This popular confection is coded by a complex, hierarchically organised multi-scale product structure which has been empirically developed over the past 100 years. Optimisation requires scientific understanding and quantification of these process-structure-property relationships.

The role of collaboration and knowledge transfer is the other secret ingredient of chocolate’s success and our keynote speaker will share insights on the knowledge transfer methodology and implementation steps; from the fundamental science to industrial production.