

# Creating R&D value Roads to Capital Workshop

Sophia Antipolis, 21-22 February 2008





# Agenda day 1 – Creating R&D value

**Moderation by JC de Tazua, Assystem UK**

## **08.30 Registration & Networking**

### **09.00 Fondation Sophia Antipolis Opening (*L. Soulier, FSA*)**

- Brief history of the Technology Park
- International activities

### **09.15 Keynote Presentation: Insights into FP7 (*F. Heemskerk, RIMS*)**

- a brief introduction to FP7 and how to participate
- identify the funding schemes, suitable calls and themes for the life science industry
- how to utilise the favourable policies for SMEs

### **10.00 EuropaBio views on R&D centre / SMEs collaboration in FP7 (*A. Custaud, EuropaBio*)**

- Match2BioSME – exploring the FP7 track
- balancing the pros and cons of participating in FP7

## **10.30 Coffee break**

## **11.00 Utilising IPR as a weapon to protect R&D results**

***(T. Debled, Vesuvius)***

- an overall review of the patent system in Europe
- updating your knowledge with anticipated EPO changes, impact for the industry
- balancing the costs and benefits: European Patents vs. International Patents

## **12.00 How to exploit and add value to technology / patent?**

***(B. Lindsay, School of Pharmacy, University of London)***

- identification of the economic environment
- exploitation strategy (license, spin-off, joint venture...)
- value of the technology (market studies and risk analysis)
- licensing agreements (advantages & inconvenients)

## **13.00 Lunch break**

## **14.00 – 15.15 Drugs registration procedures in Europe**

***(K. Groen, Kinesis-pharma)***

- an overview of the drug registration system in the EU
- complying with the EU regulatory framework governing drug registration
- drug registration main stakeholders and guidance on the registration procedures
- the EMEA European Medicines Agency, SME office ***(C. Ziogas, EMEA)***

## **15.30 Coffee break**

## **16.00 Building academia/enterprise partnerships to achieve long-term growth**

***(F. Heemskerk, RIMS)***

- partnership models and collaboration contracts
- guiding principles for partnerships (IP, costs)

## **17.00 – 17.00 Writing a winning FP7 Proposal *(F. Heemskerk, RIMS)***

*Moderator: L. Soulier, Fondation Sophia Antipolis*

- identifying all the opportunities of FP7
- searching partners and setting up research consortia
- how to prepare the proposal from the initiation to the submission
- how to match the EC and the evaluators expectations, details of the evaluation procedure

## **18.00 End of Day 1**

## Agenda day 2 – Roads to Capital

**Moderation by JC de Tauzia, Assystem UK**

### **09.00 Keynote address (*L. Soulier, FSA*)**

- international cooperation and current assignments
- clusters policy

### **09.30 How to market the business plan of a biotech venture? (*G. Quetin, Paca-Est Incubator*)**

- from the idea to the product
- identifying the market opportunity (size, dynamic, main players)
- elaborating a business plan (including financial plan)
- marketing your business plan to investors (venture capitalists, business angels)

### **10.00 Definitions – Potential sources of financing (*JC de Tauzia, Assystem UK*)**

- examining available funding opportunities (grants, equity, subordinated loans, loans, etc.)
- finance semantics
- business angels and venture capitalists

### **10.30 Coffee break**



## Agenda day 2 – Roads to Capital

### **11.00 EXERCISE: elevator pitches (*JC de Tauzia, Assystem UK*)**

- Participants present their venture or partner search
- debriefing

### **11.45 EuropaBio activities of interest (*A. Custaud*)**

- the Emerging Enterprises Council, Young Innovative Company status
- BioRegions, InDeCS-H, LifeCompetence, Staccato, White Bio-Technology Platform

### **12.15 SMEsgoHealth Presentation (*M. Mailhes, SMEsgoHealth*)**

### **12.45 Passport Presentation (*A. Ivlieva, CCI Nice Côte d'Azur*)**

### **13.00 Lunch break**

### **14.00 Afternoon optional session**

- one to one meetings to discuss projects with M2B or FSA experts
- partner search specification and M2B support
- project presentation and feedback from M2B team