Workshop on
Structuring, Negotiating & Closing License Agreements

- Organized by TechEx.in -

LEARN	• What is license agreement? • Different types of License agreements. • Understanding University Licenses. • Heads of license agreements.
COURSE FACULTY	**Dr Ashley Stevens, D.Phil (Oxon), CLP, RTTP**. President Focus IP Group, LLC, USA and Lecturer Strategy and Innovation Department, School of Management, Boston University, USA
ORGANIZED BY	• TechEx.in, a Tech transfer hub at Venture Center
SUPPORTED BY	• National Biopharma Mission (https://birac.nic.in/nationalbiopharmamission.php) • BIRAC (https://birac.nic.in/index.php) • Venture Center (http://www.venturecenter.co.in/)
FOR WHOM	• Tech transfer professionals
WHEN	**(Thursday & Friday) 7 & 8 October 2021 | Time: 5.00 pm to 6.30pm**
WHERE	All sessions will be held on an online platform
CONTACT	Technical queries: Ms Pradnya Aradhye | Email: pradnya@venturecenter.co.in Registration queries: Ms. Lipika Biswas | Email: eventsdesk@venturecenter.co.in
COST & REGISTRATION	**Workshop is free**. But Registration is mandatory **Limited number of seats** **Steps for registration:** • Step 1: Interested participants need to fill in registration form at the following link. **Register online at: https://tinyurl.com/workshop-drashley** • Step 2: Organizers reserve the right to select participants so as to maximize learning and networking opportunities for the group. • Step 3: Attendance only on confirmation from organizers. • Sessions will be conducted using online platform. Only selected participants will be allowed to participate.

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Introduction
Technology Transfer Hub (TechEx.in) is supported by the BIRAC - National Biopharma Mission (Govt of India). TechEx.in aims to help technology developers and technology commercialization entities find each other, forge partnerships and advance the technology closer to the market in a win-win partnership. A licensing agreement is a legal contract between two parties, known as the licensor and the licensee. In a typical licensing agreement, the licensor grants the licensee the right to produce and sell goods, apply a brand name or trademark, or use patented technology owned by the licensor. In exchange, the licensee usually submits to a series of conditions regarding the use of the licensor's property and agrees to make payments known as royalties. This course is aimed to provide a deeper understanding of license agreements.

Program schedule

Session No	Time	Duration	Session title
6 October 2021 | Session 1			
1	5:00-6:30 PM	90 mins	Principles and Practices of Licensing
7 October 2021 | Session 2			
2	5:00-6:30 PM	90 mins	Valuing Technologies

Speakers (in alphabetical order of last names)

Dr Ashley Stevens
D.Phil (Oxon), CLP, RTTP.
President Focus IP Group, LLC, USA and Lecturer Strategy and Innovation Department, School of Management, Boston University, USA

The Focus IP Group provides a variety of consulting services in intellectual property matters, including serving as an Expert Witness in intellectual property disputes, technology scouting, technology transfer and teaching the commercialization of early-stage technologies. For 15 years, Dr. Stevens led Boston University's Office of Technology Transfer. He then became Special Assistant to the Vice President for Research for two years before retiring from full time employment at BU. He remains a Lecturer in the Strategy and Innovation Department in Boston University's School of Management, where he teaches two graduate level, inter-disciplinary courses on Technology Commercialization. Before joining Boston University, he was Director of the Office of Technology Transfer at the Dana-Farber Cancer Institute, a teaching affiliate of the Harvard Medical School. During his tenure at Boston University, the Office of Technology Development spun out over 50 companies based on the University's research, a number of which raised substantial amounts of capital, and the University's licensing income climbed steadily. He is a Guest Professor at Osaka University, Japan, where he teaches G-TEC, an intensive summer course on technology commercialization. He has also taught in Chile, China and India.

Prior to entering the technology transfer profession, Dr. Stevens worked in the biotechnology industry for nearly ten years. He was a co-founder of Kytogenics, Inc., of which he is still a director, was co-founder of Genmap, Inc., and was Vice President of Business Development for BioTechnica International. He started his career with The Procter & Gamble Company, where he held a number of positions in commercial development, sales, marketing, product management, strategic planning and acquisitions and mergers.

Dr. Stevens publishes and lectures frequently on many aspects of technology transfer, including the Bayh-Dole Act, the economic impact of technology transfer and its role in economic development, the contribution of academia to the discovery of new drugs and vaccines, the role of technology transfer in global health and technology valuation. He was the recipient of the Bayh-Dole Award at the Association of University Technology Managers (AUTM) 2007 Annual Meeting and became President of AUTM in March 2010. He is also active in the Licensing Executives Society and the MassBio. Dr. Stevens holds a Bachelor of Arts in Natural Sciences, a Master of Arts and a Doctor of Philosophy in Physical Chemistry from Oxford University. He is a Certified Licensing Professional and a Registered Technology Transfer Professional.

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TechEx.in	TECHEX.IN is a Technology Transfer Hub operated by Venture Center, Pune, India and supported by the National Biopharma Mission, BIRAC (Govt of India). TECHEX.IN aims to help technology developers and technology commercialization entities find each other's, forge partnerships and advance the technology closer to the market in a win-win partnership. In this mission, TECHEX.IN will build upon learnings, methods and experiences of NCL Innovations (department of CSIR-NCL championing innovations), IPFACE (IP Facilitation Center) and Venture Center (technology business incubator). The TECHEX.IN is based in the western part of India. While its focus is on organizations in Maharashtra, Gujarat and Goa states of India, it welcomes technology developers and technology commercialization entities from any part of the world. For more information please visit: techex.in
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birac Ignite Innovate Incubate	Biotechnology Industry Research & Assistance Council (BIRAC)is a new industry-academia interface and implements its mandate through a wide range of impact initiatives, be it providing access to risk capital through targeted funding, technology transfer, IP management and handholding schemes that help bring innovation excellence to the biotech firms and make them globally competitive. For more information, visit: www.birac.nic.in
VENTURE CENTER	Entrepreneurship Development Center (Venture Center) – a CSIR initiative – is a Section 25 company hosted by the National Chemical Laboratory, Pune. Venture Center strives to nucleate and nurture technology and knowledge-based enterprises by leveraging the scientific and engineering competencies of the institutions in the Pune region in India. The Venture Center is a technology business incubator supported by the Department of Science & Technology's National Science & Technology Entrepreneurship Development Board (DST-NSTEDB). Venture Center's focuses on technology enterprises offering products and services exploiting scientific expertise in the areas of materials, chemicals and biological sciences & engineering. For more information, visit: http://www.venturecenter.co.in/