

Two Day Workshop on

Technology Licensing Master Class

-A Master Class by Dr Ashley Stevens, D. Phil. (Oxford), CLP, RTTP -

Organized by TechEx.in, Venture Center

Gains	<ul style="list-style-type: none"> Learn Technology Licensing from a senior global expert (Dr Ashley Stevens from Boston, USA)
Organized by	<ul style="list-style-type: none"> TechEx.in, Regional Tech Transfer Office at Venture Center, Pune
Supported by	<ul style="list-style-type: none"> National Biopharma Mission (https://birac.nic.in/nationalbiopharmamission.php) Venture Center, Pune (www.venturecenter.co.in) BIRAC (https://birac.nic.in/index.php)
For whom	<ul style="list-style-type: none"> Open to Corporates, Inventors, IP/TT professionals and researchers/scientists, Startup Founders and CTOs, Incubator Managers, and Faculty of academic & research institutes.
When	<p>Monday, 05 February 2024 9:30 AM to 6:00 PM Tuesday, 06 February 2024 9:30 AM to 4:30 PM</p>
Where	<p>Session will be held in offline mode at Venture Center campus Lecture Theater, 900 NCL Innovation Park, Pune</p>
Contact	<p>Technical queries: Mugdha Lele 7410045652 mugdha@venturecenter.co.in Registration queries: Vineet Joshi vineet.joshi@venturecenter.co.in</p>
Registration	<p>Registration fee:</p> <ul style="list-style-type: none"> Rs 20,000/- for corporates 50% Discount for Startups, Academic and Research Organizations, Individuals, Not for Profit organizations, Strategic Partners of TechEx.in Bulk Discount: 10% discount for 3 or more registrations from the same organization <p>Steps for registration:</p> <ul style="list-style-type: none"> Step 1: Register online at: https://docs.google.com/forms/d/e/1FAIpQLSd3-zgmfKYn4w6ek_SsnltkrvJoWXD2YF0jqk2By5FX1-e0dg/viewform?usp=sf_link Step 2: Participants will receive instructions for payment of registration Fee. Step 3: Once payment is successful, participants will be sent workshop details.

Note: Organizers reserve the right to select participants so as to maximize learning and networking opportunities for the group. Only registered participants will be allowed to participate in the event.

Introduction

Extending beyond fundamental concepts, this advanced course aims to enhance your proficiency in licensing, enabling you to identify unfavorable license terms and issues. It provides strategies for addressing and navigating these challenges, broadening your range of solutions for contentious and intricate license terms.

The course emphasizes a thorough examination of all aspects of licensing, with a specific focus on addressing the contentious and complex elements that may lead to deadlock or tense negotiations. The workshop's primary objective is to equip participants with an enriched set of tools and strategies to effectively handle such intricate licensing issues, ensuring improved outcomes in negotiations by the workshop's conclusion.

This workshop is especially meant for:

- Technology and Innovation Managers from Corporates
- Inventors
- IP/TT professionals
- Researchers & scientists
- Startup Founders and CTOs
- Incubator Managers
- Faculty of academic & research institutes.

Workshop includes

- **Selected pre-reads from Dr Ashley Stevens**
- Certificate of participation for registered attendees, post filling up the feedback forms.
- Free membership in mailing list to follow-up on program and intimation of relevant events/ funding opportunities from Venture Center.
- Guided Tour of Venture Center.
- Access to all presentations via a restricted website.
- Lunch and snacks

Workshop excludes

- Travel, local transport and accommodation.
- Breakfast and dinner.

Event Schedule - Day 1			
Time	Duration	Topic	Lead Speaker
0915-0930	15 min	Registration	
0930-1100	90 min	Session 1: <ul style="list-style-type: none"> • Introductory Remarks: Tech Licensing and efforts taken by NBM-BIRAC • Introduction and setting the context of the workshop • Understanding technology licensing and how it works in practice 	<ul style="list-style-type: none"> • Raj K Shirumalla • Premnath V • Ashley Stevens
1100-1130	30 min	Tea/ Coffee	
1130-1300	90 min	Session 2: <ul style="list-style-type: none"> • Technology assessment: The First Look Report 	<ul style="list-style-type: none"> • Ashley Stevens
1300-1430	90 min	Lunch and Tour of Venture Center facilities	
1430-1600	90 min	Session 3: <ul style="list-style-type: none"> • Anatomy of a licensing agreement and structuring of deals 	<ul style="list-style-type: none"> • Ashley Stevens
1600-1630	30 min	Tea/ Coffee	
1630-1800	90 min	Session 4: <ul style="list-style-type: none"> • Socially responsible licensing of drugs and vaccines 	<ul style="list-style-type: none"> • Ashley Stevens

Event Schedule - Day 2			
Time	Duration	Topic	Lead Speaker
0930-1100	90 min	Session 5: <ul style="list-style-type: none"> Technology valuation: Illustration of how financial terms of a license can be estimated 	<ul style="list-style-type: none"> Ashley Stevens
1100-1130	30 min	Tea/ Coffee	
1130-1300	90 min	Session 6: <ul style="list-style-type: none"> Spinout creation Art of the Cap table 	<ul style="list-style-type: none"> Ashley Stevens
1300-1400	60 min	Lunch	
1400-1530	90 min	Session 7: <ul style="list-style-type: none"> Selected case studies Discussion and Q & A 	<ul style="list-style-type: none"> Ashley Stevens
1530-1600	30 min	Closing Session <ul style="list-style-type: none"> Certificate Distribution Feedback collection Workshop Closure 	<ul style="list-style-type: none"> Premnath V
1600-1630	30 min	Tea/ Coffee	

Lead Faculty



Ashley Stevens

Scientist, Biotech Startup Founder, Technology Transfer Specialist, Author and Lecturer | Consultant at CARB-XI Winchester, Massachusetts, United States

- **Led Office of Technology Transfer at Boston University, USA**
- **Ex Director of the Office of Technology Transfer at the Dana-Farber Cancer Institute**
- **Ex President of USA's Association of University Technology Managers**
- **Scientist, Biotech Startup Founder, Technology Transfer Specialist, Author and Lecturer**
- **Consultant at CARB-XI Winchester, Massachusetts, United States**

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. 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. Previously, Dr. Stevens worked in the biotechnology industry for nearly ten years. He was a co-founder of Kytogenics, Inc., was co-founder of Genmap, Inc., and was Vice President of Business Development for BioTechnica International. 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.

Speakers



Raj K Shirumalla

Mission Director, National Biopharma Mission, Biotechnology Industry Research Assistance Council (BIRAC)

Dr. Raj is a Senior drug discovery and development expert with over 26 years of rich experience in strategic planning, impactful leadership, professional administration to meet timelines with a focus on value creation, high-quality delivery, regulatory compliance. He has a Proven track record in drug discovery research with a major contribution to 3 clinical candidates, which have reached Phase II trials.

He has recently joined as Mission Director, NBM and before joining NBM, he was part of Ranbaxy, Daiichi Sankyo, Apeejay Satya group and Director Research at SGT University.

Venture Center Team (in alphabetical order of their last name)	
	<p>Mugdha Lele Head – Social Innovations, Venture Center</p> <p>Mugdha is a Ph.D from School of Health Sciences, University of Pune and has teaching and research experience in a State Government medical university. At Venture Center, she is responsible for driving the Social Innovations and related activities and is responsible for providing technical mentoring for incubatees at Venture Center. Mugdha has been a Fellow of the Chevening Rolls Royce Science, Innovation, Policy and Leadership Programme (CRISP) at the Said Business School, University of Oxford, UK in 2016. In 2018 she has also been part of the Aritra Accelerator Program for Leadership in the Social Sector at IIM Bangalore with Phicus Solutions and Dr. Reddy’s Foundation. She is interested to drive programs which support development of novel technology solutions for impact in the social sector.</p>
	<p>Siddhi Mukhedkar Associate – Outreach and Technology Connects, Venture Center</p> <p>Siddhi is M tech. Biotechnology from Institute of Bioinformatics and Biotechnology, Savitribai Phule Pune University. As part of the TechEx.in team at Venture Center, she is involved in technology scouting and lead generation activities, building industry academia relationships, technology showcases and matchmaking initiatives and various awareness events in the innovation management domain.</p>
	<p>Sharvari Naik Senior Associate – Outreach and Technology Connects, Venture Center</p> <p>Sharvari is M.Sc. Biotechnology from Institute of Bioinformatics and Biotechnology, Savitribai Phule Pune University. As part of the TechEx.in team at Venture Center, she is involved in technology scouting and lead generation activities, building industry academia relationships, technology showcases and matchmaking initiatives and various awareness events in the innovation management domain.</p>
	<p>Kavita Parekh Associate Manager - Technology Connects, Venture Center</p> <p>Kavita is currently Associate Manager - Technology Connects at Venture Center. She is a doctorate from School of Health Sciences, University of Pune and has teaching and research experience of more than 11 yrs. She has industry experience of working with biomarkers for cancer and her research interests are in molecular diagnostics. At Venture Center, she is responsible for technology marketing and lead generation activities. She also identifies Tech partners in academic and research institutes.</p>
	<p>Manisha Premnath Chief Operations Officer, Venture Center</p> <p>Manisha is Chief Operations Officer, Venture Center. Dr. Manisha holds a Ph.D in Biotechnology from University of Pune and Post-doctoral training from University of Cambridge, UK. She has been a Chevening Rolls Royce Science, Innovation, Policy and Leadership Programme (CRISP) Fellow at the Said Business School, University of Oxford, UK during 2015 where she had the opportunity to study technology innovation ecosystems. She has research experience in</p>

	<p>biotechnology, microbiology, fungal biotechnology, molecular biology and molecular virology. She has experience in planning and setting up of advanced scientific facilities and program management.</p>
	<p>Premnath V Director, Venture Center Head, NCL Innovations</p> <p>Premnath is Head, NCL Innovations at CSIR-NCL and Founder Director, Venture Center (National award winning inventive enterprises and deep tech incubator). Dr Premnath is a technology developer, innovation and incubation manager, startup mentor and a co-founder of 2 medtech startups. One of his inventions -- a breakthrough material for hip and knee joint replacements — has been implanted in more than a million patients worldwide. Another technology for porous maxillo-facial implants has been implanted in thousands of patients in India and abroad. He has provided leadership for teams that have won National awards for technology development, intellectual property management and business incubation. He is chemical engineer and an alumnus of MIT in the US, IIT-Bombay (Distinguished Alumnus, 2022) and has been a Chevening Technology Enterprise Scholar in Cambridge, UK.</p>

Organized by	
 <p>TechEx.in Tech Transfer Hub at Venture Center Supported by NBM - BIRAC</p>	<p><u>TechEx.in</u> 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 learning's, methods and experiences of NCL Innovations (department of CSIR-NCL championing innovations), IPFACE (IP Facilitation Center) and Venture Center (technology business incubator).</p> <p>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: www. <u>techex.in</u></p>
Supported by	
 <p>birac <i>ignite Innovate Incubate</i></p>	<p>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.</p> <p>For more information, visit: www.birac.nic.in</p>
 <p>nbm NATIONAL BIOPHARMA MISSION <i>innovate in India for inclusiveness (i3)</i></p>	<p>National Biopharma Mission (NBM) is a Mission of the Government of India approved by the Cabinet for implementation in May 2017. The NBM's mission is to make India a hub for design and development of novel, affordable and effective biopharmaceutical products and solutions. The NBM has an allocation of US\$ 250 million and is jointly funded by the Government of India and the World Bank in equal measure. The NBM is officially known as "An Industry-Academia Collaborative Mission of Department of Biotechnology (DBT) for Accelerating Early Development for Biopharmaceuticals". ; Biotechnology Research Assistance Council (BIRAC) is the implementation partner of the Government of India for the Mission.</p> <p>For more information: visit: https://birac.nic.in/nbm/</p>
 <p>VENTURE CENTER</p>	<p>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.</p> <p>For more information, visit: http://www.venturecenter.co.in/</p>