

One Day Workshop on

Valuing Intellectual Property

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

Organized by TechEx.in

Gains	<ul style="list-style-type: none"> Learn Valuation of Intellectual Property (esp Patents) 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 Inventors, IP/TT professionals and researchers/scientists, Startup Founders and CTOs, Incubator Managers, Students, and Faculty of academic and research institutes.
When	Friday, 18 November 2022 Time: 0930 – 1800
Where	Session will be held in offline mode at Venture Center campus Training room, 100 NCL Innovation Park, Pune
Contact	<p>Technical queries: Dr Kavita Parekh 8956457042 kavita.parekh@venturecenter.co.in Registration queries: Ms. Lipika Biswas Email: eventsdesk@venturecenter.co.in</p>
Registration	<p>Registration fee: Rs 10000. Limited Seats 30 only. Rest first-come first-serve.</p> <p>Preference and discount (50%) for strategic partner academic institutions of TechEx.in and members of NBM supported RTTOs. Discount (30%) for non-profit organizations and DPIIT registered startups.</p> <p>Steps for registration:</p> <ul style="list-style-type: none"> Step 1: Register online at: https://tinyurl.com/18nov-masterclass Step 2: Selected participants will receive instructions for payment of Registration Fee. Step 3: Successfully registered participants will be sent workshop details. <p>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.</p>

Introduction

This “Valuing Intellectual Property” workshop is designed, developed and delivered by Dr. Ashley Stevens, who developed and still teaches the AUTM (USA’s Association of University Technology Managers) Valuation Course. The workshop features lectures on technology valuation methods and techniques and on technology-based company valuation. Learnings will be reinforced by case studies workshopped by attendees in small teams.

This workshop is especially meant for:

- Inventors interested in technology commercialization
- IP, Technology Transfer and Licensing Professionals
- Corporate technology managers
- Research/ Innovation / Business Development Managers in R&D Institutes

Participants will receive a Certificate of Participation.

Event Schedule

Time	Duration	Topic	Lead Speaker
0930-1100	90 min	Session 1: - Workshop introduction - <i>Extracting License Value</i> - <i>Risk and Value</i> - <i>Valuation Methodologies:</i> 1. <i>Cost method</i> 2. <i>Comparables</i> 3. <i>Rules of Thumb</i>	Premnath V Ashley Stevens
1100-1130	30 min	Tea/ Coffee	
1130-1300	90 min	Session 2: - <i>Case Study: A Novel Fetal Heart Monitor</i> - <i>Valuation Methodologies:</i> 4. <i>Discounted Cash Flow / NPV</i>	Ashley Stevens
1300-1400	60 min	Lunch	
1400-1530	90 min	Session 3: - <i>Case Study: Royalty Monetization</i>	Ashley Stevens
1530-1600	30 min	Tea/ Coffee	
1600-1730	90 min	Session 4: - <i>Introduction to Equity</i> - <i>Caps tables</i> - <i>The Ideal cycle</i> - <i>The Exit</i> - <i>Things go wrong</i>	Ashley Stevens
1730-1800	30 min	Closing Session	Premnath V

Lead Faculty





Ashley Stevens

Consultant at CARB-XI Winchester, Massachusetts, United States

- **Ex President of USA's Association of University Technology Managers**
- **Led Office of Technology Transfer at Boston University, USA**
- **Scientist, Biotech Startup Founder, Technology Transfer Specialist, Author and Lecturer**

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.

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>Sharvari Naik 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 Assistant Manager - Technology Connects, Venture Center</p> <p>Kavita is currently Assistant 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>Premnath V, PhD 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>

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	<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.techex.in</p>
Supported by	
	<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>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>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>