



EARLY STAGE BUSINESS DEVELOPMENT TRAINING



AGENDA

Thursday 15th December

- 08.30 Registration
- 08.50 Welcome & Introduction
- 09.00 Exploitation of Healthcare IP - the Academic's Perspective**
PROFESSOR KEITH JONES,
Professor in Synthetic Chemistry, Institute of Cancer Research
- 09.45 Intellectual Property and Other Exclusive Rights**
ALICE BAKER,
Technical Assistant, Patents, Gill Jennings & Every LLP
- 10.30 Break
- 10.45 Exploitation of Healthcare IP - the Technology Transfer Offices' Perspective**
ADRIAN IBRAHIM,
Head of Business Development and Technology Transfer, Sanger Institute
- 11.30 Valuation of Healthcare IP**
STEPHEN AHERNE,
Director, PricewaterhouseCoopers
- 12.15 Lunch
- 13.15 Partnering Process and Due Diligence - the Company Perspective**
CAMPBELL WILSON,
former Director of Oncology Business Development, AstraZeneca
- 14.00 Types of Deals and Agreement - Legal Aspects**
PAT DUXBURY,
Partner, Gowling WLG
- 14.45 Break
- 15.00 Third Party Funding**
NIGEL WALKER,
Head of Access to Finance, Innovate UK
- 15.45 Implementation - Alliance Management and Technology Transfer**
MARK WILSON,
Director, Collaboration Management, GSK
- 16.30 Summary
- 16.45 Close