

# Charité Emerging Biomedical Entrepreneurship Summit

*Robert Koch Lecture Hall, Dorotheenstrasse 96, 10117 Berlin  
Berlin, September 24-25, 2007*

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## Co-Chairs:

Martin Paul, Dean, Charité – Universitätsmedizin Berlin  
Vera Kallmeyer, Equity4Health LLC & Stanford Medical Center  
Stephan Gutzeit, Stiftung Charité

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## Organisation:

Daniela Hausdorf, cell phone: +49 (0)1577 – 18 460 17

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## Host Institutions:



## Sponsors:



**Equity4Health LLC**



## Supporters:



## Charité Biomedical Entrepreneurship Summit

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- 12:00 Registration opens for late registrants  
Payment of registration fee (if applicable)  
Optional: Tour of Robert Koch Museum (inside the building)

### **Monday, September 24: Healthcare Innovation and Entrepreneurship**

- 13:30-13:45 Welcome and opening remarks  
Martin Paul, Dean, Charité  
Vera Kallmeyer, Equity4Health & Stanford  
Stephan Gutzeit, Stiftung Charité
- 13:45-14:45 Can entrepreneurship be taught?  
Tina Seelig, Stanford
- 14:45-15:15 The special case of healthcare innovation  
Phyllis Gardner, Stanford
- 15:15-15:45 *Coffee Break*
- 15:45-16:15 What areas of healthcare innovation and company formation are currently “hot” and why?  
Glenn Wells, Wellcome Trust
- 16:15-17:15 Fostering innovation within the university setting – experiences from Stanford and Fraunhofer Institut  
16:15-16:45 Mary Albertson, Stanford Office of Technology Licensing  
16:45-17:15 Thomas Doppelberger, Fraunhofer Institut
- 17:15-18:15 Factors influencing success or failure – Panelists will give their top 3 reasons on why healthcare ventures succeed or fail  
Moderator: Bertil Guve, Karolinska Institutet & KTH  
Guy Saxton, First London Securities  
Alexandra Goll, TVM Capital  
Karl Naegler, Atlas Ventures  
Chandra Paul Leo, HBM Bioventures  
Stefan Wohnhas, Mediglobe
- 18:15 Wrap up and leave for dinner boat “MS Brandenburg”, pier: Friedrichstrasse/Schiffbauerdamm; short walk along the Spree River to Schiffbauerbruecke, where the dinner boat is anchored
- 18:30 Ship opens for boarding
- 19:00 *Dinner*  
*Cruising past Berlin landmarks, with presentation “Innovation Games”*

## Tuesday, September 25: From Science to Business – a Roadmap

*8:30-9:00 Buffet networking breakfast*

9:00-9:45 The biodesign and product development process  
Richard Vecchiotti, Stanford Biodesign and Curant

9:45-10:00 Defining the concept – what to consider when assessing the opportunity BEFORE writing the business plan

9:45-10:00 Introduction

Vera Kallmeyer, Equity4Health & Stanford Medical Center

10:00-10:30 Product development and regulatory issues – US versus Europe

Nancy Isaac, Broncus and Stanford

10:30-11:00 Reimbursement considerations for US and European markets

Tareck Rafaat, IMS Health

11:00-11:30 The value of intellectual property and how to maximize it

Birgit Millauer, Nixon Peabody

11:30-12:00 Panel discussion – the most common pitfalls of opportunity evaluation

All panelists & Richard Vecchiotti

*12:00-12:45 Box Lunch*

12:45-13:30 Roundtable discussion: The academic entrepreneur – how to balance the potentially divergent interests between academia and business

Moderator: Stefan Anker, Charité and Imperial College London

Michael Sittinger, Charité

Lars Kihlstrom, Karolinska

Olaf Wilhelm, Wilex

Ulrich Mahr, Max Planck Innovation

Burghardt Wittig, Charité

13:30-14:30 The nuts and bolts of getting started

Moderator: Georg Duda, Charité

13:30-13:50 Forming the team - how to find people to help in the early days and assemble a board (incl. governance)

Michael Muenker, Elana

13:50-14:10 Capital structure and company ownership – figuring out how much you own and to maximize your leverage

Christoph Regierer, RoeverBroenner Berlin

14:10-14:30 Technology ownership - negotiating licenses with the university

Roy Koruth, Imperial Innovations

*14:30-15:00 Coffee Break*

## Tuesday, September 25: From Science to Business – a Roadmap

- 15:00-16:15 Case studies from Europe and the US
- 15:00-15:30 Accuray  
John Adler, Stanford Neurosurgery
  - 15:30-16:00 Deutsches Herzzentrum Berlin  
Roland Hetzer
  - 16:00-16:15 Q & A
- 16:15-18:15 Financing - raising capital
- 16:15-16:45 Financing options – pro’s and con’s for various sources of capital and what questions to ask your financing partner  
Ludwig Felber, Viscardi
  - 16:45-17:05 Corporate partnering at early stages: How can it be done – Corporate Perspective  
Veronique Riethuisen, Pfizer
  - 17:05-17:25 The elevator pitch  
Oliver Buecken, UnternehmerTUM
  - 17:25-18:15 How to raise capital from venture capitalists  
Rolf Mathies, Earlybird Venture Capital  
Lionel Carnot, Bay City Capital  
Christophe Douat, Matignon Gestion  
Thomas Tscherning, Bankinvest  
Eric Baas, Medtronic Venture Group
- 18:15-18:30 *Conference concludes*
- 19:00 *Dinner at Charité Midtown Campus, Berlin Medical History Museum, Rudolf Virchow Lecture Hall ruin*