Charité Emerging Biomedical Entrepreneurship Summit

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

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

Organisation:
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Host Institutions:

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Berliner Biotech-Stammtisch
wo Wissenschaft und Wirtschaft sich austauschen
Charité Biomedical Entrepreneurship Summit

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

16:15-16:17  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