

# STIFTUNG CHARITÉ

## Charité Entrepreneurship Summit 2012

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### **CHARITE ENTREPRENEURSHIP SUMMIT**

**April 23-24, 2012, Humboldt Carré, Berlin**

#### **Co-Chairs:**

Karl Einhaeupl, CEO, Charité – Universitaetsmedizin Berlin

Stephan Gutzeit, Executive Director, Stiftung Charité

Lesla Mitchell, Vice President, Kauffman Foundation

#### **Moderator:**

John Hession, Partner in the Venture Capital Financings and Emerging Companies Practice Groups, Cooley LLP, Boston/ USA

### **Day 1, April 23**

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| <b>10.00-10.30</b> | <b>Registration</b>   |
| <b>10.30-10.45</b> | <b>Opening (Auditorium)</b>   |
| • 10.30            | <u>Karl Einhaeupl, Lesla Mitchell, Stephan Gutzeit</u> :<br>Welcoming Remarks by Co-Chairs  |
| <b>10.45-11.45</b> | <b>Keynote Presentations (Auditorium)</b>   |
| • 10.45            | <u>Martin Rothman</u> , Vice President, Medical Affairs for Coronary and Peripheral Vascular Business, Medtronic, Inc.: "How to Get Your Invention Adopted in Healthcare" |
| • 11.15            | <u>Stefan Vilsmeier</u> , CEO, Brainlab AG: "Brainlab and the German Medical Device Industry"   |

## 11.45 -13.15 Working Groups Part 1

- Group A: (Alexander)  
"How to Get Approval in Europe and the US"
  1. Wolfgang Spoerr, Partner, Hengeler Mueller (Chair)
  2. Michael J. Billig, Co-Founder and CEO, Experien Group, LLC
  3. Constantinos Ziogas, Head of SME Office, European Medicines Agency (EMA)
- Group B: (Charlotte)  
"How to Value Patents and Start-Ups" (hosted by Vossius & Partner)
  1. Juergen Meier, Partner, Vossius & Partner (Chair)
  2. John Hession, Partner, Cooley LLP
  3. Jan Dirk Heerma, Partner, SJ Berwin LLP
- Group C: (Gontard, in German)  
„Gesellschaftsrecht und Governance für Gründer: Wie strukturiere ich mein Unternehmen?“
  1. Christoph Regierer, Partner, RoeverBroennerSusat KG (Chair)
  2. Michael Brehm, Managing Director, StudiVZ; Investor, Daily Deal; Founder and Managing Director, Rebate Networks GmbH
  3. Michael Wallmeyer, Partner/ CEO, Wallmeyer von Wangenheim, Co-Founder, NOXXON Pharma AG

## 13.15-14.15 Networking Luncheon

## 14.15-15.15 Panel Discussion: "What Is Hot in Medical Devices? What Will Be in 5 Years?" (Auditorium) (supported by vfa)

1. David Cassak, Vice President, Elsevier Business Intelligence (Chair)
2. Olivier Litzka, Partner, Edmond de Rothschild Investment Partners
3. Edward Andrie, Vice President of Business Development and Strategy, Sorin Group
4. John Milad, Partner, NBGI Ventures

## 14.15-15.45 Concurrent Event - Research Window No. 1- Open Session: "Wissenschaftler der Charité präsentieren: ‚Medical Needs‘ der Zukunft und mögliche Lösungsansätze" (in German) (Hengeler Mueller) „Der Schlaganfall als chronische Krankheit“

1. Matthias Endres, Professor and Director, Department of Neurology, Charité Medical School
2. Axel Aisenbrey, Head of Healthcare Consulting, Siemens AG
3. Stefan Hesse, Medical Director and Consultant, Neurology Medicine Medical Park, Humboldt Muehle

## 16.15-18.15 Closed Session, by invitation only

**15.15-15.45**      **Presentation** (Auditorium) (supported by vfa)

Simon Moroney, CEO, MorphoSys AG: "Biotechnology in Germany: Platform Strategies and How to Move Beyond Them"

**15.45-16.15**      **Coffee Break**

**16.15-17.00**      **Keynote Presentation** (Auditorium)

Stephan Schambach, Founder & Chairman, Demandware, Inc.: "My Entrepreneurial Journey"

**17.00-18.30**      **Working Groups Part 2**

- Group D: (Charlotte)  
"Beyond Lifestyle Diseases: Profitable Solutions for Neglected Medical Needs" (hosted by Sanofi)
  1. Anula Jayasuriya, Managing Director, Evolvence India Life Science Fund; Deputy Chair, Board of Trustees, Astia (Chair, Women's Health)
  2. Ilya Nykin, Co-founder and Managing Director, Prolog Ventures (Nutrition)
  3. Frank Grossmann, CEO, Orphanbiotec AG (Orphan Diseases)
- Group E: (Caroline)  
"How to Select, Build, and Motivate a Great Team"
  1. Berit Bretthauer, Senior Client Partner, Korn/ Ferry International (Chair)
  2. Randell Werneth, Serial Entrepreneur and Founder, CryoTherapeutics GmbH
  3. Wieland Wolf, CEO, ProBioGen AG, President of the EAPB
- Group F: (Alexander, in German)  
„Wie beantragt man erfolgreich Fördermittel für die Validierung von Erfindungen?“
  1. Martin Mahn, CEO, Humboldt Innovation GmbH (Chair)
  2. Mike Schuessl, Key Account Manager Life Sciences, Investitionsbank Berlin
  3. Juergen Conrad, Partner, ConsulTech GmbH

**17.00-18.30**

**Concurrent Event - Charité Window No. 1:** (Gontard)

Cooperation between Academic Medicine and Business: Telemedicine & IT – The Topics for Cooperation of Industry and Academia" (organised by the Charité)

1. Wolfram v. Pannwitz, Head Strategic Corporate Development, Charité – Universitätsmedizin Berlin (Chair)
2. Martin Peuker, Deputy CIO, Charité – Universitätsmedizin Berlin
3. Ralf Woehrl, Head Telemedicine, T-Systems International GmbH
4. Peter Langkafel, Industry Director Healthcare EMEA, SAP AG

<b>12.00-14.30</b>	<b>Concurrent Event for Selected Inventors &amp; Entrepreneurs (by application only) and Investors/ Business Developers:</b>
	<b>Module “Medical Entrepreneurship Partnering”</b>
11.30-12.00	Registration for Partnering
12.00-13.30	Partnering
13.30-14.30	One-to-One Meetings (Wilhelm)

**18.30-20.30            Networking Buffet with Dinner Speaker Eckart von Hirschhausen (in German, with translation) and “The Singing Shrinks”**

**Day 2, April 24**

**08:45-09:00            Registration**

**09.00-10.00            Panel Discussion** (Auditorium) “Digital Health - The Next Big Thing?”

1. Kaitlin Thaney, Manager of of External Partnerships, Digital Science, Macmillan Publishers Ltd. (Chair)
2. Halle Tecco, Founder and CEO, Rock Health
3. John Pugh, Director of Digital, Boehringer Ingelheim Pharma GmbH

**10.00-11.00            Panel Discussion** (Auditorium) “The Future of Pharma: Open Innovation or Fill your Own Pipeline?”

1. Thomas Unger, Professor for Pharmacology and Experimental Medicine, Maastricht University, Scientific Director of CARIM (School for Cardiovascular Diseases) (Chair)
2. Charles Wilson, Global Head of Strategic Alliances, Novartis Institutes for BioMedical Research
3. Knut Elbers, Partner, Boehringer Ingelheim Venture Fund
4. Hartmut Ruetten, Head Translational Medicine, R&D Diabetes Division, Sanofi-Aventis Deutschland GmbH

**11.00-11.30            Coffee Break**

<b>9.00-10.30</b>	<p><b>Concurrent Event – Research Window No. 2 -Open Session:</b> “ Wissenschaftler der Charité präsentieren: ‚Medical Needs‘ der Zukunft und mögliche Lösungsansätze“ (in German) (Hengeler Mueller)  „Langzeittransplantatüberleben als Herausforderung der Transplantationsmedizin. Weniger Organmangel durch besseres Transplantatüberleben?“</p> <ol style="list-style-type: none"> <li>1. <u>Duska Dragun</u>, Professor, Department of Nephrology and Intensive Care Medicine, Charité – Universitätsmedizin Berlin</li> <li>2. <u>Guido Junge</u>, Global Program Medical Director R&amp;D, Novartis Pharma AG</li> <li>3. <u>Detlef Boesebeck</u>; Executive Physician, German Organ Transplantation Foundation</li> </ol>
<b>11.00-13.00</b>	Closed Session by invitation only

### **11.30-13.00 Working Groups Part 3**

- Group G: (Caroline)  
“New Business Models for Commercializing Life Science Companies”
  1. Charlie Cameron, Founder and Managing Director, Hub Angels Investment Group LLC (Chair)
  2. Allan May, Founder and Chairman, Life Science Angels; Managing Director, Emergent Medical Partners
  3. Jean-Jacques Degroof, Business Angel, Board Member; Researcher, MIT Industrial Performance Center
- Group H: (Charlotte)  
„Wie erkläre ich meine Start-up Idee potentiellen Investoren und anderen Unterstützern?“
  1. Karlheinz Schmelig, Partner, Creathor Venture (Chair)
  2. Horst Domdey, Managing Director, Bio<sup>M</sup> Biotech Cluster Development GmbH
  3. Pascal Zuta, Serial Entrepreneur; Investor, Arzttermine.de
- Group I: (Alexander)  
“How to Price our Innovation and Get Reimbursed for It”
  1. Mattias Kyhlstedt, CEO, Synergus AB (Chair)
  2. Stefan Plantoer, IMS Health GmbH & Co. OHG, (Biotech)
  3. Johannes Schneider-Littfeld, Corporate Vice President, Otto Bock HealthCare GmbH (Medtech)

<b>11.30-13.00</b>	<p><b>Concurrent Event - Charité Window No. 2:</b> (Gontard)  Cooperation between Academic Medicine and Business: Pharmaceutical Industry and Academic Research: Chances – Risks (organised by the Charité)</p> <ol style="list-style-type: none"> <li>1. <u>Wolfram v. Pannwitz</u>, Head Strategic Corporate Development, Charité (Chair)</li> <li>2. <u>Ulrich Dirnagl</u>, Director Experimental Neurology, Charité</li> <li>3. <u>Hartmut Ruetten</u>, Head Translational Medicine, R&amp;D Diabetes, Sanofi-Aventis</li> </ol>
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<b>11:30-12.30</b>	<b>Concurrent event for medical researchers, engineers, and entrepreneurs/ MBAs (by application only)</b>  <b>Module "Business Speed Dating" (Wilhelm)</b>
<b>13.00-13.45</b>	<b>Networking Luncheon</b>
<b>13.45-14.45</b>	<b>Keynote Presentations (Auditorium)</b>
13.45	<u>Alexander Osterwalder</u> , Author, Speaker, and Advisor on Business Model Innovator: "Burn Your Business Plan: How to Design and Test Your Healthcare Start-up Project with the Business Model Canvas"
14.15	<u>Bernd Wegener</u> , Co-Founder and former CEO, B.R.A.H.M.S AG; Chairman, Confederation of the Pharmaceutical Industry; Business Angel: "B.R.A.H.M.S and the Life Cycle of a Diagnostics Company"
<b>14.45-15.45</b>	<b>Panel Discussion: "How to Structure the Financing of Your Start-up – Venture Capital and Other Options for Founders" (Auditorium)</b> <ol style="list-style-type: none"> <li>1. <u>Brady Huggett</u>, Business Editor, Nature Biotechnology (Chair)</li> <li>2. <u>Sander van Deventer</u>, General Partner, Forbion Capital Partners</li> <li>3. <u>Antoine Papiernik</u>, Managing Partner, Sofinnova Partners</li> <li>4. <u>Anne M. Glover</u>, Chief Executive, Amadeus Capital Partners Ltd.</li> </ol>
<b>15.45-16:00</b>	<b>Award Ceremony of the "Entrepreneurship Competition" and Close (Auditorium)</b>

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**Special workshop presented by Cooley LLP (Alexander)**

**16.15-17.45            Developing Strategic Alliances to Ensure Success**

1. John Hession, Partner, Cooley LLP (Chair)
2. Jan Dirk Heerma, Partner SJ Berwin LLP
3. Juergen Meier, Partner, Vossius & Partner (invited)
4. Bernd Wegener, Chairman, Confederation of the Pharmaceutical Industry (invited)