

Business Development Workshop Programme



Marie Curie ITN CELLEUROPE

Improving HSCT by Validation of Biomarkers & Development Of Novel Cellular Therapies

24th – 26th June 2015

A series of Workshops have been structured around exploiting the results of CELLEUROPE through commercialization. The Workshops will be delivered by organizations with expertise in commercialisation and will cover all aspects of innovation to commercialisation including:

- What is the Science/Technology
- Who are the end users/customers
- What are the challenges to market
 - Funding (grant v equity)
 - Regulations/legislation
 - Industry/market engagement
 - Collaboration/partnerships
 - Application road mapping/platform technology/multiple applications
 - People/team (who will do the work)
 - Structure (spin outs v academics v licensing)

Venue: Newcastle University City Campus

Day 1 and 2 - Room 3.31, Barbara Strang Teaching Centre (Map Location 21)

Day 3 - The Boardroom, Research Beehive, Old Library Building (Map Location 24, 25)

In collaboration with the following organisations



NHS Innovations North



Business Support on Your Doorstep



**Day 1: Wednesday 24 June,
Room 3.31, Barbara Strang Teaching Centre**

Time	Workshop activity	Facilitator
09.30-09.35	Coffee and Tea Welcome and Introductions, overview of the workshops	Prof Anne Dickinson, Alcyomics
9.35-10.30	Workshop One: Challenges to Commercialisation This task involved a group exercise. The group will form 2-3 teams, come up with a product then discuss the following: <ul style="list-style-type: none"> - What is the market for the product - How to take that product to market - What are the challenges The results will be given in a short presentation in the following morning's workshop.	Arun Harish, Corporate Business Development Manager, CPI
10.30-10.45	Break – Coffee and Tea	
10.45-11.30	Results of Workshop One delivered. (15 minutes each team) Group discussion	Students
11.30-12.45	Workshop Two: Innovation to Commercialisation business model	Arun Harish, Corporate Business Development Manager, CPI
12.45-14.00	Lunch - EAT @ Research Beehive	
14.00-15.30	Workshop Three: IP Landscaping, when and how to file a patent. Regulations and legislation	Carolyn Horrocks, Project Manager, NHS Innovations North
16.00	Close	

**Day 2: Thursday 25 June,
Room 3.31, Barbara Strang Teaching Centre**

09.30-11.00	Workshop Four part 1: What is Innovation and The Innovation Pathway	Ailsa Anderson, Programme Manager, NHS Innovations North
11.00-11.30	Break – Coffee and Tea	
11.30-13.00	Workshop Four part 2: Getting Innovation into Healthcare	Ailsa Anderson and Carolyn Horrocks, NHS Innovations North
13.00-14.00	Lunch - EAT @ Research Beehive	
14.00-16.00	Workshop Five: Access to funding, technology transfer and open innovation	Omar Al-Janabi, Innovation Grants Adviser & Business Manager, Association of Research Managers & Administrators (ARMA)
16.00	Close	

**Day 3: Friday 26 June,
Room 2.23, The Boardroom, Research Beehive, Old Library Building**

10.00-11.00	Workshop Six: Engaging with the Catapults, Biologics	Juliana Haggerty, Public Private Programme Manager, CPI Biologics
11.00-11.25	Break – Coffee and Tea	
11.25 – 11.45	Workshop Seven: Alcyomics Ltd Case Study	Shaheda Ahmed, Senior Scientific Officer, Alcyomics Ltd
11.45 -13.00	Workshop Eight: NewGene Case Study	Angela Silmon, CEO, NewGene
13.00-13.15	Closing Remarks	Prof Anne Dickinson, Alcyomics
13.15	Lunch – EAT @ Research Beehive and Close	