



## Workshop on Entrepreneurship in Life Sciences

Rijeka, 25-26 April 2013

University of Rijeka • Faculty of Medicine  
Brace Branchetta 20 • 51000 Rijeka • CROATIA

### Programme

Thursday, 25th April 2013 (Day 1)

<b>Session I: Technology transfer in academic settings</b>	
09:00-09:15	Opening: Prof. Stipan Jonjic
09:15-09:55	Dr. Sabina Heim, Senior Technology Manager, Portfolio- & Quality Management, Ascenion <i>Life sciences into business</i>
09:55-10:05	<i>Questions &amp; Answers</i>
10:05-10:45	Dr. Lisa Cowey, IPR and technology transfer expert <i>Translational medicine, technology transfer and IPR: lessons from Europe</i>
10:45-10:55	<i>Questions &amp; Answers</i>
10:55-11:10	Coffee break
11:10-11:50	Smiljka Vikić-Topic, University of Zagreb Technology Transfer Office <i>What can we learn from USA practices: Technology transfer at National Institutes of Health (NIH OTT)</i>
11:50-12:00	<i>Questions &amp; Answers</i>
12:00-12:40	Prof. Marina Dabić, University of Zagreb Faculty of Economics <i>Fostering entrepreneurship in higher education</i>
12:40-12:50	<i>Questions &amp; Answers</i>
12:50-13:15	<i>Round table discussion</i>
13:15-14:15	Lunch
<b>Session II: Life science R&amp;D and intellectual property protection</b>	
14:15-14:55	Andrej Matijević, LL.M. Attorney, registered patent and trademark attorney, Matijević law offices <i>IP protection and commercialisation of academic research</i>
14:55-15:05	<i>Questions &amp; Answers</i>
15:05-15:45	Dr. Natasa Marsić, Registered patent attorney, Hraste & Partneri <i>Commercialization of biomedical research</i>
15:45-15:55	<i>Questions &amp; Answers</i>
15:55-16:20	Petra Karanikić, University of Rijeka Technology Transfer Office <i>IPR management at the University of Rijeka</i>
16:20-16:30	<i>Questions &amp; Answers</i>





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Friday, 26th April 2013 (Day 2)

<b>Session III: From scientist to entrepreneur</b>	
09:30-10:00	Prof. Gordan Lauc, CEO <i>Genos, Croatia</i>
10:00-10:10	<i>Questions &amp; Answers</i>
10:10-10:50	Prof. Melvyn Little, Founder <i>Affimed, Germany</i>
10:50-11:00	<i>Questions &amp; Answers</i>
11:00-11:15	Coffee break
11:15-11:50	Dr. Daniel Fitzgerald, CEO <i>Geneva Biotech, Switzerland</i>
11:50-12:00	<i>Questions &amp; Answers</i>
12:00-12:40	Dr. Ales Strancar, CEO <i>Bia Separations</i>
12:40-12:50	<i>Questions &amp; Answers</i>
12:50-13:15	<i>Round table discussion</i>
13:15-14:15	Lunch
<b>Session IV: Finding your way through commercialisation funding opportunities</b>	
14:15-15:05	Natasa Jakominic Marot, Head of the Centre for EU Projects, University of Rijeka <i>EU funding opportunities for scientists-entrepreneurs</i>
15:05-15:15	<i>Questions &amp; Answers</i>
15:15-15:50	Mirna Marovic, President, Croatian Private Equity and Venture Capital Association
15:50-16:00	<i>Questions &amp; Answers</i>



## About the University of Rijeka Faculty of Medicine:

The University of Rijeka Faculty of Medicine (MEDRI) was established in 1955 as a non-profit public higher education institution. It is the largest faculty within the University of Rijeka. It offers undergraduate and vocational studies, postgraduate education and life-long learning, and conducts research in the area of biomedicine and health. It has 42 departments and the Center for Proteomics, comprising in total 400 researchers and 170 technical and administrative personnel.

The departments of MEDRI involved in life science research have been internationally recognized in numerous fields, particularly in immunology and transplantation, virology, microbiology, pathology and molecular and developmental biology (e.g., Department for Histology and Embryology, Center for Proteomics, Department of Molecular Medicine and Biotechnology). In these scientific areas MEDRI has implemented numerous research, technological, training and outreach projects funded by the European Commission's 6<sup>th</sup> (FP6) and 7<sup>th</sup> (FP7) Framework Programmes, US National Institutes of Health (NIH), German Helmholtz Association and Croatian science funding agencies. Numerous conferences and workshops with speakers from prestigious institutions have been organised by MEDRI researchers, including the Howard Hughes Medical Institute-sponsored Advanced Laboratory Course on Viral subversion of immune response in 2009 and 12<sup>th</sup> Global Meeting of the Society for Natural Immunity in 2010.

## About the Organizers:

**Prof. Stipan Jonjic** is a Full Professor and Chair of the Department of Histology and Embryology and Head of the Center for Proteomics at the University of Rijeka Faculty of Medicine. In the period from 1999 to 2003 he was Dean of the University of Rijeka Faculty of Medicine. Together with the colleagues from partner institutions, the group of Prof. Jonjic has published more than 110 papers in the area of immune control of cytomegalovirus infection, which have been cited more than 4.000 times. He has worked as a principal investigator on several national and international scientific projects, including those funded by FP6, FP7 and NIH. For his scientific achievements he has been awarded several national and international prizes. In 2012 he was appointed member of Leopoldina, the German National Academy of Sciences. In the same year he received the positive evaluation of the scientific proposal submitted to the ERC Advanced Grant call, one of the most prestigious European programmes for funding excellence in research.

**Prof. Bojan Polic** is the coordinator of the TransMedRi project. He is a Full Professor at the Department of Histology and Embryology and Vice-Dean for Research and PhD Programmes at the Faculty of Medicine University of Rijeka. He is also Head of the Laboratory Mice Breeding and Engineering Centre at the Faculty of Medicine in Rijeka, the largest facility of the kind in SE Europe. He completed his postdoctoral training in the group of Prof. Klaus Rajewsky, University of Cologne, Germany. His research interests include: biological functions of NK and T cells, immune response to viral infections, particularly to cytomegalovirus infection and mouse genetics. The results of the research of the group affiliated to the Department of Histology and Embryology and their collaborators have been published in the leading journals, including Nature Medicine, Science, Immunity and the European Journal of Immunology. For his scientific achievements Prof. Polic has received numerous awards and stipends, including the Award of the Croatian Academy of Sciences and Arts, Croatian State Award for Science and Alexander von Humboldt Fellowship.



## About the TransMedRi project:

The “TransMedRi” project (of the full title “Upgrading the capacities for research in translational medicine at the Faculty of Medicine University of Rijeka”), awarded in frame of the FP7-REGPOT programme, aims to strengthen the research potential of the Faculty of Medicine University of Rijeka for translational research in biomedicine, particularly in the fields of infectious diseases and cancer. The project objectives include: close cooperation between several basic and clinical research groups, recruitment of several experienced researchers from abroad, establishment of new laboratories and a bio-bank, training of young researchers in foreign laboratories, organization of several courses and procurement of research equipment. Over 30 experts and their groups from European and American scientific institutions are involved in the transfer of specific knowledge and technologies. The project is supported by the EU Commission with 1.853.941 € during 36 months, from July 2010 - June 2013.

## About the invited speakers:

Sabina Heim:

[Heim@ascenion.de](mailto:Heim@ascenion.de)

Dr. Heim has worked for Ascenion GmbH for more than 10 years as a Technology Manager for Life Science. Ascenion GmbH is exclusive technology transfer partner to numerous research institutes of the Helmholtz and Leibniz Associations, the Hannover Medical School and associated German organizations for translational research. Each year, it handles on average about 100 patent applications for its partners, accompanies around 70 patent applications and negotiates some 80 revenue-generating cooperation and licensing agreements with industry. In addition, they guide and support start-ups on the road to independence. Ascenion supervises almost 30 business ventures and can offer its industrial partners a portfolio of over 700 patented technologies and commercially viable materials. These include diagnostic and treatment procedures for cancer, cardiovascular disease and Alzheimer's, antibodies, and instruments and software for medical technology, biotechnology, environmental technology and plant cultivation.

Lisa Cowey:

[lcowey@gmail.com](mailto:lcowey@gmail.com)

Lisa Cowey has a PhD from the University of Oxford, Department of Physics, an MBA from Oxford Brookes University Business School where she specialised in the area of University – Industry Technology Transfer and a Masters level Diploma in Intellectual Property Law and Practice from the University of Bournemouth.

Dr. Cowey has over 10 years of professional experience in high tech companies ranging from early stage spinouts to large multi-national corporations. She has held management positions in the UK, USA and Germany where helped to realise the commercial value of Intellectual Property originating from Public Research Organisations.

For the last eight years she has worked with Universities and Research Groups to help them commercialise technology and knowledge from the R&D sector through collaboration, licensing and spinout. Most recently, Dr Cowey was the Team Leader for several EU Funded Innovation Support Projects.

Smiljka Vikic-Topic:

[smiljka.vikic-topic@mef.hr](mailto:smiljka.vikic-topic@mef.hr)

Smiljka Vikic-Topic, M. Sc. is head of the Research and Technology Transfer Office, University of Zagreb, School of Medicine. She is helping scientists with finding research funding opportunities, project proposal writing, budget planning, project management and reporting, as well as helping in tech transfer activities. During the thirteen years working for pharmaceutical industry (PLIVA; GlaxoSmithKline), she gained extensive experience in



technology transfer, intellectual property rights and collaboration between industry and academia, in particular. S. Vikić-Topic holds various courses on collaboration with industry, technology transfer process, IP rights and documentation. She is particularly interested in the technology transfer policies and practices in the USA and was accepted as a trainee at NIH Office of Technology Transfer. Working with their staff “hands-on” for 5 weeks in 2011 and visiting other relevant institutions in the area, she gained new knowledge and made a network of experts offering help and support to the TT process in Croatia.

**Marina Dabić:**  
[mdabic@efzg.hr](mailto:mdabic@efzg.hr)

Dr. Marina Dabić is the 12<sup>th</sup> Columbus State University Mildred Miller Fort Foundation Visiting Scholar in European Studies and the first holder of the position to serve in the Turner College of Business and Computer Science.

Dr. Dabić has been Professor of Entrepreneurship and International Business at the University of Zagreb, Croatia since 2007. She previously served as Vice Dean and Lecturer at the University of Osijek and prior to that, during the 1980s worked in the business sector as Director of Imports for Duro Daković.

She has served as primary supervisor for several European Union research projects and with research collaborations with the University of Strathclyde and Cedar Sinai Hospital. She has also served as a visiting professor at the University of Compulense, the University of Graz, and the University of Sarajevo.

Dr. Dabić has authored or co-authored forty-five publications in a wide variety of professional journals. Among her upcoming works are a co-edited book *Fostering Education in Entrepreneurship* and an article, “Students’ Entrepreneurial Behaviour: International and Gender Differences,” in the *Journal of International Entrepreneurship*. She currently serves on several editorial boards and as editor of *The International Journal of Transitions and Innovation Systems*.

**Andrej Matijević:**  
[amat@amatlaw.com](mailto:amat@amatlaw.com)

Andrej Matijević, LL.M. is a founding partner of Matijević law offices (MLO). Andrej is a Ron Brown alumni of the US Department of State and holds a master degree in IP, Commerce and Technology from University of New Hampshire. MLO represents domestic and some of the major International companies in areas of IP practice. Andrej is a member of Croatian Bar Association, is a Patent and Trademark attorney and a registered Patent attorney before the EPO. Andrej is an arbitrator for ccTLD domain names and is also a member of Arbitration Council before Croatian Olympic Committee. Andrej is a lecturer at Vern on the subject “Trademark management”.

**Natasa Marsić:**  
[natasa.marsic@hraste-partneri.hr](mailto:natasa.marsic@hraste-partneri.hr)

Natasa Marsić holds a PhD in Molecular Biology from the Faculty of Natural Sciences University of Zagreb. After short scientific career at the same Faculty and Ruđer Bošković Institute she worked for 9 years in pharmaceutical research (PLIVA Research Institute) where she was the manager of several major drug discovery projects, mostly in the area of new antibiotics. She is a co-author on 14 scientific papers and co-inventor on 2 granted patents. Diverse expertise in managing intellectual property and industry-university collaboration projects gathered in the pharmaceutical area she further developed working as an expert for Ministry of Science, Education and Sports and Croatian Institute of Technology in EU funded projects aiming to set up an intellectual property and technology transfer infrastructure for academic community in Croatia. She now works as a patent attorney at Hraste & Partners, Attorneys at Law, one of the leading firms in protection of IP in the region.



**Petra Karanikic:**  
[pkaranikic@uniri.hr](mailto:pkaranikic@uniri.hr)

Petra Karanikic is Head of the Technology Transfer Office at the University of Rijeka and a PhD candidate at the University of Split.

**Gordan Lauc:**  
[glauc@genos.hr](mailto:glauc@genos.hr)

Prof. Gordan Lauc, founder and CEO of Genos, is one of the leading European researchers in the field of glycobiology. He graduated in Molecular Biology and obtained his PhD in Biochemistry at the University of Zagreb in Croatia. His postdoctoral training was at the Institute for Medical Physics and Biophysics in Münster and the Johns Hopkins University in Baltimore.

Due to the lack of adequate analytical methods, a significant part of prof. Lauc's work was directed towards the development of methods for glycan analysis and their subsequent application for studying human diseases. Major breakthrough in glycobiology occurred in 2008 with the development of the first quantitative high throughput method for glycan analysis and Prof. Lauc was the first to realize that this method could enable glycomics to join high throughput genomics in genome wide association studies. Since he participated in the development of the method, his lab was the second in the world to introduce this method, and they were the first who applied it on a large number of human samples in a comprehensive study of variability in the human plasma glycome. He also initiated collaboration between high throughput genetic and glycomics groups, which enabled first insights into complex genetics of protein glycosylation in humans. He has published over 70 papers in international journals and was awarded a number of domestic and international (FP6, FP7, NIH) research grants. He is a member of the Board of the International Glycoscience Organisation and the Steering Committee of the European Glycoscience Forum.

**Melvyn Little:**  
[melvyn-little@t-online.de](mailto:melvyn-little@t-online.de)

Prof. Little founded Affimed in 2000 and pioneered the development of Affimed's TandAb® technology as one of the leading bispecific antibody platforms. In 2010, the first TandAb antibody AFM13 entered clinical trials and the bispecific, tetravalent human antibody has shown very promising safety, tolerability and activity in the treatment of Hodgkin Lymphoma. Prof Little became interested in the potential of antibodies for cancer therapy while working at the German Cancer Research Center in Heidelberg and was appointed head of the newly founded research group "Recombinant Antibodies" in 1990. A major task for this unit was to develop methods for generating and screening human antibody libraries using phage display technology. Subsequently, novel approaches were devised for exploiting the potential of the body's own defence system to kill cancer cells using recombinant bispecific antibodies.

**Daniel Fitzgerald:**  
[df@geneva-biotech.com](mailto:df@geneva-biotech.com)

Dr. Fitzgerald received his PhD at Purdue University (USA). He carried out his post graduate studies at ETH Zürich, and has a decade long track record in publishing, patenting, and marketing novel protein production technologies. In addition to his appointment in Geneva Biotech, Dr. Fitzgerald has been co-founder of two start-ups. He has received several prestigious entrepreneurship prizes, including the Venture prize from McKinsey & Company and the W.A. de Vigier Award.





**Ales Strancar:**

[ales.strancar@biaseparations.com](mailto:ales.strancar@biaseparations.com)

Ales Strancar, the CEO of the Company and one of the main inventors of the CIM Convective Interaction Media® (new generation of chromatographic support), after finishing MSc at University of Ljubljana headed the parent company BIA for 8 years. Beside the main activity, selling and servicing pharma lab equipment, BIA was active in R&D. In 1998 the CIM project got a venture capital investment and new company BIA Separations was funded and is headed by Strancar since then. Ales Strancar is author or co-author of more than 60 scientific papers dealing with separation and purification technologies. He is a co-author of 5 granted USA patents and their foreign equivalents in the field of biomolecule separations and purification. He is a co-author of several book chapters dealing with novel chromatography technologies for biomolecule separation. He co-developed several industrial scale purification processes, among them for company Octapharma (FIX - human plasma protein), Vienna, for company Boehringer Ingelheim (plasmid DNA), Vienna and for company Krka, Novo mesto. Ales Strancar holds a position of Assistant Professor at Biotechnical Faculty of University of Ljubljana. He was President of the Technology Council of the Ministry of the Economy of the Republic of Slovenia and Member of Science and Technology Council of the Republic of Slovenia. He has been named Slovenian Entrepreneur of the year 2005.

**Natasa Jakominic Marot:**

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Natasa Jakomic Marot is Head of the Centre for EU Projects at the University of Rijeka. She has extensive experience in EU project management, with active engagement in the preparation and implementation of more than 30 EU projects, including those funded by IPA, FP7 and EU structural funds.

**Mirna Marovic:**

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Mirna Marovic, President of the Croatian Private Equity and Venture Capital Association, also teaches Corporate Finance (undergraduate course), International Financial Management (MBA course) and Executive Education courses in Finance at the Zagreb School of Economics and Management (ZSEM). Before joining ZSEM, her former position in Croatia was the Assistant Minister at the Ministry of Foreign Affairs and European Integration. Prior to her return to Croatia in 2004, she was based in London and held corporate and structured finance positions at major investment banks including Merrill Lynch, BNP Paribas and Credit Agricole Indosuez.

### **Important links:**

TransMedRi project: <http://transmedri.uniri.hr/>

University of Rijeka Faculty of Medicine: <http://www.medri.uniri.hr/>

Center for Proteomics: [www.capri.com.hr](http://www.capri.com.hr)

Prof. Bojan Polic: <http://www.medri.uniri.hr/~bojanp/curriculum.html>

Prof. Stipan Jonjic: <http://www.medri.uniri.hr/~jstipan/>

### **Workshop contact:**

**Mario Pletikosa, mag. oec.**

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