

**International Training for
the Exploitation of EU Project Results with a Focus on IP in the
Field of Health and Biotechnology**

**IsMeTT S.r.l. – UPMC Italy S.r.l.
Via Discesa dei Giudici, 4
I-90133 Palermo (Italy)**

07-08 May 2015

Agenda

Thursday 07 May 2015

15:30 - 16:00	Registration
16:00 – 16:15	Welcome and introduction Day 1 <i>Prof. Bruno Gridelli, executive vice president of UPMC International, General Director of the Research Hospital “ISMETT” and Vice President of Fondazione Ri.Med.</i> <i>Ines Haberl, Coordinator of Fit for Health 2.0, FFG</i> <i>Jörg Scherer, Head of the European IPR Helpdesk Training Team, CEO of EURICE GmbH</i>
16:15 – 19:00	Understanding the business development opportunity in Healthcare / Life Science <i>Dr. Morris Berrie, TTS</i> Introduction to Enterprise Valuation <i>Dr. Patrick Frei, Venture Valuation AG</i> Introduction to Product Valuation <i>Aitana Peire, Venture Valuation AG</i>
19:00 – 20:00	Get-together
20:00	End of Day 1

Friday 08 May 2015

09:00 – 09:30 **Registration (with coffee)**

09:30 – 09:45 **Welcome and introduction Day 2**

*Prof. Roberto Lagalla
Rector of the University of Palermo*

*Jörg Scherer, Head of the European IPR Helpdesk Training Team,
CEO of EURICE GmbH*

Moderation: Hicham Abghay, Steinbeis-Europa-Zentrum

09:45 – 10:45 **Case study on product valuation**

Dr. Aitana Peire, Venture Valuation AG

10:45 – 11:45 **IP management in EU-funded collaborative research projects in
Horizon 2020**

*Jörg Scherer, Head of the European IPR Helpdesk Training Team,
CEO of EURICE GmbH*

11:45 – 12:45 **Light lunch**

12:45 – 15:45 **Patents in the field of Biotechnology**

Dr Maria Giuseppina Covone-van Hees (European Patent Office)

15:45 – 16:00 **Questions and Answers**

16:00 **End of event**

Short Speakers' CV

Dr. Morris Berrie:

Dr. Morris S. Berrie is Co-Chairman of TTS Ltd and Managing Director of Tech Investor Ltd. The former is an organization that globally facilitates deal flow in TTO / the early stage start-up / SME biotech sector whilst the latter specifically aids and advises Governments and companies throughout the biotech sector on 'the business of science', i.e. business development, strategy, licensing and capital raising. Prior to these roles he was both the Chief Executive Officer and Editor-in-Chief of the Biotechnology Investment Group.

Maria Giuseppina Covone-van Hees:

Maria Giuseppina Covone van Hees graduated in Biology at the University "La Sapienza" in Rome in 1991 and received a PhD in Pharmacy in 1997. She worked in molecular biology for Novartis in Siena. She joined the EPO in 1998, working in The Hague, in the field of biotechnology. Ms. Covone van Hees is a senior patent examiner working in search, examination and opposition. She is trainer for newcomers and new search tools. She has given several presentations on various aspects of search and examination at EPO. She has been on missions to the Japanese and Chinese patent office. Moreover, she has been invited by companies to give presentations on patents in the field of antibodies and as representative of EPO to Biotech exhibitions.

Aitana Peire:

Before joining Venture Valuation in 2013 as business analyst, Aitana worked as Pharma equity research analyst for Kepler Cheuvreux, covering Valneva, Basilea and Lonza. Prior to that, she worked as consultant for Stratas Partners, based in Basel, focusing on projects on market access, pricing and reimbursement, and budget impact modelling. Finally, she started her career in Finance with a position as investment analyst for London-based hedge fund Carval Investors, as part of the NPL team, where she assisted in the pricing and performance analysis of investments across several geographies. Aitana holds a PhD in Evolutionary Genetics from the University of Groningen (Netherlands) and is a CFA Level II candidate.

Jörg Scherer:

Jörg Scherer has over 15 years of experience providing IP consultancy and support services within the framework of international research and technology and business cooperation projects. Jörg is frequently invited by the EU Commission, by national and regional governmental agencies for science and technology as well as by research institutions and companies to speak on and conduct training sessions about IP and innovation-related activities within EU Framework Programs. He has been involved in the activities of the European IPR Helpdesk since 2005. Within the current service provider team, he is coordinating a comprehensive IP capacity-building program scheme with over 50 training sessions per year in the field of IP and innovation Management.