

Expert Class 1 • 2018

Programme • Information

Let us guide you in the right direction!

Intellectual Property & Licensing



Date

- 25 May 2018

Time Frame

- Starting at 12:00 hrs – ending at 19:00 hrs

Venue

- Yes!Delft, Molengraaffsingel 12, 2629 JD Delft



Audience

- Exclusively organized for Venture Challenge/Value Voucher/Medtech Partners/Biotech Partners and Take Off Alumni and new LS@W startups

Programme Features

- Presentations and personal experiences by renowned expert
- Free 1-on-1 consultations
- Networking by making valuable mutual introductions

Thank you! Contributing Experts and Supporting Organisations



Health~Holland

Programme

12:00 – 12:30 Ready to welcome our participants
(including basic lunch)

Being a startup in Delft

Tjarda Voorneman

Programme manager at YES!Delft

www.yesdelft.com

- Programme details

Ellen de Waal

LifeSciences@Work Accelerator Partner, Mentor | Science Affairs

- Who's who

13:00 – 13:30 **Perspective from a medtech SME**

Ide Swager

Founder at Momo Medical

www.momomedical.com



13:30 – 14:00 [Perspective from academia](#)

Joost Mathot

Jr Investment Manager at Delft Enterprises/TU Delft
www.tudelft.nl | www.delftenterprises.nl



14:00-14:30 [Perspective from a patent agency](#)

Peter ten Haaft

Associate Partner at NLO | European Patent and Trademark
www.nlo.eu



14.00 – 14:30 Break & 1-on-1 consultations

14:30 – 15:00 [Perspective from a multinational](#)

Ruth Donners

Venture Manager at DSM | Global Business Incubator
www.dsm.com



15:00-15:30 **Perspective from a biotech/lifesciences SME**

Vlad-Mihai Sima

Head of Research at BlueBee

www.bluebee.com

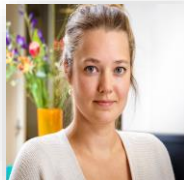


15:30-16:00 **Perspective from a law firm**

Lisanne van Kouterik

Laywer at Axon Lawyers

www.axonlawyers.com



16:00 – 16:30 Discussion & 1-on-1 consultations

17:00 – 19:00 Wrap-up & joining the ‘startup-borrel’ of YES!Delft



Participating Startup Teams | in alphabetic order by company

BBO.Life | www.bbo.life

Marcel van der Kuil, Founder

The mission of BBO ('Be-Bio') is to bring data to life, empowering people to validate 'user centric' use cases or business cases in the context of health, lifestyle or sports, where data-driven technology plays a key role. BBO's services focus on the initial stages of innovation and aim to accelerate project activities, by integrating and leveraging wearables, sensors or other ambulant data-capture technologies, that are meant to improve health, quality of life, performance or technique of the designated individual or the group. The services of BBO are provided to empower scientists, researchers, analysts/modelers, product designers or subject matter experts, on their mission within the context of health or sports.

— Status: Started

Cyclomics | www.cyclomics.com

- **Alessio Marcozzi**, Founder

Profile: Cyclomics invented a technology to measure cancer recurrence in liquid biopsies (blood). Cyclomics technology enables sequencing of single circulating tumor DNA molecules at near 100% accuracy. This is accomplished by a proprietary three-step process consisting of capturing, copying and concatenation of the original double-stranded ctDNA molecules. The resulting DNA products can be sequenced using portable single-molecule sequencing instrument (e.g. nanopore MinION). In addition, Cyclomics has developed a software package to perform detection and reporting of cancer mutations in the ctDNA sample based on a proprietary consensus calling algorithm. Cyclomics technology offers detection of cancer mutations in blood at single-molecule sensitivity, which is not reached by any other liquid biopsy test on the market. Moreover, Cyclomics offers a comprehensive test as it can detect mutations in complete genes or gene panels, ensuring secondary tumors or newly emerging tumor clones are not missed. Cyclomics is a first cancer diagnostic test that can be combined with portable third-generation sequencing, providing low-cost access to any diagnostic laboratory worldwide.

— Status: Just being incorporated | Winner of the Venture Challenge Fall 2017.

Daidalos Solutions | www.daidalos-solutions.com

- **Eric Berreklouw, Founder, Heart surgeon**

Profile: Daidalos ontwikkelt medische implantaten, voornamelijk op het gebied van de cardiologie, hartchirurgie and vaatchirurgie. Opgericht door Dr. Eric Berreklouw, een Nederlandse hartchirurg met bijna 40 jaar klinische ervaring, en ontwikkelt medische implantaten, voornamelijk op het gebied van de cardiologie, hartchirurgie en vaatchirurgie. De meeste producten zijn gemaakt van Nitinol geheugen metaal, en worden uitvoerig invitro en ex-vivo getest voor bij mensen toegepast. Het bedrijf verzorgt in samenwerking met een netwerk van medische specialisten, internationale Europese en Amerikaanse bedrijven de product ontwikkeling, IP bescherming, design, prototyping, testen van haar producten. Afhankelijk van het type product worden de producten vermarkt middels eigen productie en verkoop, of middels licentie-overeenkomsten. Producten van Daidalos Solutions zijn onder meer hechtingloze hartkleppen, hartklep vernauwingsringen, vaatconnectoren, weefselvernauwers en afsluiters, en werkanalen naar het hart en vaten. Alle producten hebben unieke eigenschappen die hen onderscheiden van concurrerende producten en zijn gericht op minimaal invasieve toepassing en gebruik van operatie robots.

— Status: Scale-up

Hybridize | LUMC

- **Anton Jan van Zonneveld, Founder**
- **Jurrien Prins, Fouders**

Profile: Ontwikkeling van geneesmiddelen tegen BK virus, wat problemen bij zo'n 30-50% van niertransplantatie patiënten wereldwijd veroorzaakt. Door de sterke immunosuppressiva die nodig zijn om afstoting te voorkomen, kunnen patiënten een oprisping van BK virus krijgen dat leidt tot nierschade (nephropathie). Hybridize heeft RNA-gebaseerde moleculen ontwikkeld die een belangrijke gen van het BK virus uitschakelen in humane niercellen (tubulus epitheel). Een belangrijk detail hierbij is dat deze RNA moleculen bekend staan om hun uitstekende opname in de tubulus epitheelcellen van de nier waar het BK virus zich ook nestelt.

— Status: Preparing for founding, IP secured. Venture Challenge Spring 2018 participant.

MarkMyGenes | www.markmygenes.com

- **Wim Meijberg**

MarkMyGenes (MMG) aims to bring an epigenetic marker kit to the market, which will help doctors and thus patients to choose the right therapeutic option predicting the highest success rate, based on their epigenetic profile. Instead of going through a potentially long and expensive period of searching for the optimal treatment, MMG can help both patient and doctor to decide which biological will provide the best response. The kit's use will lead to multiple benefits since patients are receiving a tailored approach. This will lead to enhanced therapeutic efficacy and lowering cost for the healthcare sector as a whole. MMG's mission is to develop and commercialize predictive screening tools for optimal therapeutic strategy for chronic inflammatory disease, and provide concrete measures for personalized medicine for every patient in need.

— Status: Preparing for founding. Venture Challenge Fall 2017 participant.

Predicta

- **Paul van der Hoeven, Founder**
- **William Leenders, Founder**

Profile: Predica is a spin-off company of the Radboudumc. Predica develops diagnostic and prognostic tests for cancer and focuses on cervical cancer. The population-based screening program for cervical cancer in the Netherlands tests 650,000 women yearly for the presence in cervical scrapes of high risk human papilloma viruses (hrHPV), the causing agent of cervical cancer. Infection with hrHPV is frequent, but only leads to (the premalignant stages of) cervical cancer in a low percentage. Most women clear the infection via their immune system. The current hrHPV-screening identifies 60,000 women as hrHPV-positive, but only 2,000 have cervical aberrations that need treatment. The remaining women receive futile follow-up examinations or are even referred to a gynaecologist without medical need. Predica has developed a risk assessment test to identify in an early stage the women that are really in need of treatment. This saves high medical costs and takes away anxiety for women who were tested positive for hrHPV, but have no risk of cancer development.

— Status: Preparing for founding. Venture Challenge Spring 2018 participant.

Scinvivo | www.scinvivo.com

- **Arjan Groenevelt, Founder**

Profile: Current imaging techniques for bladder cancer have their limitations, as they only enable the urologist to visualise the bladder wall surface. In 30% of the cases, healthy tissue is incorrectly classified as cancerous. Another limitation is that it is difficult to fully remove a tumor during a surgical procedure, as the borders of the tumor are difficult to visualize. The last limitation is that it is impossible to determine the invasion depth of the tumor with current imaging technologies, while the invasion depth has major impact on the proposed treatment. All these limitation lead to unnecessary, invasive, and costly interventions. Scinvivo is developing an imaging catheter which will allow the urologist to look up to 3 mm inside the tissue of the bladder wall. The catheter acquires an 'optical biopsy', which provides the same diagnostic information as a real biopsy, but non-invasive and real-time. With this optical biopsy the urologist can differentiate cancerous tissue from healthy tissue and define the muscle invasiveness of the tumor, during cystoscopy.

— Status: Preparing for founding. MedTechPartner Alumnus

UpyTher | www.lifesciencesatwork.nl/profile/upyther/

- **Geert van Almen, Founder**

Profile: UPyTher develops custom drug delivery solutions for conventional and next generation therapeutics. Our lead indication will revolutionize the treatment of peritoneal cancer, which is one of the most deadly cancers and affects hundreds of thousands of patients worldwide. Aggressive hyperthermic intraperitoneal chemotherapy (HIPEC) is considered standard of care, but is also associated with poor therapeutic efficacy because it only allows short exposure to the drug. UPyTher offers a single shot therapy for peritoneal cancer that allows local continuous drug exposure to improve therapeutic efficacy, patient recovery and survival. Its platform is based on proprietary supramolecular polymer chemistry and consists of a modular hydrogel drug depot and a common chemotherapeutic drug. The unique features of this platform enable local therapy, prolonged release of a hydrophilic drug with enhanced tumor penetration, whereas comparable hydrogels for local drug delivery typically lack this combination. Moreover, our versatile hydrogel platform is compatible with various types of therapeutics including small molecule drugs and biologics. This has been shown in preclinical models of cardiac and renal disease and demonstrates the unrivalled potential of this technology for future expansion towards other indications.

— Status: Preparing for founding and looking for pre-seed capital. Venture Challenge Fall 2017 alumnus.



In addition

- **Ingmar van Hengel** | Potential startup in selfdefending 3D printed implants
 - Status: PhD at TU Delft. Venture Challenge Alumnus 2013 (with other startup)
- **Marc Roelofs** | Involved in Immunomics
 - Business Developer at IXA Office Academisch Medisch Centrum / Academic Medical Center

Present from Health~Holland

- **Chretien Herben**, Programme Director LifeSciences@Work Accelerator
- **Jolande Zijlstra**, Innovation Manager
- **Thom Frielink**, Innovation Advisor
- **Hanna Groen**, Programme Coordinator
- **Mats Wassink**, intern LS@W

Present from MedTechPartners

- **Boris Polm**, Consultant KplusV

Questions

Ingmar van Hengel | Potential startup in selfdefending 3D printed implants | TU Delft

- Which form of IP would fit best for our concept?
- Who are the best partners that can help with IP?
- I work at a university, what does this mean for IP?
- My project is partially together with another startup at YesDelft and a medical center, what does this mean for IP?
- General question, which things most important when thinking about/protecting IP?

Geert van Almen | UpyTher

- What are important aspects in a IP license deal (in-licensing of required technology) that investors like to see/do not want to see?
- How to finance/setup a license deal to license-in technology when you are a startup without capital. What is preferred: terms and conditions for payments or equity (shares)?

Marcel van der Kuil | BBO.Life

- How can IP be managed related to personal data? Or algorithms?
- How do you know when the right time has come to discuss IP / IP ownership?

Eric van der Veer | Hybridize | LUMC

- What steps need to be taken (or can be taken) to happily co-exist in a University Hospital setting and be a successful small start-up?
- As inventors (at a University Hospital), what rights/priviledges do we have when it comes to securing/licensing 'our' technology from the University? (University holds IP)
- What are the key indicators that it is time to spin-out/spin-off as opposed to remaining within the current set-up?

Alessio Marcozzi | Cyclomics | UMCU

- The IP regulation is still very confusing, thousands of patents are granted every year even if their claims overlaps with existing patents.
- How to be sure of having the freedom to operate in these cases?
- What is the legal value of an FTO research performed by professionals lawyers experts in this field?



L@SW Expert Classes 2018

LS@W Expert Classes are a series of targeted workshops organized in close collaboration with industry experts on relevant topics for Life Sciences and Medical Technologies Startups. Expert Classes also offers 1-on-1 consultations with Mentors and LS@W Alumni to help you out, by sharing their expertise.

Expert classes are specially organized for alumni and participants of the Venture Challenge, Value Centre, MedtechPartners, BiotechPartner, MBI Life Sciences &Health, BioBusiness Summerschool and Take off participants. Startups not (yet) part of our LS@W community but who are interested in participating can send in a request to Ellen de Waal.

Expert Class 2/2018 | **6 July** | Funding & Partnerships, Eindhoven.

Organised in collaboration with **Tu/e/InnovationLab, Philip, M Ventures and RVO** and more. Interested to contribute as an expert? Contact us!

Expert Class 4/2018 | **16 November** | Clinical Trials & Regulatory Affairs, Nijmegen.

Expert Class 5/2018 | **14 December** | HTA & Reimbursement, Amsterdam.

LifeSciences@Work Accelerator

LifeSciences@Work is the national accelerator for high potential start-ups in Life Sciences and Medical Technologies. We offer a customized programme to help innovators build their business: The Venture Challenge, Expert Classes, the Value Center.

Health~Holland, Top Sector Life Sciences & Health
Laan van Nieuw Oost-Indië 334, 2593 CE The Hague, The Netherlands

www.lifesciencesatwork.nl | www.health-holland.com

- **Join our community**

@lsatw & @healthholland

Become a member of our LinkedIn Group: LifeSciences@Work Accelerator

- **Share your news | LS@W Buzz**

Email info@lifesciencesatwork.nl