

lifesciences @work

Health~Holland



Expert Class . Negotiating & Licensing

5 July 2019 . UMCU

Hand-out





Expert Class | 5 July 2019

Negotiating & Licensing

You are ready to start your business, however, is the University or Medical Center ready as well to let go of the ‘invention’? Many academic institutions take equity in lieu of cash when they license their technologies to startup companies.

Others require university inventors to assign the rights to their inventions to the university. The inventor who wants to use the technology to start a company has to license it from the institution? **What does it take to spin-off?**

Venue: UMCU, Descartes-Centrum, 11^e etage

Features: Case, Lecture, Workshop, TTO's, Partnering, Networking

Time: 11:00 – 17:00 hrs

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www.lifesciencesatwork.nl



Expert Class | Programme

- 11:15 Introductions: **Ellen de Waal**, LS@Work, Science Affairs | **Genoveva Heldens**, UMCU
- 11:30 Case presentation: **Oscar Schoots**, UMC Utrecht Holding | **Cristianne Rijcken**, Cristal Therapeutics
- 12:30 Who's who = 1-minute pitches by startups
- 13:00 Lunch break | Networking
- 14:00 Expert Lecture: **Wietse Mulder**, CEO GenDx
- 14:45 Workshop: **Hamza Zourakhti**, Loyens & Loeff
- 15:30 Break | Partnering
- 16:00 Starting up from: **Oncode Institute** | **Erasmus MC** | **Amsterdam UMC**
- 16:45 Wrap-up and drinks | 18:00 The End



Experts | Introduction | Case Presentation

Negotiating & Licensing

Introduction by LS@W



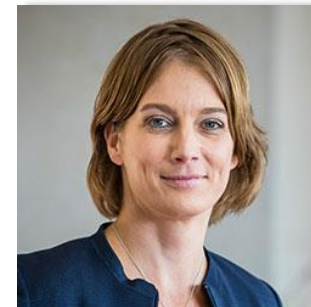
Ellen de Waal
Partner LS@W
Owner Science Affairs

'Utrecht': for Researchers and for Companies



Genoveva Heldens
Business Developer
Utrecht Holdings/ UMC
Utrecht.

Starting up: Cristal Therapeutics



Cristianne Rijcken
Founder and CSO

Cristal Therapeutics was founded in 2011 as a spin-off of the Department of Pharmaceutical Sciences of the Utrecht University.

Spinning off: Cristal Therapeutics



Oscar Schoots
Director and former
intellectual property
manager Utrecht
Holdings/ UMC
Utrecht.

Negotiating & Licensing

The best off 'making deals for GenDx and KimerDx'



Wietse Mulder
CEO, GenDx

GenDx develops and markets a comprehensive line of In Vitro Diagnostic tests. KimerDx winner Venture Challenge Fall 2013.

Know your legal position when negotiating your invention



Hamza Zourakhti
Attorney at law, Associate,
Loyens & Loeff

Starting up from

Insights by

Oncode Institute



Shobhit Dhawan
Fund manager Oncode
Bridge Fund

Erasmus MC



Judith Bia
Business Development
Manager

AMC



Michelle Meenks
Business Development
Manager

UMCU



Genoveva Heldens
Business Developer



Expert Class | Contributing Organizations

UTRECHT
HOLDINGS

Cristal
Therapeutics



UMC Utrecht

GENDX

LOYENS & LOEFF



PROGRESS
executive services

science
affairs



Oncode
Institute

Erasmus MC
Universitair Medisch Centrum Rotterdam

INNOVATION
EXCHANGE
AMSTERDAM



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Mark your Calendar!

Expert Classes 2019 timeline

18 October 2019 | [Time to market \(CMC\)](#) | Leiden

13 December 2019 | [Funding & Establishing your business](#) | The Hague

Venture Challenge Fall 2019 timeline



Expert Classes

Life Sciences@Work (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. These small-scale and personalized Expert Classes are specially organized for alumni and participants of the Venture Challenge, Value Centre, MedtechPartners, BiotechPartner and Take off.

Information & Registration

Send an email to Ellen de Waal: dewaal@lifesciencesatwork.nl. Startups not (yet) part of our LS@W community but who are interested to join, are welcome provided there is a match with community profile.

LifeSciences@Work Accelerator

Since 2008, the national accelerator for high potential start-ups in Life Sciences and Medical Technologies. LS@W offers a customized programme to help innovators/scientists build their business:

[The Venture Challenge](#) | [Expert Classes](#) | [Value Vouchers](#).

Powered by Heath-Holland, Top Sector Life Sciences & Health.