WEEK’S AGENDA

MONDAY
• Introduction Participants
• Assessing Technology & Market Opportunities
  S. Mehta, Rensselaer Polytechnic Institute
• BioProject: Participant’s Projects
• Start-up an Opportunity
  S. Mehta, Rensselaer Polytechnic Institute
• From Scientist to CEO
  S. Ittig, T3 Pharmaceuticals and K. Binz, Molecular Partners
• Start-up Phase & Opportunity Recognition: The Adex and InflamAlps Cases
  V. Mutel, InflamAlps

TUESDAY
• Preclinical Studies
  S. Berardi Vilei, SAKK
• BioProject: Participant’s Projects
• Registration in EU and in the US
  U. Granzer, Granzer Regulatory Consulting & Services
• Clinical Drug Development
  R. Fariello, BioNeuroFar
• R&D Best Practices
  S. Blarer, DRIMARCH and Innosuisse
• BioProject: Participant’s Projects

WEDNESDAY
• Intellectual Property Rights
  P. Felder, Schmauder & Partner
• Fundamentals of Sales & Marketing
  R. Cesini, Helsinn Advanced Synthesis
• BioProject: Participant’s Projects
• Principles of Project Valuation
  A. Plazzi, IFin, USI
• Principles of Project Valuation
  A. Peire, Venture Valuation

THURSDAY
• BioProject: Participant’s Projects
• Support Programs and Business Angels in Switzerland
  P. Härbo-Schmidt, SpinChem and Innsuisse
• Stages of the Investment Process
  J.-P. Trivet, Acrasis
• Successful Investments, a VC point of View
  E. Braglia, Onafle
• Venture Capital for Early-Stage Opportunities
  R. Fleck, Medco Ventures
• BioProject: Participant’s Projects

FRIDAY
• M&A: Expansion Strategy for Pharma Companies and Exit Strategy for Biotech Enterprises
  R. Braglia, Helsinn Group
• Business Plan
  U. Grawunder, NBE Therapeutics
• Exit of an Early-Stage Start-Up
  C. Bertozzi, Heptares Therapeutics
• BioProject: Participant’s Projects
• Participants Presentations

FEES AND CONTACT DETAILS

CHF 4’000.-
Registration fees include tuition, hospitality (all lunches, coffee breaks and the evening event).
An early-bird rate of CHF 3’200.- applies until 15 April 2018.
If you are affiliated to an early-stage venture or an academic institution you will be eligible for a discount on tuition fees.
Fees are payable in advance on receipt of confirmation of registration.
Deadline for registration: 15 June 2018

Venue
Università della Svizzera italiana, Via Giuseppe Buffi 13, CH-6904 Lugano
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PROGRAM OBJECTIVES

This is a one-week comprehensive program aimed to promote entrepreneurship in the field of Biotechnology. It provides an in-depth understanding of what it takes to set up and finance successful biotechnology companies in Europe.

Extensive discussions and case studies will emphasize the challenging issues that are critical to this relatively new market opportunity.

During the week, participants may draft a plan for developing a new idea in their area.

Participants will be given guidance on how to take on leadership roles in their communities, to start and fund their own business, or play a more active role in investing in life-sciences ventures.

WHO SHOULD ATTEND?

The program is tailored to the needs of individuals planning to create, finance and invest in or support successful biotechnology companies. Our target public includes:

- Scientists and engineers wishing to commercialize drugs and technologies
- Entrepreneurs and managers from pharmaceutical or biotech companies who wish to explore and gain an insight into the global biotechnology sector

The number of participants is limited to 30.

STRUCTURE AND CONTENT OF THE PROGRAM

The program is organized in modules with emphasis on Life Sciences, Entrepreneurship and Venture Finance. A wide-ranging overview of the segments of the life sciences industry will help orient entrepreneurs and investors.

Participants will be trained on how to start and finance a BioBusiness. The teaching program also includes the mandatory regulatory and legal frameworks that are instrumental in the BioBusiness.

Working in teams participants will be asked to design and develop a plan for developing new business concepts. Teams will tackle an eminently interdisciplinary project, requiring contributions from various disciplines and offering excellent opportunities for knowledge and skills enhancement. Participants will prepare and pitch an executive summary at the end of the program.

Lectures will be complemented by case studies and extensive discussions.

Participants will be able to interact and network with biotechnology entrepreneurs and investors.

Lectures and seminars will be held by a world-class team of lecturers and instructors from industry, academia, and venture capital.