



UNICO CONFERENCE

Nottingham - 5-7 December 2007

Programme

Weds 5 December

1900-2100 Registration and Networking Drinks/Buffer Dinner

Thurs 6 December

1000-1015

Welcome to UNICO

Neil Bradshaw, Director of Enterprise – University of Bristol
David Secher, Chief Executive - N8 Research Partnership

1015-1045

Host Spot

Speaker:

Professor David Greenaway, Pro Vice Chancellor for Research and Knowledge Transfer – University of Nottingham and Director of the Leverhulme Centre for Research on Globalisation and Economic Policy

1045-1230

PARALLEL WORKSHOPS

Workshop A1

New trends in financing university spinouts

Chairperson:

Professor David Secher, Chief Executive – N8 Research Partnership

Invited Speakers:

David Baynes, Chief Executive Officer – BioFusion
Brian Graves, Director of Engineering Technology Transfer Team – Imperial Innovations Ltd
Tom Hockaday, Managing Director – Isis Innovation Ltd

The past few years have seen a quiet revolution in the way in which university spinouts are financed in the UK. Since Oxford agreed a £20m deal with Beeson Gregory (now IP Group) in 2000, around half the largest research intensive universities have put in place arrangements with investors that give rights / first sight of new IP in return for the promise of investment and expert advice. This dramatic swing to outsourcing a particular stage of the commercialisation process begs a number of questions. Will time prove these deals to have been much more favourable for one party than the other? Why has this model not emerged in the USA? Are other stages of commercialisation ripe for outsourcing? Can universities retain more control by raising their own funds as Imperial has done? This session will include perspectives from both investors and universities, guaranteeing a lively and informative debate.

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Workshop A2 University Challenge Funds - money invested or money spent?

Chairperson: Derek Waddell, Director of Research & Commercialisation Services - University of Edinburgh

Speakers: Ewan Chirnside, Director, Research & Enterprise Services - University of St. Andrews
Stéphane Méry, Fund Manager - Bloomsbury Bioseed Fund
Rob Moffat, Associate, Energy Technology Group - Scottish Equity Partners
Paul Vickery, Investment Director - NESTA Investments

This was the Government's first big commercialisation experiment. Pump money into the system to fund the development gap and let those stalled innovations thrive. It changed commercialisation in the UK as money was available for things that had been unfundable in the past. But was it a success commercially, culturally, politically? We'll hear views on these from some experts in the field.

Workshop A3 Creative commercial collaboration in the creative arts

Chairperson: Phil Clare, Head of Contracts, Research Services - University of Oxford

Speakers: Lesley Morris, Head of Design Skills - Design Council
Richard Halkett, Executive Director of Policy and Research - NESTA
Dani Salvadori, Head of Enterprise & Innovation - Central St Martins College of Art & Design

The UK is strong in the creative industries. What do universities do to collaborate with this important part of the economy? Experts from the representative bodies will lead an interactive discussion.

Workshop A4 Survival assets – some legal/patenting essentials that could make all the difference!

Chairperson: Mark Thompson, Head of Market Development – UMIP

Speakers: Vince Hallam, Partner and Nick Ferrar, Chartered Patent Attorney - Marks & Clerk
Helen Johnstone, Partner and Stephanie Pilkington, Partner – Eric Potter Clarkson
Michael Lingens, Partner – Speechly Bircham

This session will cover essential knowledge you need in order to survive intellectual property due diligence, how to protect your IP in a cost effective way, and the Companies Act 2006 including Directors duties etc

1230-1400 Lunch



1400-1615

OPEN SPACE

Facilitators:

Wendy Hanson, Proof of Concept Programme - Scottish Enterprise
Jeff Skinner, Director of Corporate Alliances - UCL
Eleanor Taylor, Head of Proof of Concept Programme - Scottish Enterprise

Do you ever attend a conference and wish that you were able to talk to a group of like minded people about issues that are important to you? Open Space is an exciting and productive way to do this. Delegates are asked to generate the topics for discussion as well as participate by leading small group break-out sessions. Experienced facilitators will be on hand to ensure that delegates get the most out of this process.

The discussions will be held in designated 'breakout spaces' and participants are free to move amongst the discussion groups. Each group records the main points of the discussion on a flip chart and these can be shared with all delegates. Topics can be suggested in advance - or on the day.

While the mechanics of Open Space provide a simple means to self-organise, it is the underlying principles that make it effective. The Law of Two Feet (a foot of interest and a foot of responsibility) expresses the core idea of taking responsibility for what you consider important. In practical terms, if you're neither contributing nor getting value where you are, use your two feet and go somewhere where you can!

1615-1645

Tea/Coffee

1645-1730

Funders' Forum Report

Chairperson:

Neil Bradshaw, Director of Enterprise – University of Bristol

Speaker:

Peter Saraga, OBE - HEFCE Board member, formerly Managing Director, Philips Research Laboratories UK

Four years after the Lambert Review and well into the FEC era, how have business-university collaborations changed? A recent Funders' Forum report draws some very interesting conclusions and makes important recommendations for all of us. Our speaker will present this analysis and lead discussion.

1900

Transfer to GALA DINNER at The Albert Hall , Nottingham

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Fri 7 December

0900-0945 Technology Transfer in the Physical Sciences

Chairperson: Professor David Secher, Chief Executive – N8 Research Partnership

Speaker: Professor Erkkö Autio, EPSRC-QinetiQ Chair of Technology Transfer in the Physical Sciences, Tanaka Business School, Imperial College London

Professor Erkkö Autio is the UK's first Professor of technology transfer in the physical sciences. His talk will address the comparative lack of systematic approaches for the commercial exploitation of ideas in engineering or the physical sciences when compared to the growing body of academic research on the commercialisation of innovation in bio-sciences, such as medicine and pharmaceuticals. He will present evidence about how the innovation process differs across industries and sectors, and demonstrate how it can be optimised to ensure the successful commercialisation of ideas in the physical sciences.

Professor Autio, a Finnish academic, was previously at the Strategy Institute of HEC Lausanne where he was Professor in Technology Venturing and has also held a teaching and research post at the London Business School where he helped launch the Global Entrepreneurship Monitor (GEM) initiative. He has served on the boards of several hi-tech companies in Silicon Valley, Europe and South East Asia and provided consultancy services for McKinsey and the European Commission.

0945-1000 HEIF 4 update

Ashley Malster – Assistant Director, Knowledge Transfer - DIUS

1000-1130 PARALLEL WORKSHOPS

Workshop B1 Public and venture capital markets – how much longer will the tide be out?

Chairperson: Tony Raven, Director of Research & Enterprise Services – University of Southampton

Speakers: Jack Boyer, Chairman – Southampton Asset Management
Ernie Richardson CEO & Managing Partner - MTI
Andy Yeo, Head of Technology Team - Noble & Co Ltd

We have seen a number of significant spinout successes in the recent past, with companies raising significant finance from the venture capital community and on the public markets. Recently the rate of these deals seems to have slowed so what is the future going to be like for spinouts looking to raise funds in the venture capital and public markets? We have invited a number of experienced investors and fund managers to take a look into their crystal balls and let us know what they see.

Workshop B2 Entrepreneurs in residence: strangers in our midst?

Chairperson: Eleanor Taylor, Head of Proof of Concept Programme - Scottish Enterprise

Invited speakers: Greville Commins, Entrepreneur in residence - SETsquared Bristol
Alan Gooding, Commercialisation Manager, EEE - University of Strathclyde
Howard Marriage, Entrepreneur in residence – Biotech Innovation and Future Health
Paul Sturrock, Executive Director, Policy & Research - NESTA

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Recent years have seen the introduction of a new role in some of our universities - the 'Entrepreneur in Residence.' Who are these people? How do they work with the academics and the technology transfer office? Are they making a difference? During this session you'll meet some of these people and learn how they operate in their own institutions.

Workshop B3

How FEC'd is UK research?

Chairperson: Alison Campbell, Managing Director - King's College London Business Ltd

Speakers: Ian Carter, Director of Research - University of Liverpool
Alison Hodge, University Partnerships Director, QinetiQ
Steve Visscher, Interim Chief Executive – BBSRC

Full Economic Costing changed the way in which we cost and price all of our research activity. It was supposed to inject more money into the system by ensuring that university research was no longer under-funded. Has it? Or has it created a much more complex, bureaucratic system which still doesn't let us cover our costs?

We'll have views from universities (who have had to cope with the changes), Industry (who were expected to cough up more cash for research) and the Government (who made it happen).

Workshop B4

Open Innovation – new paradigm or latest hyperbole?

Chairperson: Jeff Skinner, Director of Corporate Alliances - UCL

Speakers: Andrew Gaule, Director - H-I Network
Ruth Keir, Executive Director Strategic Alliances – Pfizer Ltd
Jeff Patmore, Head of Strategic University Research - BT

'Open Innovation' is all the rage. R&D intensive companies can't survive without it and universities are essential to it. But what is it? Does it really mark a shift in the relationships that major corporates want to have with the research base? Are there any new opportunities for collaboration-hungry universities? Or is it business as usual under a new name? Our three panellists (two from industry, the other a leading thinker in the area), give their opinions.

1130-1200

Tea/Coffee

1200-1300

“The Race to the Top” – The Sainsbury Review of Science and Innovation

Chairperson: Professor David Secher, Chief Executive – N8 Research Partnership

Speaker: Lord Sainsbury of Turville
former Parliamentary Under-Secretary of State for Science and Innovation

The wide-ranging review that the Government commissioned from Lord Sainsbury was published early in October. This session will include a summary of the key recommendations, together with an analysis of the Government's response and the impact on universities. Ample time for a Q&A session will be allowed.

1300

Conference ends

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