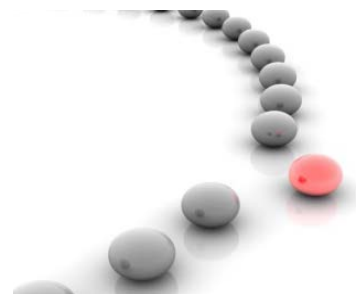


EARLY STAGE HEALTHCARE TRAINING PROGRAMME

London

Thursday 3rd December 2015



A new one day training course devised by the PLG to provide a comprehensive overview of healthcare business development fundamentals for those involved in early stage deals.

Exploitation of Healthcare IP – the Academic’s Perspective | *Professor Keith Jones, Professor in Synthetic Chemistry, Institute of Cancer Research*

- The role of academics in securing company partners completing deals to enable collaborations and managing collaborations
- The interactions academics involved in partnerships with companies have with company scientists, company lawyers and technology transfer offices.

Intellectual Property and Other Exclusive Rights *IP Specialist, Wragge Lawrence Graham & Co*

- Patents, know-how, trademarks, registered designs, copyright, regulatory marketing exclusivity, orphan drug designation
- Overview of each type of IP, timing and process
- What are the key advantages / disadvantages?

Partnering Process and Due Diligence – the Company Perspective | *Campbell Wilson, former Director of Oncology Business Development, AstraZeneca*

- Marketing the opportunity, networking, identifying potential partners
- Due diligence, confidentiality, data rooms, reports
- Negotiating term sheets

Third Party Funding | *Elaine Evans, Lead Technologist, Medicines and Healthcare, Innovate UK*

Sources of funding including:

- grants, angels, NGOs,
- venture capital explanation of equity stakes and shareholder rights

Exploitation of Healthcare IP – the Technology Transfer Offices’ Perspective | *Adrian Ibrahim, Head of Business Development and Technology Transfer, Sanger Institute*

- Identification of business assets for exploitation
- Commercial appraisal of assets including initial valuation
- Choice of development and business strategy
- Overview of deals appropriate for the chosen development and business strategy

Valuation of Healthcare IP | *Christi Mitchell, Intellectual Property Director, Highbury*

Early stage technology valuation, including:

- Benchmarking
- Financial valuation, pros and cons

Types of Deals and Agreements – Legal Aspects | *Pat Duxbury, Partner, Wragge Lawrence Graham & Co*

- Patent licenses and simple technology transfer
- Licensing and strategic collaborations (platform technologies and products)
- Divestment of technologies
- Potential issues and solutions

Implementation – Alliance Management and Technology Transfer | *Keith Smith, Alliance Director, GSK*

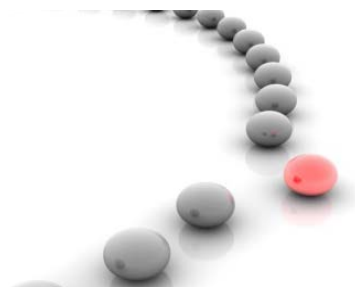
- Implementation management, team building and direction, managing relationships & dispute procedures
- Potential issues and solutions
-

For further information please visit
www.plg-group.com/events/early-stage-healthcare-bd



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Location: Wragge Lawrence Graham & Co, London

Date: Thursday 3rd December 2015

Price: £250.00 + VAT (Members: £225 + VAT)

BOOKING DETAILS

Name	
Job Title	
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Country	
Tel No:	
Email :	

Payment preference:

- Payment by Bank Transfer details will be sent out with booking confirmation
- Payment by Credit Card MasterCard or Visa only, complete section below
Or via the PLG website below

Name of Card Holder			
Credit Card Number			
Expiry Date		Security Code	
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