

HORIZON 2020



This project has received funding from the European Union's Horizon 2020 research and innovation programme under the Marie Skłodowska-Curie grant agreement No 860592

Proton transport and proton-coupled transport: Workshop 5

Working with or Starting up a Biotech Company:

For most of the young PhDs their professional life will continue in an environment that differs substantially from the known academic routine. The workshop aims at presenting the multiple facets of life sciences: From Contract Research Organization to Patent Attorney, from Big Pharma to small Biotech, from Drug Discovery to Sales and Marketing.

At the same time students have been devoting their time to their research project for more than 2 years and some ideas may have the potential to be successful as business case. To validate the ideas on the one side, raise interest in the multiple facets of entrepreneurship and lead the way to a successful start in a private venture the workshop will touch upon the different aspects of starting a company.

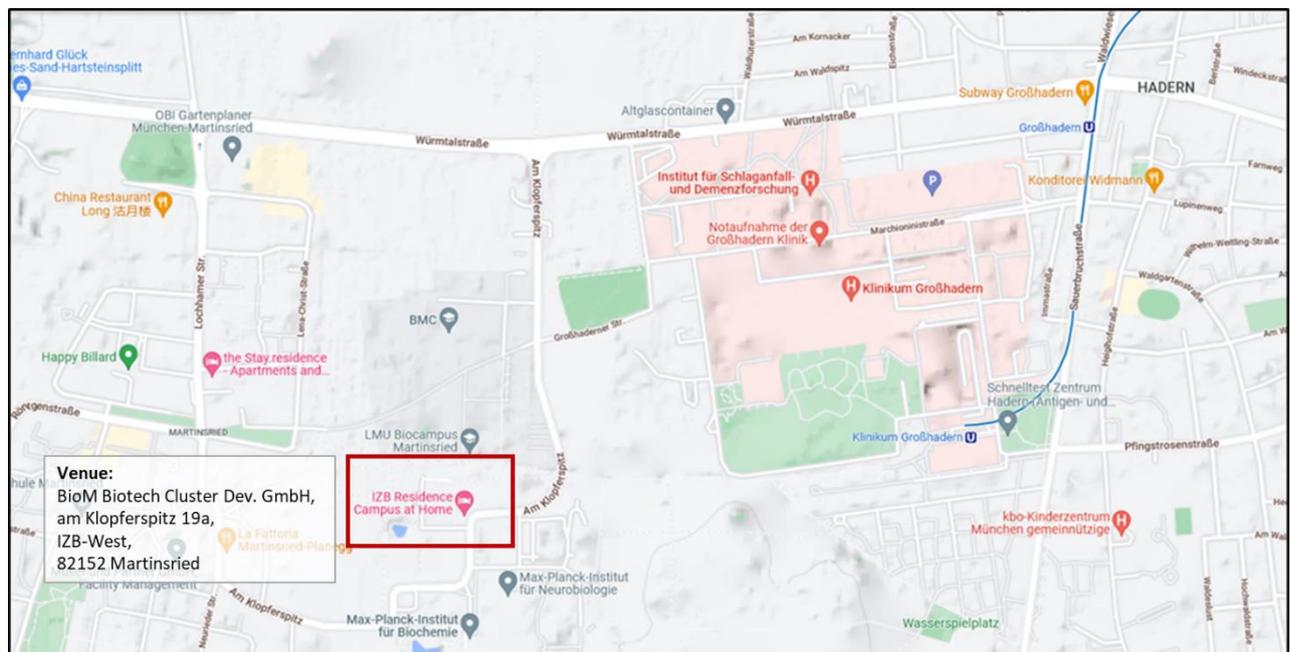
Namely, defining a product, estimating the market size, finding strategies to access this market and putting together a team to remain successful in this market are of key importance. Similarly, IP issues are of great relevance, some competences regarding sales and the interaction with venture money will be critical for a successful start as entrepreneur.

For this the students will be trained in putting together and presenting a business pitch. Intana will invite speakers, covering aspects of IP, Sales, Marketing, Finances. In addition, a coach specialized on business pitching will support their efforts and successful entrepreneurs will be invited to share experiences.

Wednesday, Nov. 8th – Saturday, November 12th

Venue: Munich / Martinsried

BioM Biotech Cluster Development GmbH, am Klopferspitz 19a, IZB-West, 82152 Martinsried



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Participants

1. Bhav Kapur
2. Bingxin Chu
3. Seonwoo Lee
4. Abhinav Insan
5. Alejandro Martinez Leon
6. Satyaranjan Biswal
7. Honey Jain
8. Iuliana Marilena Andrej
9. Nathan Epalle
10. Iga Jakobowska
11. Anna Maznichenko
12. Stefania Brescia
13. Giorgia Roticiani

List of Companies

- Sirion <http://www.sirion-biotech.com>
custom made cell lines and viral vectors
- Dynamic biosensors <http://www.dynamic-biosensors.com>
(instrument manufacturer and provider - molecular interaction, GO BIO Grant, Start Up)
- Advance Core: www.advancecor.com
discovery and development of therapies against cardiac insufficiency
- Thermo Fisher www.thermofisher.com
One-stop gigantic ware house with all products for the scientific community
- siTOOLS <http://www.sitoolsbiotech.com>
RNAi products, young start up, founded Oct 2013
- Biomax <http://www.biomax.com>
Software products and solutions for life sciences
- Intana Bioscience <https://www.intana.de>
Assay development, Screening and target Occupancy studies
- Roche <https://www.roche.com>
Big Pharma; 125 yrs of Biotech, Diagnostics, Medicines
- Maiwald Intellectual Property <https://www.maiwald.eu>
One of Germany's largest and best-known firms in the field of intellectual property (IP)
- High Tech Services GmbH <https://www.hightechservices.de>
Management, Controlling, Reporting, Accounting

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List of speakers

Dr. Christian Thirion, CEO, Sirion

Christian O. Thirion, Ph.D serves as Chief Executive Officer, Chief Technology Officer, and founder of SIRION Biotech GmbH since 2005. He held multiple leadership positions over a nearly fifteen-year tenure and was responsible for the scientific direction and strategic planning for SIRION. Prior founding SIRION Christian was a postdoctoral fellow at the Department of Gene Therapy at Universitätsklinikum Ulm and led a team for neuromuscular disorders research at the Universitätsklinikum der Ludwig-Maximilians-Universität München. Christian holds a Ph.D in Biochemistry and holds a diploma in Chemistry, both from Ludwig-Maximilians-Universität München. Since February 2020 Christian serves as a Board Member of InProTher Aps.

Dr. Dieter Maier, Biomax

Dieter Maier is the Director Project Management at Biomax Informatics AG, located in Planegg near Munich, Germany and responsible for industrial and scientific project-based development of knowledge management, data integration and data mining solutions. He manages the strategic scientific and business development with external partners and collaborators.

His areas of expertise in bioinformatics are machine learning, knowledge modelling, data integration, pathway modelling, statistical data analysis, expert systems and the prediction of gene structure and function. Software projects he managed encompass systems biology infrastructure, systems medicine knowledge management, automatic function prediction and IP management. He is or has been leading knowledge management work packages in more than 10 European and national collaborative research projects and coordinates three national BMBF Systems Medicine projects.

His research interests are semantic representation of knowledge, statistical data mining and probabilistic and deterministic modelling and simulation in the fields of Systems Biology, Systems Medicine and toxicology of advanced materials and chemical mixtures. A special focus of his work is the translation of research developments into clinical practice providing predictive clinical decision support systems and business process workflow support systems.

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Dr. Maier received a diploma degree in Biology from the University of Regensburg, Germany, in 1995. During his thesis, he worked on large-scale mutagenesis of the visual system of *Drosophila melanogaster* at the Developmental Biology Institute, Regensburg. He received his Ph.D. in 2000.

In January 2001, Dr. Maier joined Biomax Informatics as scientific researcher on structural and functional genome analysis. Founded in 1997, Biomax provides services and computational solutions for better decision making and knowledge management in the life sciences, with a special focus on semantic knowledge representation, data integration and knowledge aggregation. Since then Dr. Maier has gained experience and recognition as an expert on knowledge management in Systems Biology and Systems Medicine.

Dr. Stefan Dengl, Roche

To be added



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Dr. Ralf Strasser, Dynamic Biosensors GmbH

Ralf is a Co-founder and Chief Operating Officer at Dynamic Biosensors GmbH, a Munich based biotech company created in 2012, which commercializes a novel chip technology for the analysis of molecular interactions (switchSENSE®). He is responsible for Customer Relations and strategic decisions at Dynamic Biosensors. After having received his PhD in Chemistry from the Ludwig-Maximilians-University in 2009, he joined the Biosensors group at the TUM. Ralf authored various scientific papers and patents in the field of interaction analysis.

Dr. Hans Buegl, Thermo Scientific AG

Hans Bügl studied Biology at the University of Regensburg and graduated in the field of Protein Biochemistry. For his PhD program, Hans joined the Lab of James Bardwell in Ann Arbor, Michigan where he investigated ribosomal RNA methylation under heat shock response. After receiving his PhD, he started his career in a small Biotech Company ,Profos, and in 2004 joined Genearth, a provider of synthetic genes, as sales manager North America and successfully built a North American sales organization. After Genearth's subsequent acquisitions into Thermo Fisher Scientific, Hans has been given growing responsibilities in the commercial organization of Thermo Fisher Scientific. Hans currently holds the position of Commercial Director, Southern Europe, for Thermo Fisher Scientific's Clinical Diagnostics business.

Prof. Dr. Götz Münch, AdvanceCor GmbH

Götz Münch is co-founder and managing director of advanceCOR GmbH, Martinsried, a Biotech company dedicated to the development of cardiovascular drugs. He was co-founder and managing director of Corimmun GmbH, which was successfully sold to Johnson & Johnson in 2012. Previously, he founded and managed ProCorde GmbH, where he was responsible for the site in Martinsried after successful merger with the English Biotech company TRIGEN (London, UK) from 2005.

After completion of his MD thesis at the Pharmacology Department of the University Freiburg at Prof. Dr. K. Starke and at the University College London at Prof. Dr. G. Burnstock in 1992, he made his PhD (Habilitation) in 2004 in Pharmacology at the University Würzburg. Since 2012 he is appointed assistant professor at the University of Würzburg.

He is consultant (Facharzt) for Internal Medicine and Cardiology and is lecturer in Biomedicine at the Julius-Maximilians-Universität Würzburg and teaches in the field of physiology/pathophysiology since 2001.



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Götz is currently responsible for investor relations and the general funding and strategy of advanceCOR as Chief Executive officer. He is mainly responsible for the clinical development of the projects at advanceCOR. He planned and managed one phase I and two phase II multi-national studies as sponsor of the trial and in cooperation with an investigator-initiated study. He took the role of the Clinical Research Physician responsible for the design, preparation of the study including the approval with ethic committees and drug authorities and pharmacovigilance during the course of the study.

Dr. Stefan Hannus, Intana Bioscience GmbH

Stefan Hannus studied biology at the University of Regensburg, graduating in 1996. He joined the group of prof. Ed Hurt at the Center for Biochemistry at the University of Heidelberg, to study the biogenesis of nuclear pores using yeast genetics. Subsequently he did his PhD at the EMBL/Heidelberg and MPI Biochemistry in Munich, investigating the molecular basis of a neuromuscular disease, Spinal muscular Atrophy (SMA). After receiving his PhD Stefan joined GPC Biotech in 2001, where he worked as scientist and group leader in the biochemistry department. Here he first employed Correlation Spectroscopy based methods to investigate drug target interactions. After GPC Biotech AG closed its operation, Stefan Hannus founded Intana Bioscience GmbH jointly with Dr. Frank Becker. In 2013 Stefan Hannus joined the founder Team of SiTOOLS Biotech GmbH with Frank Becker, Michael Hannus and Dirk Bühler. Alpine Antiviral GmbH, focusing on the translation of advanced RNAi reagents into antiviral drugs was founded in 2021.

Dr. Frank Becker, Intana Bioscience

Frank Becker studied biology and started his scientific career as student at the Max-Planck-Institute for Plant Breeding in Cologne, Germany. After 4 years as postdoc at the University of California he took over a position as group leader at GPC Biotech AG, where he implemented yeast genetic tools for compound target interaction screening. After a series of promotions, he finally held the position of Director Molecular Biology, where he coordinated various drug discovery projects, preclinical studies and the implementation of innovative technologies. In 2008, Frank Becker founded jointly with Stefan Hannus Intana Bioscience GmbH. In 2013 and 2021 he was involved in the founding of siTOOL Biotech and alpine antiviral GmbH.

Michael Kring, Dipl. Kfm.:

Michael Kring is founder and managing director of High Tech Corporate Services and has 15 years of experience as interim CFO of companies in the biotech sector and has supported and consulted more than 30 start up enterprises in strategic financing questions.



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Dr. Dirk Buehler, European Patent Attorney, Maiwald Patentanwalts GmbH

Dirk Bühler studied biochemistry at the Free University Berlin, the University of California at Berkeley and the Ruprecht-Karls-Universität Heidelberg, graduating in 1998. He subsequently carried out research at the Max-Planck-Institut for Biochemistry in Martinsried, Munich and obtained his doctorate 2001 with a thesis in the fields of molecular medicine and cellular biochemistry. Dirk Bühler passed the German patent bar examination in 2004 and is also admitted to practise as a Euro-pean patent attorney at the European Patent Office. He is a qualified European trademark and design attorney admitted to practise before the European Community Trademark Office (OHIM).

Dirk Bühler joined the Munich office of Maiwald Patentanwalts GmbH in 2001 and has been one of its partners and managing directors since 2007.

Dirk Bühler is a member of the Biochemistry and Molecular Biology Society. He has received scholarships from the "Studienstiftung des Deutschen Volkes" (German National Merit Foundation) and the "Boehringer Ingelheim Foundation for Basic Research in Biomedicine". He has lectured in patent law at the Management Center Innsbruck. Dirk Bühler speaks German and English. His main areas of activity are patent prosecution, oppositions, nullity and infringe-ment actions and provision of freedom-to-operate and validity opinions in the field of chemistry, biochemistry, biotechnology and pharmaceuticals.

Dr. Michael Hannus, siTOOLS Biotech

Michael Hannus studied Biology at the University Regensburg, the University of Colorado, Boulder and the LMU Munich. For hist PhD, Michael joined Suzan eaton at the EMBL in Heidelberg where he studied tissue polarity using drosophila genetics.

Prof. Dr. Uwe Jakob, Westend Innovations

Uwe Jacob works as biotechnology adviser and as a coach for academic groups in preparation for new company spin-offs. Therefore he founded the biotech consulting company Westend-Innovation. Previously he was a founder and the first CEO of SpectraMab and SuppreMol. In parallel Prof. Jacob is teaching biochemistry at the Gene Center, Munich. Before working with SuppreMol he was assistant Professor at the Ludwig Maximilians University of Munich and a group leader at the Max Planck Institute of Biochemistry.

Uwe Jacob studied biochemistry at the Medizinische Hochschule Hannover and the University of Southern California. He finalized his PhD thesis in X-ray crystallography at the Max Planck Institute of Biochemistry. Afterwards Uwe Jacob continued his career as a post doctoral scientist at Roche Pharmaceuticals where he also finished his habilitation program."

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Programm

Wednesday, November 9th

7:00 pm Meeting and Welcome Dinner downtown Munich – details to be announced

Thursday, November 10th Job Profiles and Business Models beyond Academia

8:45 am	Meeting at BioM	Address: Bio^M Biotech Cluster Development GmbH Am Klopferspitz 19a IZB-West 82152 Martinsried
9:00	Stefan Hannus	Introduction
9:15	Ralf Strasser	Making Machines: Manufacturing Instruments for Research
10:00	Hans Bügl	Making Money: Marketing and Sales
10:45	Break	
11:15	Dieter Maier	Making Sense: Bioinformatics as Business Modell
12:00	Michael Hannus	Making it easier: Design and Production of New Reagents
13:00	Lunch	
14:00	Stefan Dengl	Making it into Big Pharma: Working at Roche
14:45	Dirk Bühler	Making Claims: Patents and IP
15:30	Break	
16:00	Götz Münch	Making Drugs
17:00	Christian Thirion	making it! Keynote Lecture
19:30 pm	dinner	

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Friday, November 11th Building a business

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| 9:00 | Meeting at BioM and Introduction | |
| 9:15 | Frank Becker - | ABC of Founding a Company: Despite Pitfalls and Failures... |
| 10:15 | Michael Kring – | All you need to know about Venture Capital Financing |
| 10:45 | Break | |
| 11:15 | Uwe Jakob – | From Business Idea to Business Plan |
| 12:00 | Stefan Hannus – | Pitching in 10 Chapters |
| 13:00 | Lunch | |
| 14:00 | Student Progress Reports and Discussions | |
| 19:30 pm | dinner | |

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Saturday, November 12^h Pitching your Business Case

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| 8:45 am | Meeting at BioM and Introduction and Distribution of Tasks |
| 9:15 | Group work on specific tasks and support from coaches |
| 10:45 | Interim survey and support |
| 11:15 | Group Work and Finalizing of Slide Deck and Rehearsal |
| 12:30 | Pitching and Comments |
| 13:00 | Lunch and Concluding Remarks |
| 14:00 | End of Workshop |