

How can I spin out my research and become a company?

The BioPark Hertfordshire, Welwyn Garden City , AL7 3AX: **14 March 2008**

- 9:15 – 9:40 **Registration**
- 9:40 – 9:55 **Introduction by the Chair:** [Professor Alan Barrell](#)
- 9:55 – 10:25 **From Bench to Boardroom: What it takes to turn Scientists into Successful CEOs.**
David Wallder Chief Executive Officer [Wallder Consulting Limited, UK](#)
 There was a time when it was rare to find a scientist in a senior executive post and even rarer to find one in the CEO's position, but today many scientists aspire to roles beyond the laboratory. The challenge for these individuals is to identify strategies that will help them gain promotion. If you are aspiring to join the boardroom the first thing to understand is what characterizes a successful CEO. David Wallder looks at what it takes.
- 10:25 – 11:55 **Personal Success Formulas to Help You Succeed**
Liz Dickson, Yabber Yakka, UK
- 11:55 – 11:20 **Mid-morning break**
- 11:20 – 11:50 **How to write a successful business plan'**
David Gough, Equinox Pharma Ltd, UK
- 11:50 – 12:20 **Bonzer or Bonanza Business - It is your choice!**
Philip Baddeley, Equity Fingerprint, UK
 Do you want to share equity to grow rapidly or would you rather remain in control of your company? Some of the options and some of the routes taken by others.
- 12:20 - 12:50 **Tax & Accounting – How to get it right first time!**
Dr David Taylor, KPMG LLP, UK
 Forming a spin out company can give rise to a multitude of tax issues and opportunities. Getting the company formation and IP transfer structurally correct at the outset is important because it will affect the company's ability to attract funding and employees, and may have a disproportionate affect on shareholders if you don't get the right advice.
- 12:50 – 13:05 Tour of the Biopark
- 13:05 – 14:00 **Lunch**
- 14:00 –14:30 **Getting Value out of Intellectual Property**
Julian Hitchcock, Mills & Reeve, UK
 Your head is a gold mine. This talk provides the tools you need to help you to extract, sell and protect it.
- 13:55 – 14:20 **Finding the right premises**
William Sprigings, Marketing Director, [BioPark Hertfordshire](#), Hertfordshire, United Kingdom
- 14:30 – 15:00 **Experiences in initiating commercialization of academic research in Optics and Biotechnology**
Professor Steve Lipson, Israel, Institute of Technology, Haifa
 During the last thirty years three developments in my university optics laboratory have found applications as commercial products, each one resulting in a thriving company. Each one started its way on a different model. One involved an infra-red spectro-radiometer, the second a method of spectral imaging which is widely applied to genetic research, and the third uses surface plasmon resonance for proteomics research. The last two products have received international prize recognition.

- 15:00 – 15:30 **Afternoon Break**
- 15:30 – 16:00 **An Insight into Biolatris Ltd**
 Dr Adam Collier, Science Director, Biolatris Ltd
 The presentation will cover an overview of the current investment trends and how these impact on our investment strategy for early stage biotech. We will also provide an insight into what VCs are looking for when reviewing business plans and meetings companies
- 16:00 –16:30 **How can I spin out my research and become a company**
 Martyn Postle, Director and Founder of Cambridge Healthcare & Biotech, UK
- 16:30 – 17:00 **Chairman’s summing up**

About the Chair

Professor Alan Barrell, Health Enterprise East Ltd., Medilink East Ltd., Dragon Cambridge International Ltd., E-Financial Management Ltd, UK

Biologist / Haematologist in NHS turned Businessman – in Health Care Industry, numerous senior executive positions, including CEO and Chairman roles in large and small companies. Also, ten years in Industrial Electronics Industry as CEO / Chairman – including taking companies to the London Stock exchange. This followed by five years in Venture Capital, Managing Partner of the £70 millions Cambridge Gateway early stage Fund. Business Angel, and Founder Shareholder of Library House Ltd. Latest company – China related Dragon Cambridge International Ltd. Also part-time Visiting Professor University of Xiamen, Fujian province, China, University of Bedfordshire. Senior Enterprise Fellow, University of Essex and Entrepreneur in Residence, University of Cambridge. Three other small company non-executive directorships. Treasurer, Trustee and Director of Development Board, Papworth Trust – leading Charity and Trustee, Varrier Jones Foundation.

About the Speakers

Dr Cathy Prescott, Science Director, Biolatris Ltd

Cathy is involved in directing science policy, due diligence, portfolio management and fund raising. She is a director and co-founder of a start-up company from Cambridge University; an advisory board member for the Institute of Pharmaceutical Innovation, DRW Ltd. and RetroScreen Ltd. and on the steering committee of the East of England Stem Cell network. Cathy attained her BSc in Genetics at Nottingham and her DPhil at Oxford University before holding research fellowships in the US and Europe. Formerly Assistant Director at SmithKline Beecham (now GSK) and Head of Drug Discovery for RiboTargets Limited. She has also run her own business providing advisory and operational consultancy.

Martyn Postle is Director and Founder of [Cambridge Healthcare & Biotech](#). He has a research background and has worked in and for the healthcare industry for over 26 years. He held various management positions over a ten-year period with Eli Lilly in areas such as New Product Planning, Business Development and Marketing. He left Lilly to join Rorer Healthcare in the UK, where he was Strategic Planning Director and a member of their Executive Committee. Martyn has been a Principal in both KPMG’s and Coopers & Lybrand’s consulting divisions where he led their respective pharmaceutical marketing and strategy consulting efforts. Prior to founding Cambridge Healthcare & Biotech has was a Senior Vice President of Cambridge Pharma Consultancy, where he led their Business and Marketing Strategy Group. Martyn spent 3 years with Dresdner Kleinwort Benson, where he was responsible for healthcare M&A projects based out of the bank’s London, Frankfurt and New York offices. Martyn is also guest lecturer at the University of Cambridge’s Institute of Biotechnology. He has advised over 70 different healthcare companies in a diverse range of projects including mergers, acquisitions, due diligence, licensing, marketing and general business strategy.

Mr Julian Hitchcock, Mills & Reeve, UK

Julian Hitchcock is a highly experienced intellectual property solicitor and a leading UK life science lawyer. Trained in medicine and

media, he qualified with Wragge & Co, where he helped to establish the firm's biotechnology practice, before practising in Australia and in industry. Julian now acts for leading research universities and high technology companies, as well as NHS BT and other government organisations. Julian acts as tutor on the Cambridge University entrepreneurs' summer school and at similar venues.

Dr David Taylor, KPMG LLP, UK

Following university David worked in industry for a large chemical company as a research chemist for 8 years eventually heading up their research activities. David then retrained as a tax accountant. He has advised on the formation of more than 40 companies through the spin out process, advising on corporate and personal tax issues. More recently he has been advising companies on Research and Development tax relief claims.

David Wallder, Chief Executive Officer and founder of Wallder Consulting Limited, UK

. With over 25 years working in management consulting and recruitment, David is an experienced executive search consultant and builder of successful management teams across the life sciences, physical sciences, IT and telecommunications sectors. His industry experience includes consulting roles at Korn/Ferry International and PA Consulting Group. David is Fellow of both the Royal Society of Medicine and the Chartered Institute of Personnel Development

Philip Baddeley has experience in industry, as a VC fund manager, as a successful entrepreneur and as a technology focused business angel. He devised the Yomp training tool (now Xing) used in many universities and basis of Yomping The Nations (now Flux2008). Now developing Equity Fingerprint which represents a firm's investment and growth so that entrepreneurs and investors can understand the processes involved and so improve the investment scene. NESTA are funding a major research project into growth of high technology companies based on the EF methodology.

Professor Steve Lipson, received his Ph.D. from Cambridge University in 1965. Since then he has been in the Physics dept at Technion, in Haifa Israel, where he now holds the Chair in Electro-optics. He has also worked in the Optical Industry several times on sabbaticals and as a consultant

*This meeting was **organised by Euroscicon** (www.euroscicon.com), a team of dedicated professionals working for the continuous improvement of technical knowledge transfer to all scientists. Euroscicon believe that they can make a positive difference to the quality of science by providing cutting edge information on new technological advancements to the scientific community. This is provided via our exceptional services to individual scientists, research institutions and industry. The event was hosted by **'BioPark Hertfordshire'** (www.biopark.co.uk), a new research and development centre in Welwyn Garden City providing specialist facilities and support for bioscience and health technology businesses to grow, and to develop new products and technologies*