EUVEN
European Venom Network

Working Group 3
Workshop on technology commercialization and IP utilization in venom research

“So we got a patent, what now?”

Venue: **Czech Centre for Phenogenomics**, Institute of Molecular Genetics of the Czech Academy of Sciences, Prague, Czechia;

Dates: **7/03 – 8/03/2024**

PROGRAM

Thursday 7.03. 2024

12:00 – 13:00 registration

13:00 – 14:00 What does your start-up need to be ready for investors? Process of evaluating and supporting startups before i&i Biotech Fund decides to invest.

Dr. Jiří Moos, CEO at i&i Prague, **Karel Kubias**, MBA, Partner at i&I Bio

- What to expect from early-stage investors and where to look for them;
- evaluation criteria for Bio and MedTech Funds;
- key investment criteria of i&i Biotech Fund.
- Commercialization strategy troubleshooting - what to keep in mind when considering a commercialization.
- Bonus topic: toxins as reagents from the i&i Prague point of view - what are the musts to enter a RUO/diagnostics project development with i&i Prague.

The workshop block is interactive and discussion is open throughout the whole lecture.

14:00 – 14:30 Coffee break

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14:30 – 15:30 Unorthodox antidote – toxin development and applications in the army.

Prof. Daniel Jun, Head of toxicology and military pharmacology department, University of Defense

- Synthetic chemicals as antidotes. Toxicology and medical development in the military field – what we do, where can we help in applications (preclinical development, trials).
- Case study of warfare toxin antidote development and commercialisation, history and current situation of clinical trials in the Army. Is it still possible to get API to market without a strong pharma Co.?

The workshop block is interactive and discussion is open throughout the whole lecture.

15:30 – 16:30 Getting patent to commercial application in academia.

Ing. Martin Smekal, Head of Central technology transfer office, AS CR

- Academics and general approach to applications – pros and cons, trends and pits.
- Bottlenecks of startups - what kills the IP and startup, what to prevent, how to be prepared, discussion on our recent startup cases.
- What to expect from a startup in terms of money making.

The workshop block is interactive and discussion is open throughout the whole lecture.

16:30 – 17:00 Coffee break

17:00 – 18:00 Pentapharm AG, the largest producer and supplier of purified and synthetic snake venom enzymes for cosmetic industry and medical applications.

Dr. Martin Glauner, Pentapharm marketing manager

- Current trends in commercial use of snake venom in cosmetic industry and medical applications.
- Pentapharm in-licensing interests, pipeline and development trends
- Pentapharm cooperation potential for academic CRO activities and public fund projects.

The workshop block is interactive and discussion is open throughout the whole lecture.

18:00 – 22:00 networking activities

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Friday 8.03. 2024

9:00 – 11:00 Roundtable and a case study workshop with i&i Prague representatives with a possibility to receive a project feedback and potentially an investment.

- The projects provided by participants in advance will be preliminarily consulted and selected results from the EUVEN network might be pushed further for evaluations within the investment fund.

11:00 – 11:30 EUVEN workshop further steps

Michal Schmoranz, Technology transfer office Institute of Molecular Genetics AS CR

- Current EUVEN IP, background and foreground policies, MTA, NDA, IPR, transforming the consortia, domicile and responsible research, licensing technology co-owned by the consortia partners.
- Commercialisation vs. utilization vs. IP protection

11:30 - EUVEN take home message

Prof. Gregor Anderluh, EUVEN Management committee, Director of National Institute of Chemistry, Slovenia

The participants are encouraged to send a one-page disclosure free technology proposals / information lists on their research projects and goals. The representatives from i&i Prague will do a preliminary analysis and select technologies that shall be consulted as part of the Friday workshop for which all the participants will sign an interinstitutional Confidentiality Agreement. The present participants will be signing an Information sheet to the Confidentiality Agreement.

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