



Programme 2018

3-4 October, 2018

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Hotel Cumbres Lastarria
Santiago, Chile

3rd Annual TTS Latin America.

Hotel Cumbres Lastarria

Santiago, Chile, 3 - 4 October 2018

Day 1: Wednesday

08:30 Registration & Coffee

09:00 Official Opening, Welcome & Introduction.

- Opening remarks: Christian J. Suojanen, Co-Founder/Chairman, TTS Global Initiative, USA
- Welcome Remarks: Sebastian Sichel, VP CORFO
- Luis Alejandro Silva, Vice Rector of Research, Universidad de los Andres, Santiago, Chile

09:30 Keynote 1: Innovation models in academia and health systems.

- Keith Graff, Principal, ECG Management Consultants, Chicago, Illinois, USA

10:00 Innovation policy & building a high impact national innovation ecosystem.

Moderator: Christian J. Suojanen, Co-Founder/Chairman, TTS Global Initiative, USA

- Lorena Muñoz, Socia Directora, Effectia Innovation Solutions, Madrid, Spain
- Keith Graff, Principal, ECG Management Consultants, Chicago, Illinois, USA
- Carlos Baez-Pagan, Technology Manager, Puerto Rico Science, Technology & Research Trust, Puerto Rico
- Marcela Angulo, Gerente de Capacidades Tecnológicas, CORFO, Chile

10:45 Photograph of TTS LATAM 2018

10:50 Coffee & Networking Breakout

11:15 Keynote 2: Building university-industry engagement around innovation in medical devices.

- Vibhu Sachdev, Technology Licensing Officer, Weill Cornell Medical College, New York, USA

11:45 Building synergies & collaboration between research stage, innovation & technology transfer

Moderator: Morris S. Berrie, Co-Founder/Chairman, TTS Global Initiative, UK

- Juan Carlos Lopez, Managing Director, Haystack Sciences, ex Global Head of Academic Alliances, Roche, and ex Editor in Chief, Nature Medicine, NY, USA
- Analia Lemmo Charnalia Senior Business Manager, UCL Business, London, UK
- Vibhu Sachdev, Technology Licensing Officer, Weill Cornell Medical College, New York, USA
- Mariana Berenstein, CEO Knowhub, Chile

12:30 Networking Lunch

Workshop Presentations & Discussion:

13:30 IP & Patent Law: "Fun" with IP Clauses as part of global strategies to enable your Business Model, Financing, and Deal-Making.

- Dmitry Vinarov, Partner, MBHB LLP, Chicago, USA

14:15 Fostering entrepreneurship: Tech Transfer, Entrepreneurship & Financing perspectives at the National Institutes of Health (NIH)

- Steve Ferguson -Deputy Director, Licensing & Entrepreneurship, Office of Technology Transfer, National Institutes of Health (NIH), USA

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Day 1: Wednesday Continued...

15:00 Coffee & Networking Breakout

15:30 Best practices in technology transfer & marketing research results & IP.

Moderator: Christian J. Suojanen, Co-Founder/Chairman, TTS Global Initiative, USA

- Steve Ferguson –Deputy Director, Licensing & Entrepreneurship, Office of Technology Transfer, National Institutes of Health (NIH), USA
- Analia Lemmo Charnalia Senior Business Manager, UCL Business, London, UK
- Pascale Chaise da Veiga, Business Development Manager, Pontificia Universidade Católica do Rio Grande do Sul, Porto Alegre, Brazil
- Bernardita Araya, CEO HUBTECH, Chile

16:15 Launching a seed stage biomedical accelerator: Harvard, a case study.

- Leandro Vechter, Associate Director of Business Development, Blavatnik Biomedical Accelerator, Harvard University, Cambridge, Massachusetts, USA

16:45 Financing early-stage biotech: Best practices & what international investors are looking for.

Moderator: Lourdes Ayala, Partner, Bird & Bird, Madrid, Spain

- Leandro Vechter, Associate Director of Business Development, Blavatnik Biomedical Accelerator, Harvard University, Cambridge, Massachusetts, USA
- Carlos S. Baradello, Managing Partner Sausalito Ventures & General Partner ALAYA Capital Partners, Sausalito, California, USA
- Juan Garcia, Managing Director, Bioseed Capital, Barcelona, Spain / London, UK
- Guillermo Carey, Carey IP, Chile
- Markus Schreyer, Ganesha Lab, Chile

18:00 End of Day Discussion with the speakers and participants

Christian J. Suojanen, Co-Founder/Chairman, TTS Global Initiative

18:30 TTS Networking Reception (*Isidora Goynechea 2800, 47th floor*)

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Day 2: Thursday

08:30 Registration & Coffee

09:00 Opening

Moderator: Morris S. Berrie, Co-Founder/Chairman, TTS Global Initiative, UK

09:15 Keynote 3: Advancing innovation and doing business in Europe and the UK: The continuing opportunities for international partnering, collaborations, regulatory, market entry & M&A. What Chilean and Latin American TTOs and biotech companies need to know.

- Sally Shorthose, Partner, Bird & Bird Solicitors, London, United Kingdom

10:00 The market & customer: What industry wants from researchers, TTOs and early stage companies; what they need and what drives deals.

Moderator: Paul Tully, Partner, MBHB LLP, Chicago, USA

- Juan Carlos Lopez, Managing Director, Haystack Sciences, ex Global Head of Academic Alliances, Roche, and ex Editor in Chief, Nature Medicine, NY, USA
- Juan Garcia –Managing Director, Bioseed Capital, Barcelona, Spain / London, UK
- Emma Chávez, Integrante del Comité Ejecutivo, HUB APTA, Chile

10:45 Coffee & Networking Breakout

11:15 Keynote 4: From academic research to industry, through start up and 2018's best performing NASDAQ biotech IPO. A Personal Perspective & Reflections insights and lessons learned, for researchers, TTOs and CEOs.

- Jorge A. Quiroz, Chief Medical Officer, Solid Biosciences, Cambridge, Massachusetts, USA

11:45 Closing Roundtable Discussion

Moderator: Christian J. Suojanen, Co-Founder/Chairman, TTS Global Initiative, USA

- Matias Vial, Vice Rector for University Relations, Universidad de los Andes, Santiago, Chile
- Carlos S. Baradello, Managing Partner Sausalito Ventures & General Partner ALAYA Capital Partners, Sausalito, California, USA
- Keith Graff, Principal, ECG Management Consultants, Chicago, Illinois, USA
- Jorge A. Quiroz, Chief Medical Officer, Solid Biosciences, Cambridge, Massachusetts, USA
- Luis Magne, REEdGT Director, Chile

12:45 Close of TTS Latin America 2018 Lunch