

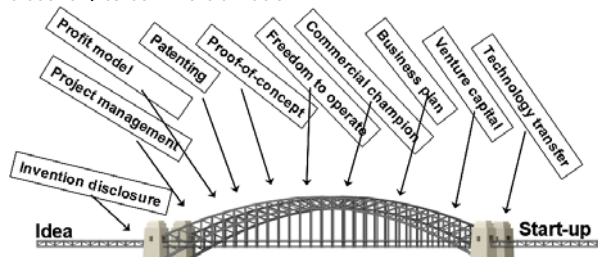
Why Bridge Research & Commercialization?

Innovation has become a global race. Now more than ever, advanced societies are focusing on exploiting abilities to create innovative products, stimulate high technology based industries and secure high content jobs to benefit the strategic development of their economies.

To address these issues, institutions should offer entrepreneurship courses to experienced researchers, students, new technology transfer officials and start-up managers to help understand, stimulate and support entrepreneurship.

The Content of the Entrepreneurship Course

The course is designed to take the participants through the entire entrepreneurship process from the early scientific discovery to commercialization.



The above picture outlines the key steps in the process from the early scientific discovery to a new innovative business is established.

Accordingly, the main topics of the course are:

Patenting

Principles, process, national / international laws, regulations and practice, similarities / differences between US and European patenting laws and practice.

IPR Strategies

Scientific/commercial aspects, how to develop an IP strategy to accelerate the innovation process and to safeguard IP investments, mastering freedom to operate in the Biotech/Medtech industry, patent litigation, infringement and enforcement.

Licensing

Models and negotiation strategies. What a university and start-up expect from a technology license.

Drug Testing

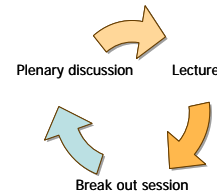
Design, implementation, analysis and presentation of clinical trials, adaptive clinical trial designs.

Life Science Business Development

Strategy and organization when transferring a scientific idea into a commercial product / business, business plan development, product pipeline analysis, market analysis, market potential prediction, alliance structures and negotiation conditions, capital recruitment (pre-seed, seed, venture capital).

Course Structure and Time Schedule

The course is structured around fictitious technology disclosures (case studies) that attendees develop into a start-up biotech or medtech business. Participants are organized into workgroups, each assigned to a particular case.



The course structure encourages active participation by the attendees.

The focus during the seminar days is as follows:

Monday

*Introduction to technology cases
Introduction to intellectual property management
World-wide Patenting*

Tuesday

Patent strategy & intellectual property valuation

Wednesday

*Getting a drug on the market
Licensing or selling your intellectual property*

Thursday

How to create a new and innovative business. Fundamentals of a solid business plan

Friday

Mastering the investor elevator pitch

The Typical Course Attendant

Past attendants have been graduate level and post-doctoral students, university personnel responsible for technology transfer, and start-up company managers.

Ventac Partners (www.ventac-partners.com)

Ventac Partners are international venture catalysts in life sciences. All partners are experienced biotechnology industry leaders from the US and Europe. They provide a strong track record in identifying and growing business opportunities as well as hands on management. Three of the partners are heading the course:

Mikael Ørum is co-founder and General Partner of Ventac Partners since 2002. He holds more than 30 years of executive experience in the biotechnology and finance sectors with proven track record in identifying business opportunities, developing and executing strategic business plans, fund raising, and international deal making.

Mikael Ørum is serving as Chairman and/or Board Member of several biotech and other companies. He is Vice Chairman of Medicon Valley Alliance (www.mva.org), member of the Council of the Danish Technical University (www.dtu.dk) and of the advisory board of the Institute of Micro- and Nanotechnology (www.mic.dtu.dk). He is advisor to several universities on matters of commercialization of life science research and frequent speaker and moderator at conferences.

Prior to joining Ventac Partners, Mikael Ørum held the position as CEO of Exiqon A/S (www.exiqon.com), listed on Copenhagen stock exchange. Furthermore, he is co-founder of Santaris Pharma, A/S (www.santaris.com), and Avexxin AS (www.avexxin.com). He is CEO of the latter since 2005.

Within the life science sector he has over time served on several government committees and has participated in international projects focusing on healthcare, industrial growth and biotech initiatives.

Until 1995, Mikael Ørum held several executive positions across the financial and electronic engineering sectors responsible for large organizational, IT and other technology departments and projects.

Dr. Robert Buchanan joined Ventac Partners as a General Partner in April of 2007. He is a patent attorney registered to practice before the U.S. Patent & Trademark Office (USPTO). He is also licensed to practice law before certain state and federal courts in the United States. Currently, Dr. Buchanan is patent counsel to start-up companies and non-profit research institutions based in Europe, Asia and the United States.

Prior to joining Ventac Partners, Dr. Buchanan was co-chair of the Life Sciences Practice Group of Edwards Angell Palmer & Dodge, LLP; a mid-size American law firm based in Boston. His practice involved counseling clients of all sizes (start-up, mid-size and Fortune 500 companies), as well as providing legal and business advice to non-profit institutions, universities, teaching hospitals and venture capital firms throughout the United States and Europe.

Dr. Buchanan has extensive experience in designing effective patent prosecution, licensing and product launch strategies for start-up companies. He is well-versed in addressing complex legal issues that can arise during private financings, M&A deals, licensing and other transactions requiring substantial due diligence.

Dr. Buchanan obtained his Ph.D. from the University of California (Biochemistry) and completed post-doctoral training as a Fellow of The California Institute of Technology (Neurogenetics). Dr. Buchanan received a law degree from Suffolk University Law School in Boston.

Dr. Buchanan is frequently invited to speak on business and legal issues effecting start-up companies. Businesses based in countries with emerging technology sectors are of special interest. In 2005 and 2006 he was recognized as a *Massachusetts Rising Star* by *Law & Politics* and *Boston Magazine*.

Dr. Lars Hedbys joined Ventac Partners as General Partner in August 2006. He has over 25 years of life science industry and science experience including over 15 years in senior and executive management positions in the pharmaceutical industry. Dr Hedbys brings extensive experience in drug development, product strategy development and business development. Dr Hedbys has a track record of leading large operational organizations, organizations in change as well as managing rapid growth in young private companies. He has proven leadership in multinational management teams and organizations. His curriculum also includes a number of board membership roles.

Important positions prior to joining Ventac Partners include: General Manager, Synarc A/S (Denmark), Vice President and Site General Manager, AstraZeneca R&D Lund (Sweden) and Vice President, Global Clinical Operations & Project Management, AstraZeneca R&D.

Dr Hedbys holds a M. Sc. in chemical engineering from Chalmers University and a PhD in Applied Biochemistry from the University of Lund.

Ventac Partners Core Client Services

Ventac Partners provides consulting services for life science industry, governmental entities and universities.

Industry –we help you to establish your success story

- Founding and Fund Raising
- Intellectual Property Consulting
- Management Consulting
- Deal Making
- Mergers and Acquisitions

University and Researchers- we help create innovative business opportunities

- Technology transfer office support
- University Training
- New Company Formation