

Texas-United Kingdom Collaborative Research Initiative

“Technology Transfer – Technology Commercialization Meeting”

March 31, 2003

Room 116, Jones Graduate School of Management
Rice University
Houston, Texas

Aims

- To profile best practice in the commercialisation of the biosciences by sharing information between technology transfer organisations in Texas and the UK
- To provide input from and access to the investment community
- To match technology complimentary research findings
- To discuss multiparty IP ownership and exploitation
- To develop good working relationships between the partner institutions

8.30 am Welcome - Denis R. Headon

8.40 am Dr. Steven Currall, Professor of Entrepreneurship and Management, Psychology and Statistics, Rice University and Director, Rice Alliance. Technology Commercialization and New Venture Development: An Integrative Center at Rice University
The Rice Alliance for Technology and Entrepreneurship was founded in 1999 and is devoted to the support of technology entrepreneurship through a collaborative effort among the Schools of Engineering, Management and Natural Sciences. Dr. Currall, a founding director, will discuss the activities of the Alliance.

Tech Transfer Models – United Kingdom

9.15 am Susan Searle, Managing Director, Imperial Innovations Ltd., Imperial College Company Maker
Imperial College Company Maker Limited (ICCM) is dedicated to the creation and support of spin-out companies from Imperial College. Formed in April 1998, ICCM deliver both expertise and material resources to new start-ups.

9.35 am Dr. Maire Smith, CEO Manchester Innovation Ltd. Licensing or Assignment of IP, the Pros & Cons
Manchester Innovation and its predecessors have had a great deal of success through out-licensing and the establishment of spin-out businesses based on University technologies. Over the past 3 years, MIL has started 19 companies, filed 191 patents and done 27 licensing deals.

9.55 am Dr. P Gordon Malan, Biotechnology Exploitation Platforms, Lessons Learnt
The aim of the BEPs is to create new opportunities for the exploitation of intellectual property arising from publicly funded bioscience research in the UK through the capture and protection of IP, and the creation of new and viable IP portfolios.

10.30 am Refreshment break

Tech Transfer Models - Texas

11.00 am US technology transfer practices.

Technology transfer and commercialization models in Texas display a substantial degree of cohesion due to the history of research collaboration by institutions within Houston and within the region generally. The topic will thus be considered by a panel consisting of attendees from the various Texan institutions participating and assembled by Daryl Boudreaux, Rice University; Lynne Schaefer, Baylor College of Medicine and Bruce Butler, University of Texas Health Science Center.

12.15 pm Lunch with a lunchtime talk by Dr. Rick Smalley of Rice University. Dr. Smalley won the Nobel Prize for Chemistry in 1996 for his work on carbon nanostructures.

Case Studies

1.30 pm Dr. Mike Leek, Commercial Director, Intercytex Ltd

Founded in 1999, Intercytex are a Regenerative Medicine company with laboratories and offices located in Manchester, UK and Lexington, Massachusetts. Their mission is to develop and commercialise cell-based therapeutic solutions for treatment of tissue and organ failure.

2.00 pm Lexicon Genetics

Lexicon Genetics' Genome Pharmaceutical Center is located in a 300,000 square feet facility in Texas and 118,000 sq.ft. facility in New Jersey. The company was founded in 1995 from technology developed at Baylor College of Medicine and had an initial public offering in Q2, 2000.

Funding a Bioscience Venture

2.30 pm Dr. Doug Yarrow, Head of Business Innovation and International Group,

BBSRC. Business Plan Competition, How to write a good business plan
BBSRC, through its Business and Innovation Unit, has responsibility for promoting an environment in which opportunities for knowledge transfer within the bioscience community are maximised, encouraging the translation of Intellectual Property (IP) and expertise into new products and processes.

2.50 pm Dr. Vishal Gulati, Atlas Ventures

How to catch a VC's eye. What to do/what not to do

Dr Vishal Gulati joined Atlas Venture in 2000. Previously, he was a policy analyst at The Wellcome Trust in London where he worked on projects including the Functional Genomics Development Initiative. Vishal trained in medicine at Rajasthan University in India and at Imperial College School of Medicine in London. He has worked in genomics at the Wellcome Trust Centre for Human Genetics in Oxford and in molecular and cellular immunology at Imperial College in London.

3.15 pm Dr. Bob Ulrich, Vanguard Ventures
Dr. Bob Ulrich is General Partner at Vanguard Ventures investing in the Life Sciences sector. He has spent his life turning technology into successful commercial products through working in product development, being a CEO of a start up, an incubator president and a VC. He will discuss the funding of emerging technologies.

Breakout Session:

3.40 pm Facilitated discussions on issues to be resolved

4.45 pm Reception