

*EATRIS-Plus 2-day workshop*

# Building Strong Partnerships Between Industry and Academia

Ljubljana  
29-30 September 2022

**eatris+**



This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No 871096

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# Building Strong Partnerships Between Industry and Academia

Ljubljana  
29-30 September 2022

Workshop Booklet

# This workshop was empowered by...

Univerza v Ljubljani  
Fakulteta za farmacijo



# eatris

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University of Ljubljana, Faculty of Pharmacy, Slovenia  
Biocat, Spain  
EATRIS, The Netherlands

## Organizing and Curriculum Committees

Irena Mlinarič-Raščan, WP7 Leader (Ljubljana, Slovenia)  
Žiga Jakopin (Ljubljana, Slovenia)  
Dunja Urbančič (Ljubljana, Slovenia)  
Martin de Kort (Amsterdam, The Netherlands)  
Tamara Carapina (Amsterdam, The Netherlands)  
Nigel Wagstaff (Amsterdam, The Netherlands)  
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Dragon on Dragon Bridge (Alistair Young - originally posted to Flickr, CC BY 2.0)

## Welcome to the EATRIS-Plus workshop on best practices in public-private collaboration!

University of Ljubljana, Faculty of Pharmacy (Slovenia), Biocat (Spain) and EATRIS (The Netherlands) are pleased to welcome participants to the second edition of EATRIS-Plus workshop on best practices in public-private collaboration entitled *Building Strong Partnerships Between Industry and Academia*!

It has truly been our pleasure to put together the scientific programme for this workshop, and to hand-pick the speakers. The agenda of the workshop covers a wide range of topics selected to highlight the benefits and challenges of public-private collaboration from both ends, with speakers from industry and academia. The workshop programme is designed to provide interactive communication and exchange of experience, as well as useful tips on legislation and intellectual property. We sincerely hope that you will find the workshop programme attractive and, above all that it will help you build strong partnerships with the stakeholders in the future.

Fortunately, this year, the workshop will be conducted in a live format, allowing for personal contact, face-to-face gathering and socializing. Committed to carry out the educational arm of the programme at the highest level possible, we will also do our best to encourage and support networking, teamwork and collaboration among the participants. To this end, we have planned several activities, that we hope you will find useful and will be able to make most of them.

Finally, we would be remiss if we did not draw your attention to the venue itself, the beautiful city of Ljubljana. We hope that you will take the opportunity to enjoy the wonders of Ljubljana with us, and that you will join our post-workshop tour to explore the picturesque Gorenjska region and tantalize your taste buds with local culinary specialties.

We wish you a warm welcome to Ljubljana!

**Prof. Dr. Žiga Jakopin,  
Dr. Dunja Urbančič, and  
Prof. Dr. Irena Mlinarič-Raščan**

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**EATRIS-Plus** is a flagship project of EATRIS ERIC that aims to consolidate EATRIS infrastructure's capacities in the field of personalized medicine, in order to better serve academia and industry and augment the number of EATRIS Innovation Hubs with large pharma. One of the main goals of the project is to promote and expand our training opportunities and deliver new educational events and content to better serve our research community.



# BUILDING STRONG PARTNERSHIPS BETWEEN INDUSTRY AND ACADEMIA

## eatris+ workshop

29 September 2022

Welcome



11.00



13.00



15.00



17.00



11 things you need to know about industry-academia collaboration, *Martin de Kort*

Commercial stuff you should know: IP, licensing, start-ups, royalties, negotiation and a few other things we can think of, *Nigel Wagstaff*

Turning deal-breakers into deal-makers - the legal perspective, *Tamara Carapina*

Science and business DO mix! Resolving issues on the way to more and better deals, *Nigel Wagstaff*

Industry point of view:

- *Takis Biotech, Italy*
- *Educell, Slovenia*
- *Galecto, Sweden*
- *Animacel, Slovenia*
- *Heecap, Spain*

Ljubljana Tour

**WS activity 1:** Are there more than 11 things to know?  
*Sharing of experience among participants*

Lunch and networking

**WS activity 2:** Issues and their resolution on the road to the deal  
*Nigel Wagstaff, Tamara Carapina, Martin de Kort*

Workshop dinner

30 September 2022

Daily intro



11.00



13.00



15.00



17.00



**WS activity 3:** Negotiating the deal  
*Luis Ruiz-Avila (Aquilon Cyl SL & Leukos Biotech SL)*

Wrap up and lunch

Research consortia, biotech ecosystems, infrastructures and TTO point of view:

- *Biocat, Spain*
- *EATRIS, The Netherlands*
- *Val d'Hebron Institute of research, Spain*
- *Knowledge transfer office UL, Slovenia*
- *PhD4GlycoDrug, Slovenia*
- *Novartis, Slovenia*

Post-workshop Tour



# Practical Information

Venue	University of Ljubljana, Faculty of Pharmacy Aškerčeva 7 1000 Ljubljana, Slovenia
	Lecture room: P1 (ground floor)
Registration desk timetable	University of Ljubljana, Faculty of Pharmacy In front of lecture room: P1 (ground floor)
	Thursday, 29 September 2022: 8:30 – 11:00 13:30 – 14:00 17:00 – 17:30
	Friday, 30. September 2022: 8:30 – 9:15 12:45 – 14:00
Wifi	FFA-GUEST Passcode: farmacija
Workshop language	The official language of the workshop is English. There will be no simultaneous translation.
Coffee breaks and lunches	In front of lecture room P2 (first floor)
Workshop dinner	For no additional costs at Restaurant Manna Eipprova ulica 1a 1000 Ljubljana
Post-workshop tour	Departure: on Friday, 30 September 2022, at 14:00. Gathering: in front of the Faculty (Aškerčeva 7, Ljubljana) at 13:50.
Name tags	Participants will receive name tags and are kindly asked to wear them throughout the workshop, even at social events.
Mobile phones	We kindly ask you to mute your phones during the lectures and workshop activities. The recording of lectures is not permitted.
Question?	Do not hesitate to ask: Dunja Urbančič: <a href="mailto:dunja.urbancic@ffa.uni-lj.si">dunja.urbancic@ffa.uni-lj.si</a> Lauranne Duquenne: <a href="mailto:lauranneduquenne@eatris.eu">lauranneduquenne@eatris.eu</a>



The background is composed of several geometric and organic shapes. A large, solid orange triangle is in the top right. A dark blue triangle occupies the bottom right and middle. A teal triangle is in the bottom left. The top left area features a white background with a subtle, grey marbled or wavy pattern.

# Workshop Programme

8.30 – 9.00

Registration

9.00 – 9.05

Opening and welcome address

Žiga Jakopin

9.05 – 9.15

Welcome to UL FFA

Irena Mlinarič-Raščan

9.15 – 9.45

11 things you need to know about industry-academia collaboration

Martin de Kort

*Activity: Are there more than 11 things to know?*  
*Sharing of experience among participants*

Tamara Carapina

Martin de Kort

Nigel Wagstaff

10.15 – 11.00

Commercial stuff you should know: IP, licensing, start-ups, royalties, negotiation and a few other things we can think of

Nigel Wagstaff

11.00 – 11.30

*Coffee break*

11.30 – 12.15

Turning deal breakers into deal makers – the legal perspective

Tamara Carapina

12.15 – 12.55

Science and business DO mix! Resolving issues on the way to more and better deals

Nigel Wagstaff

12.55 – 13.45

*Lunch break*

Day One  
Thursday,

29 September 2022

# Day One

## Thursday,

### 29 September 2022

13.45 – 15.35	SME point of view: examples of public-private collaboration	Montse Daban Marín
	<i>Takis Biotech, Italy</i>	Luigi Aurisicchio
	<i>Educell, Slovenia</i>	Lenart Girandon
	<i>Galecto, Sweden</i>	Ulf Nilsson
	<i>Heecap, Spain</i>	Laura Lizama Velazquez
	<i>Animacel, Slovenia</i>	Gregor Majdič
15.35 – 15.50	Coffee break	
15.50 – 17.20	Activity: Issues and their resolution on the road to the deal	Tamara Carapina Martin de Kort Nigel Wagstaff
	<i>Introduction to group work</i>	
	<i>Group work: Discussing issues</i>	all participants
	<i>Plenary feedback: issue resolutions</i>	
17.20 – 17.25	Daily wrap-up	Žiga Jakopin
17.30 – 19.30	Ljubljana Tour	Tourism Ljubljana
19.30 – 22.30	Workshop Dinner	Restaurant Manna

8.45 – 9.00	Doors open / Registration	
9.00 – 9.05	Daily introduction	Žiga Jakopin
9.05 – 11.00	Examples from public-private collaborations models: public perspective	Irena Mlinarič-Raščan
	<i>Biocat, Spain</i>	Xavier Aldeguer Mante
	<i>EATRIS, The Netherlands</i>	Martin de Kort
	<i>Knowledge transfer office UL, Slovenia</i>	Urša Jerše
	<i>Val d'Hebron Institute, Spain</i>	Laia Arnal Arasa
	<i>PhD4GlycoDrug, Slovenia</i>	Marko Anderluh
	<i>Lek, Novartis, Slovenia</i>	Darja Ferčej Temeljotov
11.00 – 11.20	Coffee break	
11.20 – 12.50	Activity: <i>Negotiating the deal</i>	Luís Ruiz-Avila
	<i>Introduction to group work</i>	
	<i>Group work: Case studies and discussion</i>	all participants
12.50 – 13.00	Daily wrap-up and Farewell	Žiga Jakopin
13.00 – 14.00	Lunch	
14.00 – 23.00	Post-workshop tour	

Day Two  
Friday,  
30 September 2022

The background is composed of several geometric and organic shapes. A large, solid orange triangle is in the top right. A large, solid dark blue triangle is in the bottom right. A large, solid teal triangle is in the bottom left. The remaining area is filled with a white and light grey marbled pattern. The text "Meet the Team" is written in a bold, orange, sans-serif font, positioned in the lower right area of the dark blue triangle.

Meet the Team



## Prof. Dr. Irena Mlinarič-Raščan



Prof. Irena Mlinarič-Raščan, MPharm, is a dean of the Faculty of Pharmacy, University Ljubljana, Slovenia, National director of EATRIS.SI and President of the UNESCO national committee.

Irena is a full professor in pharmacogenomics, immunology and cell biology. She had completed two postdoctoral fellowships at the Mount Sinai Hospital Toronto and at the Tokyo University, and was a guest professor at the Universities of Bern and Vienna.

Her research work involves pharmacogenomics approaches in individualization of leukemia and lymphoma therapies, focusing on thiopurine personalized therapy, identification of novel target molecules including prostaglandin receptor 4, proteasome and immunoproteasome, which further serve for lead design and optimization.

## Dr. Montserrat Daban Marín

Dr. Montserrat Daban Marín obtained degree in Biology and defended her PhD in Molecular Biology. She holds Master's Degree in Science Communication as well as Executive Master's Degree in Diplomacy and Foreign Affairs. Research in Life Sciences (1987 - 1999) and Science Communication (1996-1999) in Barcelona, Lille (France) and Cleveland (OH,USA).

Montserrat is a scientific and international relations director at Biocat (BioRegion of Catalonia). She has been occupying different positions in Biocat (Communications, Science Policy and International Relations) since 2006. Since 2022, she is an adviser on R&I policies and International Relations for the Government of Catalonia, at the Department of Research and Universities.

She was editor at Rubes Editorial (2000-2006). She is a board member of the Council of European BioRegions (CEBR, 2020-present) and Spanish Expert in Configuration Health, Horizon Europe Programme Committee (period 2021-2023).



# Prof. Dr. Žiga Jakopin

Prof. Žiga Jakopin received his degree in Pharmacy in 2005 and his Ph.D. in Pharmaceutical Sciences in 2010 from the University of Ljubljana (Faculty of Pharmacy). At present he is Professor of Medicinal Chemistry at the Faculty of Pharmacy (University of Ljubljana). He did his postdoctoral work in immunotoxicology at Università degli studi di Milano under the supervision of Prof. Dr. Emanuela Corsini. He currently heads a research program at the frontier of chemistry and immunology focused on the development vaccine adjuvants and immunotherapeutics. His main research interests concern the design, synthesis and biological evaluation of innate immune agonists. A small part of his research work is also focused on studying the harmful effects of xenobiotics on the immune and endocrine systems using in vitro and in silico methodology.

Žiga has authored more than 50 scientific publications in top journals, more than 30 as first author, and more than 20 also as corresponding author. He has participated as speaker in several scientific conferences and his research has resulted in one patent application. He has actively participated in research programs at the European (7th Framework Program and Horizon 2020) and national level, and has obtained funding from the national research agency as a Principal Investigator on several occasions. In addition to his research work, he currently occupies the position of EATRIS National Coordinator for Slovenia.





## Dr. Dunja Urbančič

Dr Dunja Urbančič is a postdoctoral researcher and teaching assistant in Clinical Biochemistry at University of Ljubljana, Faculty of Pharmacy, Slovenia.

Dunja works in the fields of pharmacogenomics, cell and molecular biology. After obtaining her PhD at University of Ljubljana, Faculty of Pharmacy, she continued her research career with post-doctoral studies in prof Eggeling lab at MRC Weatherall Institute of Molecular Medicine, University of Oxford.

She is also involved in pedagogical processes on the Faculty. She is an institutional project manager for European project Erasmus+ ADVANCE, responsible for organization of workshops on the topic of advanced therapy medicinal products, and a member of organizing committees for workshops on Translational and Personalized medicine within EATRIS-Plus H2020 project.



## Dr. Martin de Kort

Dr. Martin de Kort is a Senior Scientific Program Manager at EATRIS Translational Medicine Infrastructure.

Martin has been part of EATRIS team since 2012. He is responsible for managing public-private collaborations and infrastructure development projects, with a growing portfolio involving drug discovery and translational molecular imaging technologies. He performs innovation management, including translational feasibility assessment for charities, coordination of collaborative innovation hubs and matchmaking of SME and pharma to academic users.

Martin obtained a PhD in Bioorganic Chemistry at Leiden University, The Netherlands, and has over 10 years of Pharma R&D experience (Organon, Schering-Plough, Merck) as medicinal chemist and preclinical project lead. He is a co-inventor of several patents, including a platform technology to extend half-life of peptides and biologics, and was responsible for lead optimization programs that resulted in several drug development candidates for the treatment of thrombosis, diabetes and fertility.





## Tamara Carapina



Ms Tamara Carapina is a Senior Legal Counsel for EATRIS, the European research infrastructure for translational medicine.

Tamara studied law and specialized in European Union law, Intellectual Property Law, Contracts and Privacy law. She worked both in public and corporate sector. From 2004 to 2008 she was working for Croatian Ministry of Foreign Affairs and European Integrations on harmonization of national legislation and actively participated in the Croatian negotiating team for accession to the EU.

Before joining EATRIS, she was working in a fast-expanding pharmaceutical company as a Head of Legal and IP Department, responsible for protecting company's IP and contracting with worldwide partners.

## Nigel Wagstaff



Mr Nigel Wagstaff is an Innovation Support Advisor for EATRIS, the European research infrastructure for translational medicine.

He studied chemistry and spent many years working in research and technology licensing in the oil, gas and chemicals business. From 2006 to 2014 he was a business developer in the technology transfer office of an Amsterdam university and medical centre.

Nigel is a past president of the Benelux chapter of the Licensing Executives Society (LES) and a member of the Royal Society of Chemistry.

# Dr. Luigi Aurisicchio

Dr. Luigi Aurisicchio is a molecular biologist by training and currently founder, CEO and Scientific Officer at Takis srl, Evvivax srl and NeoMatrix srl, three biotech companies operating in the Castel Romano science park in Rome. He also holds MS in Regulatory Affairs. His research interests include the discovery, characterization and engineering of novel tumor associated antigens for cancer vaccines, but also intratumoral delivery of siRNAs and development of Oncology pre-clinical models. He has published >80 papers in peer reviewed International Journals, one book chapter and is author of 8 patents.



In 1997, he joined IRBM/Merck focusing on the development of gene therapy approaches to cure viral hepatitis. He contributed to the approval and development of Merck's cancer vaccine program, was a research group leader from 2004 to 2009, and led five clinical development candidates from conception to bedside.

In 2009, he founded Takis Biotech. He currently leads a group of 30 scientists/technicians and coordinates research and regulatory activities aiming to the generation of therapeutic cancer vaccines, generation of therapeutic antibodies, identification of novel tumor-associated antigens and early biomarkers, immune monitoring, and novel vaccine and antibody delivery systems. Most recently, Takis has collaborated with Rottapharm Biotech to develop COVID -eVax, which is currently in a Phase I clinical trial at Vitares, a non-profit organization.



# Dr. Lenart Girandon

Dr. Lenart Girandon graduated from the Department of Microbiology, at the Biotechnical faculty, University of Ljubljana. He completed the research part of his bachelor's degree in 2006/07, at Lund University, Sweden and successfully defended it in 2007 with the highest grade.

After graduation, he accepted a position as a PhD student at the Faculty of Medicine, University of Ljubljana, and also conducted part of his PhD research at Kings College London in the group of Prof. Stephen Minger. In early 2008, Lenart was hired as a junior scientist at Educell Ltd. where he has been working ever since. In 2011, he successfully defended his PhD thesis in the field of cell therapy. After his PhD, he started developing systems for testing drugs and biomaterials for clinical use in human primary cell cultures and became CEO of a spin-off company CELL /TRY established for this purpose.

Since 2014, Lenart has been leading clinical development (initial human trials, small academic clinical studies, compassionate use) focused mainly on the therapeutic potential of mesenchymal stromal/stem cells and hematopoietic stem cells in immunological diseases (GvHD, Crohns, osteoarthritis) and sports injuries (osteochondral lesions). Lenart also served as an associate director of Educell Ltd. and acted as chief executive officer. Since early 2022, Lenart has led Educell Ltd. as CEO.



## Prof. Dr. Ulf Nilsson

Prof. Nilsson is a full professor of organic chemistry at Lund University, Sweden. His research interests include organic synthesis, understanding molecular recognition, and medicinal chemistry, drug discovery and development. He has published more than 160 original papers in peer-reviewed journals and has filed more than 20 patents. At the university, he teaches various courses ranging from fundamental chemistry to applied chemistry. He has mentored more than 15 PhD students.

Since 1998, he has co-founded 3 start-up companies. Among them Galecto Biotech AB, which develops drugs based on his discoveries. Currently, two of the drugs are in clinical trials, while three other compounds derived from his research are close to IND status and clinical development. In 2020, one compound entered a Phase 1 trial to treat Covid-19 patients in the hospital setting. He is also co-owner and chemistry expert of Spiculon AB, a company developing implantable CNS electrodes to stimulate and record signals in the CNS with minimal adverse effects. He has consulting contracts with several chemical and biotech companies.

He regularly receives awards for his research and innovation projects. Among several distinguish memberships, he is currently a board member of the Swedish Academy of Pharmaceutical Sciences and the Umeå Centre for Microbial Research, and was elected a member of the Royal Physiographic Society, Sweden, in 2018.





# Laura Lizama Velazquez

Laura Lizama is an entrepreneur and biomedical engineer. Her first professional experience was in biomedical signaling research in the field of neuroscience. She then participated in d-HEALTH Barcelona 2020, a healthcare innovation and entrepreneurship program, where she witnessed the entire innovation cycle: assessment of different clinical needs, development of a technological solution and development of the business model.

She is co-founder of heecap, an early-stage start-up that aims to improve the quality of life of patients in intensive care units by preventing ventilator-induced diaphragm dysfunction. Laura is responsible for developing heecap's technology from a biosignals (acquisition and processing) perspective, bridging the gap between the clinical problem and the medical device solution. As well, she establishes the strategy and vision of the company.

Currently, she also works at Parc Tauli Hospital (Sabadell, Barcelona) as Innovation and Technology Transfer Manager, which gives her a broad overview of public-private collaboration.



# Prof. Dr. Gregor Majdič

Prof. Gregor Majdič is full professor of physiology at the Veterinary Faculty, University of Ljubljana, and full professor of physiology at the Faculty of Medicine in Maribor, as well as rector of the University of Ljubljana. He received his PhD from the School of Medicine at the University of Edinburgh, Scotland. He completed his postdoctoral studies at the University of Texas, USA.

Main topics of his research are brain differences between biological sexes, long-term effects of stress on brain and health, and possible effects of endocrine disruptors on health. He has published more than 90 scientific articles in peer-reviewed international journals. In 2021, he has authored a book entitled “Soul Mate Biology: The science of attachment and love” published by Springer Nature. He has led several national and international projects and has co-led two National Institute of Health projects. He is very active in communicating science to the public and has written more than 90 popular science articles.

He has also successfully translated his stem cell research and regenerative medicine into clinical practise in veterinary medicine, for which he and his colleagues have received several innovation awards. To commercialise this innovation, he founded the spin-out company Animacel, which now offers stem cell treatments in four EU countries (Slovenia, Croatia, Austria, Germany) and the United Kingdom, and was ranked one of the five most promising new Slovenian companies in 2012.



## Assoc.Prof. Dr. Xavier Aldeguer Manté



Dr. Xavier Aldeguer Manté is Director General of Knowledge Transfer in the Ministry of Research and Universities of the Government of Catalonia.

He obtained his MD from the Autonomous University of Barcelona and became a specialist in gastroenterology and hepatology. In 1997, he received the prestigious "La Caixa" scholarship for postgraduate studies, which allowed him to spend four years of research (1998-2001) at the University of Pennsylvania (Philadelphia, USA), where he specialised in the process of liver regeneration. In 2009, he was appointed Professor of Digestive Physiology at the Faculty of Medicine of the University of Girona. In the field of research, Xavier is currently leading studies on the intestinal bacterial flora of patients with inflammatory bowel disease and colon cancer, in collaboration with the Department of Bacterial Ecology. Since 2011, he has been head of the Department of Digestive Diseases at the Josep Trueta Hospital of Girona and at the Sta Caterina Hospital, Salt (Girona, Spain).

He is also co-founder and medical advisor of Goodgut Biotech. He is currently Chairman of the Executive Committee of the Board of Trustees of Biocat.



## Urša Jerše

Ms Urša Jerše has a bachelor's degree in law and is specialized in procedures for acquiring and protecting employment-related inventions, R&D contract negotiations, and concluding licensing agreements.

From 2009 to 2017, she worked at a public research institute in Slovenia, where she encountered the knowledge transfer from public research institutions to business and gained extensive experience. Since April 2018, she has been the Assistant Secretary General for Knowledge Transfer at the University of Ljubljana.



## Prof. Dr. Marko Anderluh

Marko Anderluh is a full professor at the University of Ljubljana, where he lectures in undergraduate, master's, and doctoral courses related to medicinal chemistry and pharmacology. He is currently the Vice-Dean for Student Affairs at the Faculty of Pharmacy. He is deeply involved in the European Federation of Medicinal Chemistry and is President of the Slovenian Pharmaceutical Society, the largest professional pharmaceutical society representing the interests of pharmacists in Slovenia. He has authored over 90 articles in journals indexed by SCI.

He studied pharmacy at the University of Ljubljana, Faculty of Pharmacy, and received his PhD from the same university in the group of Prof. Marija Sollner Dolenc. During his PhD, he also worked at the University of Karlsruhe, Germany, in the group of Prof. Athanassios Giannis on in vitro assays for integrin receptor modulators. After completing his PhD, he joined the group of Prof. Anna Bernardi at the University of Milan, Italy, as a postdoctoral fellow. During his postdoctoral work he became acquainted with the field of glycochemistry and glycodrugs, to which he devoted much of his research work after returning to the University of Ljubljana. He is a member of the management committee of two COST actions (Innogly and GLYCONanoPROBES) involving glycochemistry and he coordinated the H2020 MSCA-ITN-EJD project PhD4GlycoDrug.





## Dr. Laia Arnal Arasa



Dr. Laia Arnal Arasa is Business Development Director at the Vall d'Hebron Institute of Research (VHIR), Barcelona, Spain.

Laia earned her master's degree in biology from the University of Barcelona. She earned an Executive MBA and completed the IESE High Direction of Health Organisations programme. Previously, she was Head of Research and Scientific Debates, Business Development Area at Biocat.

## Dr. Darja Ferčej Temeljotov



Dr. Darja Ferčej Temeljotov graduated from the Faculty of Pharmacy in Ljubljana, where she also completed her master's degree and defended her doctoral thesis.

After joining Lek Pharmaceuticals, Darja worked for more than ten years as a research expert in the areas of new formulations and pharmaceutical technology. During this time, she and her collaborators filed several patent applications and scientific articles.

Later, Darja moved into project management and led several development teams from laboratory development to the successful launch of many new drugs in major world markets.

For the past several years, she has been the Head of Strategic Programs at Lek Pharmaceuticals. Her main focus is on fostering new ways of working, innovation and talent development within the company and in collaboration with research institutions and external partners on a national and international level.

# Prof. Dr. Luis Ruiz-Avila

Dr. Luis Ruiz-Avila is a molecular biologist by training and has 10 years of experience in classical academic research. He entered the "dark side of the force" in 1998 as R&D project manager for the pharmaceutical industry. In 2001, he became CEO of Advancell, the first biomedical spin-off from the University of Barcelona, and has since been involved as an executive, entrepreneur or investor in more than 15 companies created to facilitate the transition between academic biomedical research and the market. As CEO, he has raised more than €60 million in various early-stage companies to bring more than 10 projects from academic research to the clinical phase. He is the author of more than 30 peer-reviewed articles, several books on biomedical business and 6 patents.

He regularly participates as a speaker in master courses or seminars on technology transfer, science management of entrepreneurship, and teaches biomedical business as an associate professor in the Department of Biomedicine at the Universitat Internacional de Catalunya. He is currently CEO of Leukos Biotech, a spin-off company of the Josep Carreras Institute for Leukaemia Research that is developing a first-in-class anti-cancer product, and Aquilon Cyl SL, a veterinary spin-off of the University of Leon that focuses on biological products to increase animal productivity as an alternative to antibiotics. He also sits on the board of directors and serves as a business angel, advisor or mentor to several early-stage biotech companies.





## Lauranne Duquenne



After obtaining her engineering degree in Bioinformatics and Modeling at INSA Lyon, Lauranne Duquenne collaborated at several research projects which allowed her to discover the diversity of the tasks of an engineer in research.

For some time now, she has been moving towards scientific communication and the management of scientific projects. Employed by Inserm, she was part of the coordination team of the FLI project - France Life Imaging - which brought together many in vivo research imaging platforms. She was a project manager in CEA Paris-Saclay and she is currently an Education & Training Manager at EATRIS France.

She is also a photographer and develops her artistic activities in the form of postcards and posters of her drawings.




## Albert Guerrero



Albert Guerrero received its degree in Biology in 2018, followed-up by a master's degree in Molecular Biotechnology, and is now a member of the International Relations Department at Biocat (Barcelona, Spain).

Currently, Albert is a project manager for the European projects being run at Biocat, and contributes to enlarging the international institutional alliances, as well as connecting Catalan and international players from the Life Sciences and Health sector for their internationalization.

One of the aforementioned European projects is the EATRIS-Plus H2020 project, in which Biocat has its main role in enlarging the outreach of the EATRIS infrastructure to the relevant industry players working in personalized medicine.

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Ljubljana,  
September 2022