

*EATRIS-Plus 2-day workshop*

# Theory and Practice of Industry and Academia Collaboration

*27-28 September, 2021*

**eatris+**



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

**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.

Univerza v Ljubljani  
Fakulteta za *farmacijo*

Organized by:



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## Welcome to Ljubljana for the Workshop on Best Practices in Industry and Academia Collaboration!

University of Ljubljana, Faculty of Pharmacy (Slovenia), EATRIS (The Netherlands) and Biocat, Barcelona (Spain) are pleased to welcome the participants of the Workshop on Best Practices in Industry and Academia Collaboration, organized in the framework of the EATRIS-Plus H2020 project, a 4-year flagship initiative in the field of personalized medicine.

It was our great pleasure to put together the scientific program. We “hand-picked” and invited renowned speakers, all of whom responded positively to our request. We sincerely hope that you will find the workshop program attractive and, above all, useful for your work. The agenda includes a wide range of topics addressing the benefits and challenges of public-private collaboration, with speakers from both industry and academia. The workshop curriculum is designed to provide interactive communication and sharing of experiences, as well as legislative and intellectual property tips.

Unfortunately, due to the COVID -19 pandemic that has affected our lives so much in recent years, we had no choice but to make the decision to hold the course online. With a virtual event, personal contact, face to face meetings and social gatherings are lost. Rest assured that we will make every effort to conduct the educational portion of the program at the highest possible level, while also doing our best to encourage and promote networking, teamwork, and collaboration among participants, albeit in a virtual setting. To this end, we have carefully planned several online activities that we hope you will find useful and make the most of.

Finally, we would be remiss if we did not draw your attention to the “would-be” venue, the beautiful city of Ljubljana. Therefore, we hope you will take the opportunity to enjoy the wonders of Ljubljana and experience Slovenian hospitality by joining our virtual tour.

We warmly welcome you to Ljubljana!

**Žiga, Dunja and Irena**



The workshop was  
made possible by

### Organizers

University of Ljubljana, Faculty of Pharmacy  
BIOCAT  
EATRIS ERIC

### Organizing and Curriculum Committees

Irena Mlinarič-Raščan, WP7 Leader (Ljubljana, Slovenia)  
Žiga Jakopin (Ljubljana, Slovenia)  
Dunja Urbančič (Ljubljana, Slovenia)  
Montserrat Daban Marín (Barcelona, Spain)  
Albert Guerrero (Barcelona, Spain)  
Lauranne Duquenne (Amsterdam, The Netherlands)  
Eliis Keidong (Amsterdam, The Netherlands)  
Martin de Kort (Amsterdam, The Netherlands)  
Tamara Carapina (Amsterdam, The Netherlands)  
Nigel Wagstaff (Amsterdam, The Netherlands)

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# Workshop program

**Day 1**

**Monday**

**27 September, 2021**

# Data and Artificial Intelligence Impact on Pharmaceutical Industry

## Satellite Novartis Biocamp Symposium

<b>9.00 – 9.15</b>	Welcome address	<b>Robert Ljoljo</b>
<b>9.15 – 9.30</b>	Opening address	<b>Vas Narasimhan</b>
<b>9.30 – 9.50</b>	Pioneering Access for Patients	<b>Matjaž Tršek</b>
<b>10.00 – 10.20</b>	EATRIS, The European Infrastructure of Translational Medicine	<b>Antonio L. Andreu</b>
<b>10.00 – 10.40</b>	Industry Outlook	<b>Jonathan Novak</b>
<b>11.30 – 12.30</b>	Panel discussion	
<b>13.30 – 14.00</b>	Data and AI impact on pharmaceutical industry	<b>Marinka Žitnik</b>

Day 1

Monday

27 September, 2021

## Setting the Scene, Sharing Experience

<b>14.00 – 14.10</b>	Opening address and welcome to UL FFA	<b>Žiga Jakopin and Irena Mlinarič-Raščan</b>
<b>14.10 – 14.30</b>	Experience of industry-academia collaboration	<b>Martin de Kort</b>
<b>14.30 – 14.45</b>	Presentation of SCANBALT	<b>Sven Parkel</b>
<b>14.55 – 16.00</b>	Sharing of experience: What works well? What impedes collaboration? - group work	<b>Tamara Carapina Nigel Wagstaff Martin de Kort</b>
<b>16.15 – 16.30</b>	Novartis Biocamp: Open Innovation Ecosystem	<b>Darja Ferčej- Temeljotov</b>
<b>16.30 – 16.45</b>	How to accelerate spin-out creation?	<b>Jakob Gajšek</b>

**Day 1**

**Monday**

**27 September, 2021**

## Moving Forward, Facing Issues

<b>16.50 – 17.20</b>	Overview of the process to industry-academia collaboration	<b>Nigel Wagstaff</b>
<b>17:20 – 18.20</b>	Issues and their resolution on the road to the deal – group work	<b>Tamara Carapina Nigel Wagstaff Martin de Kort</b>
<b>18:45 – 19.45</b>	Virtual guided tourist tour of Ljubljana	<b>Tourism Ljubljana</b>

Day 2

Tuesday

28 September, 2021

## Solving Problems

9.00 – 9.35

Intellectual property, use of results and publication aspects, negotiating practice

**Nigel Wagstaff**

9.40 – 10.20

Introduction to basic agreements and legal concepts

**Tamara Carapina**

10.50 – 11.15

Collaboration Agreements

**Tamara Carapina**

11.15 – 11.30

Presentation of Healthday.si

**Urška Rauter Gaber**

11.30 – 12.00

SME pitches

**Gregor Cuzak**

Day 2

Tuesday

28 September, 2021

## Putting Into Practice

<b>13.00 – 13.20</b>	EATRIS examples of collaboration	<b>Martin de Kort</b>
<b>13.20 – 13.40</b>	BIOCAT: Business development at ecosystem level (from research projects to start-ups)	<b>Montserrat Daban</b>
<b>14.00 – 15.00</b>	General discussion: feedback from all participants, lessons learned, how to apply in practice	<b>Tamara Carapina</b> <b>Nigel Wagstaff</b> <b>Martin de Kort</b>



Meet the organizers



# Prof Irena Mlinarič-Raščan, PhD

Prof Dr 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.



# Assoc Prof Žiga Jakopin, PhD

Assoc Prof Dr Žiga Jakopin received his degree in Pharmacy in 2005 and his PhD in Pharmaceutical Sciences in 2010 from the University of Ljubljana (Faculty of Pharmacy, Ljubljana, Slovenia).

At present he is Associate 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. His main research interests concern the design, synthesis and biological evaluation of vaccine adjuvants and immunotherapeutics, in vitro immunotoxicology assays as well as in silico predictive toxicology and risk assessment. In addition to his research work, he currently occupies the position of EATRIS National Coordinator for Slovenia.



# Assist Dunja Urbančič, PhD

Assist 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.



# 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, MSc

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.



Meet our speakers

# Martin de Kort, PhD

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.





# Sven Parkel

Mr Sven Parkel is the general manager of Tartu Biotechnology Park (TBP). His work at TBP supports local biotech companies and startups by providing office and lab space, EU project funding opportunities, and business development in an incubation program. Sven is also Secretary General of the ScanBalt network, which builds and supports a healthtech ecosystem in Baltic Sea Region.

Previously, Sven worked at the largest college in Estonia, Tartu College, as Tech Transfer Officer and head of the IP department marketing the college's intellectual property. In addition, Sven was a member of the board of the Connected Health Estonia cluster, which included all major hospitals and universities in Estonia, as well as most Estonian healthcare technology SMEs and startups, where he helped steer the cluster's activities based on the needs of Estonian R&D institutions.

Sven worked with Estonian Development Fund to develop the Estonian Smart Specialization health technology strategy by mapping the ecosystem and designing support activities.

# Darja Ferčej Temeljotov, PhD



Dr Darja Ferčej Temeljotov graduated at the Faculty of Pharmacy in Ljubljana, where she also completed her Master's Degree and defended PhD theses.

After having joined Lek Pharmaceuticals, Darja worked as an expert researcher in the fields of new formulations and pharmaceutical technology for more than ten years. During that period she has filed several patent applications and scientific articles, together with her co-workers.

Later on Darja moved to project management, leading multiple development teams from laboratory development to successful launch of many new drug products to major global markets.

Since last few years she has been a Head of Strategic Programs at Lek Pharmaceuticals, with major focus on fostering new ways of working, innovation and talent development, within the company and in cooperation with research institutions and external partners, on national and international level.



# Jakob Gajšek, MSc

Since 2018, Mr Jakob Gajšek is the CEO of the Ljubljana University Incubator (LUI). Since then, LUI has established not only a strong community of successful founders, but also worked together with the University's TTO on improving the conditions for TT companies in the University and in Slovenia. In 2020, LUI invested in and helped the University establish its own PoC fund and Mr Gajšek sits on the PoC fund's investment committee. He continues to be involved in the startup and TT ecosystem of the CEE region.

Before LUI, Mr Gajšek co-founded ABC Accelerator in Slovenia at the beginning of 2015. ABC Accelerator has played a pivotal role in the Central-Eastern European startup community. It was a very active pre-seed investor, accumulating a portfolio of 60 investments between 2015 and 2018, when Mr Gajšek left the company. In that period, he established the accelerator's mentorship programme, was responsible for scouting and selecting investment deals, and he led the accelerator's help in investment readiness and fundraising follow-on investment for its portfolio companies.

Mr Gajšek did his BSc in Mechanical Engineering at the University of Ljubljana and continued with an MSc in Sustainable Energy Systems at the University of Edinburgh.



# 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.



# Urška Rauter Gaber, MSc

Ms Urška Rauter Gaber is a Head of the Health department @Technology Park Ljubljana Ltd.

She holds Master's degree in biochemistry. She was student representative at the University & Student organization.

She is experienced in healthcare business development & mentoring start-ups. She has experiences in EU-project management and is technology transfer mid-level expert.

Urška is a big proponent of supporting business-academia relationships.



# Gregor Cuzak, MSc, MBA

Gregor Cuzak is involved in marketing, with an emphasis on finance. He began his career in advertising (1996), then co-founded a startup (2006), and became a freelance marketing consultant in 2012. The peculiarity of his work is the introduction of numbers into the unpredictable world of marketing, either in the planning of returns from investments in individual marketing campaigns (ROMI), to comprehensive business plans.

Gregor is the co-founder and co-organizer of HealthDay.si, the Slovenian ecosystem for healthcare innovation. Gregor has collaborated with all relevant Slovenian stakeholders in the healthcare sector as well as international organizations such as Health 2.0 and ECHAlliance.

In 2018 he became International Ecosystem Coordinator for the European Connected Health Alliance, Europe's largest independent network of digital health stakeholders. In this position, he is in contact with 40 health and social care ecosystems across the EU.

# Montserrat Daban Marín, PhD



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).



Ljubljana  
September, 2021