

WORKSHOP ON TECHNOLOGY LICENSING, VALUATION AND ACQUISITION FOR BIOTECH SECTOR

Date: 13-14 February, 2012
Venue: India Habitat Centre, New Delhi

Date: 16-17 February, 2012
Venue: Golkonda Hotel, Hyderabad

About Workshop

Technology valuation, licensing and acquisition form integral part of the biotechnology industry and academia. Possessing skills on technology valuation and licensing will help both industry and academia to arrive at realistic expectations in terms of both technology strength and monetary returns with regard to transfer of technology from academia to industry.

The two two-day workshops being organised at New Delhi and Hyderabad by Biotechnology Industry Research Assistance Programme (BIRAP) in association with Biotech Consortium India Limited (BCIL), aim to equip participants with skills and latest strategies of technology valuation, licensing and acquisition.

Dr Ashley Stevens has been engaged as a specialist speaker to conduct all the lectures on various topics pertaining to technology valuation and licensing.

Workshop Themes

Day 1

THEME 1: STRATEGIES AND APPROACHES FOR TECHNOLOGY VALUATION

- Methodologies for valuation of technology
- Factors affecting valuation, Limitations in valuation
- Approaches for valuation of early stage technologies

THEME 2 : NEGOTIATING LICENCE

- Guidelines of Negotiation
- Types of term sheets and terms sheets as tool for negotiation
- Pre-licence rights and Essentials for negotiations for start-ups

THEME 3 : TECHNOLOGY ACQUISITION

- How is licensing different from technology acquisition
- Technology assessment in line with strategic policy of an organisation.
- Cost Benefit Analysis
- Limitations in technology acquisition

Day 2

THEME 4: AGREEMENT DEVELOPMENT AND DRAFTING-LICENSING AND ACQUISITION

- Overview and structure of a license agreement
- Financial structure of a license
- Issues in a license agreement

THEME 5 : TECHNOLOGY COMMERCIALISATION AND MARKETING: CASE STUDIES

- Strategies to find a potential licensee
- Roadmap of technology commercialization and marketing strategies
- Factors influencing technology commercialization
- Business Plan, Projections, Strategies of introducing to market.

Limited Seats Available.

**For Registration and Fees
Please Click Here.**

**Last date for registration :
February 6, 2012.**

About Speaker



Dr Ashley Stevens

Doctor of Philosophy in Physical Chemistry, Oxford University

- Director, Office of Technology Transfer, Boston University ;
- Immediate Past President of Association of University Technology Managers, USA

Dr Ashley Stevens has been Director of the Office of Technology Transfer, Boston University since 1995. Dr Stevens has worked in the biotechnology industry since 1982, with both start-up companies and academic organizations, to assist in turning promising scientific ideas into useful products and companies. He was Co-founder of Kytogenics, Inc., of which he is still a Director, Co-Founder and General Manager of Genmap, Inc., and was Vice President of Business Development for BioTechnica International.

Dr Stevens publishes and lectures frequently on many aspects of technology transfer. He was a Co-Founder of the Massachusetts Association of Technology Transfer Offices and was the first Chair of its Executive Committee, leading the effort to create the Massachusetts Technology Portal.