

Optimizing out-licensing activities: Business development masterclass

9:00am - 5:30pm
EBD Academy

Beacon D

This informative one-day course has been carefully developed to improve your out-licensing activities and increase your chances of closing deals for your asset(s). You will gain the practical skills to identify, improve and fix your existing business development processes, increasing your chances of forming a successful partnership. During the course you will examine the major aspects of out-licensing such as marketing materials and presentations, outreach planning and execution, critical follow-up activities, and methods for addressing objections, all aimed towards optimizing your efforts in securing a partnership.

Key highlights and benefits

This Masterclass will present a four-part framework to help you design or improve your own out-licensing process.

- Asset marketing – Examine best practices to make certain your marketing materials for the asset are targeted.
- Outreach plan – Put yourself in an advantageous position by developing a strategic outreach plan.
- Execute – Gain practical advice on how to execute the outreach plan with methods, ideas and tracking hints.
- Follow up – Learn to transform initial meetings into long term lucrative relationships.

[More information](#) | [Agenda](#)

Participants

Speaker: Carlos N. Velez - Founder and Managing Partner, Lacerta Bio

Product valuation and deal structuring: Business development masterclass

9:00am - 5:30pm
EBD Academy

Beacon E

This intensive and in-depth course in deal structuring will provide you with definitive advantages during future negotiations. During the course you will examine best practices for assessing and valuing assets with interactive case studies and group discussion. You will gain an insight into both the buy and sell perspective and how each arrives at their negotiating positions. Armed with the skills acquired in this course, you will have the confidence to calculate and negotiate the financial aspects of transactions involving the divestiture, transfer and acquisition of biopharm technology rights.

Key highlights and benefits

- Examine valuation concepts and understand why valuations differ between similar technologies
- Review valuation methods, techniques and factors to ensure you are estimating both risk and return adequately
- Examine why valuations of the same asset may differ impacting on negotiations
- Participate in group case studies from the point of view of the “buy-side” and the “sell-side” to gain an appreciation of challenges both parties encounter
- Learn to forecast revenue using both patient and market data to accurately value an asset in preparation for negotiations

[Access free webinar: Using comparables in technology valuations](#) | [More information](#) | [Agenda](#)

Participants

Trainer: Joe Dillon - CEO, BioPact

Welcome Reception

5:30pm - 8:00pm
Networking

Lobby level, Apropos Restaurant

All BioPharm America attendees are cordially invited to join us. You will be able to pick up your name badge at the welcome reception.

SCHEDULE

WELCOME ACTIVITIES AND EVENTS - 25/09/2017

BioPharm America

September 26-27, 2017

Sheraton Boston Hotel
Boston, MA

TIME	EBD ACADEMY	NETWORKING
9:00AM	9:00am - Optimizing out-licensing activities: Business development masterclass 9:00am - Product valuation and deal structuring: Business development masterclass	
10:00AM		
11:00AM		
12:00PM		
1:00PM		
2:00PM		
3:00PM		
4:00PM		
5:00PM		5:30pm - Welcome Reception

SESSIONS

DAY 1 - 26/09/2017

BioPharm America

September 26–27, 2017
Sheraton Boston Hotel
Boston, MA

Registration, exhibition and breakfast

7:30am - 7:30am
Networking

Grand Ballroom Foyer

One-to-one meetings

8:00am - 6:00pm
Pitch and Partner

Grand Ballroom, Republic B

Pharma and large biotech presentations

8:30am - 10:00am
Pitch and Partner

Independence West

Hear the latest partnering opportunities from global pharma companies.

8:30 am – Introduction

8:35 am – Bayer

8:55 am – EMD Serono

9:15 am – Merck

9:35 am – Novo Nordisk

Participants

Moderator: Ed Saltzman - Executive Chairman, Defined Health

Biotech presentations

10:00am - 12:15pm
Pitch and Partner

Independence East, Republic A

Inaugural Charles River World Congress on Animal Models in Drug Discovery & Development

8:30am - 9:00am
Translational Impact Forum

From Bedside to Bench and Back Again: Using Clinical Data to Develop Translatable Models for Drug Discovery

Back Bay

8:30 am – Welcome and live broadcast start

Speaker: **James C. Foster**

8:40 am – Charles River Annual Research Models in Drug Discovery Award Presentation

Speaker: **Sonia Vallabh and Eric Minikel**

Participants

Speaker: James C. Foster - Chairman, President and CEO, Charles River

Speaker: Sonia Vallabh - Prion scientist, Broad Institute; Co-Founder, Prion Alliance

Speaker: Eric Minikel - Prion scientist, Broad Institute; Co-Founder, Prion Alliance

Keynotes

9:00am - 12:20pm
Translational Impact Forum

Back Bay

9:00 am – Historical perspective on reverse translational medicine

Speaker: **Elazer R. Edelman, MD, PhD**

10:00 am – Break

10:20 am – The microbiome, sex and diet: Implications for metabolic studies

Speaker: **Jake Lusis, PhD**

11:20 am – Bench to bedside in oncology: Translation of cancer vaccines from mouse models to human clinical trials

Speaker: **Jay A. Berzofsky, MD PhD**

Participants

Speaker: Jay Berzofsky, MD, PhD - Chief, Vaccine Branch, Senior Investigator Head, Molecular Immunogenetics and Vaccine Research Section, Center for Cancer Research, National Cancer Institute

Speaker: Elazer R. Edelman, MD, PhD - Thomas D. and Virginia W. Cabot Professor of Health Sciences and Technology, MIT

Speaker: Jake Lusis, PhD - Professor of Microbiology, Human Genetics and Medicine, University of California, Los Angeles

What's the next big thing on investors' wish list?

10:15am - 11:00am
Strategy and Business

Independence West

Participants

Moderator: Wendy Johnson - Managing Director, Gemini Advisors

Panelist: Todd Foley - Managing Director, MPM Capital

Panelist: Kevin Johnson - Partner, Medicxi

Panelist: Nilesh Kumar - Partner, Novo Ventures

Alternative financing and venture philanthropy

11:15am - 12:00pm
Strategy and Business

Independence West

Participants

Moderator: Jeffrey Quillen - Partner, Foley Hoag LLP

Panelist: Sohini Chowdhury - Deputy CEO, Michael J Fox Foundation

Panelist: William Podd - President and CEO, Landmark Capital and Family Office

Panelist: Michael L. Salgaller - Supervisor, Invention Development and Marketing Unit, National Cancer Institute

Panelist: Jun Xu - Executive Director, Therapy Acceleration Program, The Leukemia & Lymphoma Society

Why Chinese investors are pouring big money into biotech

12:15pm - 1:00pm
Strategy and Business

Independence West

Participants

Panelist: Larry Cai - Head of Business Development, New England,, Qilu Pharmaceuticals

Panelist: Darren Ji - Venture Partner, Lilly Asia Ventures

Panelist: Sam Murphy - Head, International Business Development, Salubris Pharmaceuticals

Panelist: Jimmy Wei - Managing Partner, IBridge

Moderator: Steve Dickman - CEO, CBT Advisors

Luncheon

12:30pm - 1:30pm
Networking

Constitution B, Grand Ballroom Foyer

SESSIONS

DAY 1 - 26/09/2017

BioPharm America

September 26–27, 2017

Sheraton Boston Hotel
Boston, MA

It takes two: Advancing innovation through academic-industry partnerships

12:30pm - 1:30pm
Strategy and Business

Constitution A

Participants

Moderator: Asher Rubin - Global Head, Life Sciences and Healthcare Industry Group, Hogan Lovells

Panelist: James Bowen - Executive Director of Corporate Alliances, University of Pennsylvania

Panelist: Carole Burns - Senior Licensing Associate, Johns Hopkins Technology Ventures

Panelist: Robert Radinsky - VP, Oncology Scientific Innovation, Janssen Oncology, Johnson & Johnson Innovation, Boston Innovation Center

TRACK ONE: Approaches for rare and neglected diseases

1:30pm - 4:50pm
Translational Impact Forum

Back Bay B

1:30 pm – Stem cell approaches for studying inherited cardiovascular diseases

Speaker: **Joseph Wu, MD, PhD**

2:30 pm – Team science to advance therapeutics for Batten Disease

Speaker: **Jill Weimer, PhD**

3:30 pm – Break

3:50 pm – How the genomics revolution is changing understanding of rare diseases and cancer

Speaker: **Jimmy Lin, MD, PhD, MHS**

Participants

Speaker: Joseph Wu, MD, PhD - Professor and Director, Stanford Cardiovascular Institute

Speaker: Jill Weimer, PhD - Senior Director of Therapeutic Development, Sanford Research

Speaker: Jimmy Lin, MD, PhD, MHS - Founder and President, Rare Genomics Institute/Natera

TRACK TWO: Practical applications of bedside to bench reverse translation

1:30pm - 4:50pm
Translational Impact Forum

Back Bay A

1:30 pm – The Translational Medicine Guide: Asking the right question at the right time

Speaker: **Laetitia Devy-Dimanche**

2:30 pm – Neurimmune's reverse translational platform

Speaker: **Jan Grimm, PhD**

3:30 pm – Break

3:50 pm – Improving translational animal models of CNS disease – The critical role of new technologies

Speaker: **Antti Nurmi, PhD**

Participants

Speaker: Laetitia Devy-Dimanche - Head of Global Project Management, EMD Serono

Speaker: Jan Grimm, PhD - Chief Scientific Officer, Neurimmune Holding AG

Speaker: Antti Nurmi, PhD - Managing Director, Charles River

TRACK THREE: Novel in vitro models for drug discovery: Technologies and trends

1:30pm - 4:50pm
Translational Impact Forum

Back Bay C

1:30 pm – Patient in a Dish – Non-alcoholic Steatohepatitis (NASH) and beyond

Speaker: **Ryan Feaver, PhD**

2:30 pm – Metastatic breast cancer explored in a human, 3D, microfluidic liver chip

Speaker: **D. Lansing Taylor, PhD**

3:30 pm – Break

3:50 pm – Microvessel-based, 3D assays of angiogenesis

Speaker: **James B. Hoying, PhD, FAHA**

Participants

Speaker: Ryan Feaver, PhD - Senior Director, Program Leader, NASH HemoShear Therapeutics

Speaker: James B. Hoying, PhD, FAHA - Chief, Division of Cardiovascular Therapeutics, Cardiovascular Innovation Institute, University of Louisville

Speaker: D. Lansing Taylor, PhD - Director, University of Pittsburgh Drug Discovery Institute, University of Pittsburgh

Biotech Presentations

2:00pm - 5:00pm
Pitch and Partner

Independence East, Republic A

How to avoid VCs and still get the money you need

2:00pm - 2:45pm
Startup Program

Independence West

Participants

Moderator: Luke Timmerman - Founder and Editor, Timmerman Report

Panelist: Chris Garabedian - Chairman and CEO, Xontogeny

Panelist: Peter Kolchinsky - Managing Director and Portfolio Manager, RA Capital

Panelist: Rick Pierce - Founder, FEP Capital Advisors

Panelist: Barbara Russell - Managing Director, Detwiler Fenton

Panelist: James Shanahan - Co-Founder, VP Business Development, SynDevRx, Inc.

Startup pitch competition

3:00pm - 5:30pm
Startup Program

Constitution A

Pitch your startup to a panel of judges comprised of business development execs, venture capitalists, and industry experts!

Qualifying startup companies are invited to pitch their company using no more than four minutes. Our top notch panel of judges will determine the winner by the quality and effectiveness of the pitch.

Participants

Moderator: Douglas MacDougall - President, MacDougall Biomedical Communications

Judge: Kevin Bitterman - Partner, Atlas Venture

Judge: Christine Brennan - Partner, MRL Ventures Fund

Judge: Vikas Goyal - Principal, SR One Ltd

Judge: Charles Kunsch - Director, AbbVie Ventures

Judge: Joep Muijers - Partner, LSP (Life Sciences Partners)

Judge: Anna Turetsky - VP, Lightstone Ventures

Judge: Geeta Vemuri - Managing Partner, Agent Capital

SESSIONS

DAY 1 - 26/09/2017

BioPharm America

September 26–27, 2017

Sheraton Boston Hotel
Boston, MA

Exhibit hall reception

5:30pm - 7:30pm
Networking

Grand Ballroom Foyer

SCHEDULE

DAY 1 - 26/09/2017

BioPharm America

September 26–27, 2017

Sheraton Boston Hotel
Boston, MA

TIME	NETWORKING	PITCH AND PARTNER	STARTUP PROGRAM	STRATEGY AND BUSINESS	TRANSLATIONAL IMPACT FORUM
7:00AM	7:30am - Registration, exhibition and breakfast				
8:00AM		8:00am - One-to-one meetings 8:30am - Pharma and large biotech presentations			8:30am - Inaugural Charles River World Congress on Animal Models in Drug Discovery & Development
9:00AM					9:00am - Keynotes
10:00AM		10:00am - Biotech presentations		10:15am - What's the next big thing on investors' wish list?	
11:00AM				11:15am - Alternative financing and venture philanthropy	
12:00PM	12:30pm - Luncheon			12:15pm - Why Chinese investors are pouring big money into biotech 12:30pm - It takes two: Advancing innovation through academic-industry partnerships	
1:00PM					1:30pm - TRACK ONE: Approaches for rare and neglected diseases 1:30pm - TRACK TWO: Practical applications of bedside to bench reverse translation 1:30pm - TRACK THREE: Novel in vitro models for drug discovery: Technologies and trends
2:00PM		2:00pm - Biotech Presentations	2:00pm - How to avoid VCs and still get the money you need		

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DAY 1 - 26/09/2017

BioPharm America

September 26–27, 2017

Sheraton Boston Hotel
Boston, MA

TIME	NETWORKING	PITCH AND PARTNER	STARTUP PROGRAM	STRATEGY AND BUSINESS	TRANSLATIONAL IMPACT FORUM
3:00PM			3:00pm - Startup pitch competition		
4:00PM					
5:00PM	5:30pm - Exhibit hall reception				

SESSIONS

DAY 2 - 27/09/2017

BioPharm America

September 26–27, 2017
Sheraton Boston Hotel
Boston, MA

Registration, exhibition and breakfast

7:30am - 7:30am
Networking

Grand Ballroom Foyer

One-to-one meetings

8:00am - 4:30pm
Pitch and Partner

Grand Ballroom, Republic B

Biotech presentations

9:30am - 12:15pm
Pitch and Partner

Independence East, Republic A

Inaugural Charles River World Congress on Animal Models in Drug Discovery & Development

8:30am - 9:00am
Translational Impact Forum

From Bedside to Bench and Back Again: Using Clinical Data to Develop Translatable Models for Drug Discovery

Back Bay

8:30 am – Welcome and live broadcast start

Speaker: James C. Foster

Participants

Speaker: James C. Foster - Chairman, President and CEO, Charles River

Keynotes

9:00am - 12:20pm
Translational Impact Forum

Back Bay

9:00 am – Application of genomic data to immunology

Speaker: **Francesco Marincola, MD, FACS**

10:00 am – Break

10:20 am – Translating animal studies to successful human therapies

Speaker: **James M. Wilson, MD, PhD**

11:20 am – Genetic screens to study cancer biology

Speaker: **David M. Sabatini, MD, PhD**

Participants

Speaker: Francesco Marincola, MD, FACS - Distinguished Research Fellow in Immuno-Oncology, AbbVie

Speaker: David Sabatini, MD, PhD - Member, Whitehead Institute; Professor of Biology, MIT; Investigator, Howard Hughes Medical Institute

Speaker: James Wilson, MD, PhD - Professor, Internal Medicine and Pathology and Laboratory Medicine; Director, Gene Therapy Program, Perelman School of Medicine, University of Pennsylvania

Introduction

10:00am - 10:15am
Startup Program

Independence West

Participants

Speaker: Donna LaVoie - President and CEO, LaVoieHealthScience

EBD Academy Buzz Session: Taking a look at the softer side of negotiation

10:15am - 11:00am
Startup Program

Independence West

A short buzz training session delivered by EBD Academy

Overview

This short and concise session will examine the “softer side of negotiation” providing you with deeper insights into the human mind during negotiations, better assisting you in future deals. Most professionals focus on the process, tactics and the importance of uncovering important insights into the other party's needs. This brief presentation will provide examples showing that things are not always as they appear and the human mind does not always think rationally and logically.

Session breakdown

The following areas will be discussed during the session

- Confirmation bias
- Overconfidence
- Competitor's neglect
- Risk and loss aversion
- Fairness and anchoring
- The importance of influence and persuasion skills

What is a Buzz session?

Delivered by EBD Academy and developed in partnership with EBD Group, buzz sessions will provide attendees with take-away skills and knowledge that will benefit them while at the event and in their professional careers. All buzz sessions are designed to be concise, informative and engaging which creates a learning environment that is exciting to be a part of.

Benefits of attending a Buzz session

- Gain practical skills that can be implemented immediately at the EBD event
- High intensity sessions designed to improve your skillset
- Interactive
- Learn from the expert and others attending the session
- Concise and informative

Participants

Trainer: Anjan Aralihalli - Chief Business Officer, GLyPharma Therapeutic

SESSIONS

DAY 2 - 27/09/2017

BioPharm America

September 26–27, 2017

Sheraton Boston Hotel
Boston, MA

How to tell your story

11:00am - 11:15am
Startup Program

Independence West

Participants

Speaker: Hal Mackins - Senior Partner, Torch Communications

Establishing and protecting your IP

11:15am - 11:30am
Startup Program

Independence West

Participants

Speaker: Cullen Taylor - Partner, Hogan Lovells

The partnership before the partnership: Working with a CRO to get the most out of your first trial

11:30am - 11:45am
Startup Program

Independence West

Participants

Speaker: Peter Sausen - VP, Global Head Early Phase Development Solutions, Covance Laboratories

Working with nontraditional partners

11:45am - 12:00pm
Startup Program

Independence West

Participants

Speaker: Nina Kandilian - Operations Manager, PULSE@MassChallenge

Valuing your startup: How does the valuation process work?

12:00pm - 12:15pm
Startup Program

Independence West

Participants

Speaker: Rafaële Tordjman - Special Advisor, Sofinnova Partners

Luncheon

12:15pm - 1:15pm
Networking

Constitution, Grand Ballroom Foyer

TRACK ONE: Improving translatability of animal models in drug discovery

1:30pm - 4:50pm
Translational Impact Forum

Back Bay B

1:30 pm – A diet-induced animal model of nonalcoholic fatty liver disease

Speaker: Arun Sanyal, MD

2:30 pm – Intrinsic aerobic capacity and susceptibility for metabolic dysfunction

Speaker: John P. Thyfault, PhD

3:30 pm – Break

3:50 pm – Diet preferences in large animal models of cardiovascular disease: Does it matter?

Speaker: Anthony Comuzzie, PhD, FTOS

Participants

Speaker: Anthony Comuzzie, PhD, FTOS - Executive Director, The Obesity Society

Speaker: John P. Thyfault, PhD - Associate Professor of Physiology, University of Kansas

Speaker: Arun Sanyal, MD - Professor, Department of Internal Medicine Division of Gastroenterology, Virginia Commonwealth University

TRACK TWO: Non-traditional animal models for drug discovery

1:30pm - 4:50pm
Translational Impact Forum

Back Bay A

1:30 pm – Small molecule discovery for regenerative medicine: The essential role of non-traditional animal models

Speaker: Kevin Strange, PhD

2:30 pm – Bugs as drugs

Speaker: Kip West, PhD

3:30 pm – Break

3:50 pm – Rapid 3D bioprinting of blood vessel network and microphysiological systems

Speaker: Shaochen Chen, PhD

Participants

Speaker: Shaochen Chen, PhD - Professor, University of California, San Diego

Speaker: Kip West, PhD - Director, Pharmacology, Synlogic

Speaker: Kevin Strange, PhD - President and CEO, MDI Biological Laboratory; Co-Founder and CEO, Novo Biosciences, Inc.

TRACK THREE: How reverse translation has influenced animal model creation

1:30pm - 4:50pm
Translational Impact Forum

Back Bay C

1:30 pm – Mouse models for atherosclerosis

Speaker: Alan Daugherty, PhD, DSc, FAHA

2:30 pm – Recapitulating human patient mutations in mouse oncology models

Speaker: Dejan Juric, MD

3:30 pm – Break

3:50 pm – Rat models of susceptibility to complex diseases: A solution to Eroom's law

Speaker: Steven Britton, PhD

Participants

Speaker: Steven Britton, PhD - Professor of Anesthesiology, Professor of Molecular and Integrative Physiology, University of Michigan School of Medicine

Speaker: Alan Daugherty, PhD, DSc, FAHA - Associate VP for Research; Senior Associated Dean for Research, College of Medicine Chair, Department of Physiology, University of Kentucky College of Medicine

Speaker: Dejan Juric, MD - Director of Translational Research, Termeer Center for Targeted Therapies, Massachusetts General Hospital

Beyond IO: A future free from silos

1:30pm - 2:15pm
Strategy and Business

Independence West

Participants

Moderator: Debbi Amanti Belanger - Principal, ClearView Healthcare Partners

Panelist: Gabriela Apiou - Director, Translational Research Training and Development, Mass General Hospital Research Institute

Panelist: Philip Gotwals - Head, Search and Evaluation Strategic Alliances, Novartis Institutes for BioMedical Research, Inc.

Panelist: Garry Menzel - CEO, TCR2 Therapeutics

Panelist: Patrick Tricoli - CEO, Nanobiotix USA

SESSIONS

DAY 2 - 27/09/2017

BioPharm America

September 26–27, 2017
Sheraton Boston Hotel
Boston, MA

What's the next big thing on pharma's wish list?

2:30pm - 3:15pm
Strategy and Business

Independence West

Participants

Panelist: Lizabeth Leveille - Associate VP and Head, Boston Innovation Hub, BD&L, Merck

Panelist: Salim Mujais - Senior VP, Global Therapeutic Head Immunology, Transplant, Infectious Disease, CNS and Pain, Astellas

Panelist: Chandra Ramanathan - Head, East Coast Innovation Center, Bayer

Panelist: Aaron Schwartz - Director, R&D Innovation Sourcing, Novo Nordisk Inc.

Moderator: Ed Silverman - Senior Writer and Pharamlot Columnist, STAT News

Cell and Gene Therapies: From discovery to commercialization

3:30pm - 4:15pm
Strategy and Business

Independence West

Participants

Panelist: Eddy Anglade - CMO, Global Therapy Area Head, The Astellas Institute of Regenerative Medicine

Panelist: Vivian Choi - Associate Director, Head of Gene Therapy Research, Discovery Therapeutics, Shire

Panelist: Michael Cooke - CSO, Magenta Therapeutics

Panelist: Peter G. Nell - VP, Head Strategy and Business Development, Casebia Therapeutics

Moderator: Patricia Reilly - VP, Intelligence Alliances and Product Unification, Pharma Intelligence, Informa

Closing reception

4:30pm - 5:30pm
Networking

SCHEDULE

DAY 2 - 27/09/2017

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9:00AM		9:30am - Biotech presentations			9:00am - Keynotes
10:00AM			10:00am - Introduction 10:15am - EBD Academy Buzz Session: Taking a look at the softer side of negotiation		
11:00AM			11:00am - How to tell your story 11:15am - Establishing and protecting your IP 11:30am - The partnership before the partnership: Working with a CRO to get the most out of your first trial 11:45am - Working with nontraditional partners		
12:00PM	12:15pm - Luncheon		12:00pm - Valuing your startup: How does the valuation process work?		

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2:00PM				2:30pm - What's the next big thing on pharma's wish list?	
3:00PM				3:30pm - Cell and Gene Therapies: From discovery to commercialization	
4:00PM	4:30pm - Closing reception				