

INTERNATIONAL  
COURSE FROM  
THE PASTEUR  
NETWORK

TRAINING  
COURSE

WORKSHOP

**Innovation and  
Technology  
Transfer in  
Biological  
Sciences and  
Public Health**



ΕΛΛΗΝΙΚΟ ΙΝΣΤΙΤΟΥΤΟ ΠΑΣΤΕΡ  
INSTITUT PASTEUR HELLENIQUE



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# 1 DAY

## General Concepts of Technology Transfer

9:30-10:00	Registration	
10:00-10:30	Welcome Speech	Dr. Efsthios Gonos Director General, Hellenic Pasteur Institute
10:30-11:00	What is Technology Transfer and how it has evolved historically	GM IP
11:00-12:00	Policies related to Technology Transfer that each Research Institution should implement	GM IP
12:00-12:30	Coffee Break	
12:30-13:30	The main Processes & Tools of Technology Transfer	Isabelle Buckle
13:30-14:00	Professional Profiles of people involved in the Tech Transfer efforts	Isabelle Buckle
14:00-15:00	Lunch Break	
15:00-15:30	Key Performance Indicators of Technology Transfer	Isabelle Buckle
15:30-16:30	Open Innovation : a tool for Technology Transfer	Maria Makridaki, Nicolas Torno, Mitra Aminlou
20:00-22:30	Social Dinner	All participants

# DAY 2

## Intellectual Property Rights and their Protection

9:30-11:00	Types of Intellectual Property and ways of protecting each type. The Invention Disclosure and establishing Patentability.	Mitra Aminlou
11:00-11:30	Coffee Break	
11:30-13:00	Filing for a patent at the EPO: timelines, costs, etc. Prior art searches: Overview.	Dimitris Roukounas
13:30-14:30	Lunch Break	
14:30-15:30	Greek Patent Law	Giannis Katsogiannis, HIPA Iliana Kosti
15:30-16:00	Coffee Break	
15:30-16:30	Case Study: Establishing Patentability Case Study: Patent Strategies in cell/gene therapy-Wrap up	Nicolas Torno, Mitra Aminlou

**Training Course** / Innovation and Technology Transfer  
in Biological Sciences and Public Health

**June 26th, 2023**

Venue: **Hellenic Pasteur Institute** / Auditorium  
Vas. Sofias 127, 11521 Athens, Greece

# 3 DAY

## Business opportunities: from scientific innovation to market

- 9:30-10:45** Presentation of Maturity and Acceleration Programs. How to go from an invention to an asset. Michel Perez
- 10:45-11:00** Coffee Break
- 11:00-13:00** Development and exploitation through industrial partnership  
Market Searches / Technology Valuations  
Negotiating Agreements  
Other protection tools: MTAs, Confidentiality Agreements, etc  
Linda Nait,  
Alexandre Batch
- Development and exploitation through entrepreneurship  
Financing Tools  
How to draft a Business Plan Pitching
- 13:00-14:30** Lunch Break
- 14:30-15:30** Business Models-The Business Model Canvas  
Athina Oikonomidou
- 15:30-16:00** Coffee Break
- 16:00-18:00** Case Study: Project Evaluation. Wrap up discussion about the case studies. DARRI/Internal

# 4 DAY

## Cross National Collaborations 9h30 - 13h

9:30-10:30	Challenges at different stages of technology transfer	Konstantinos Sioumalas-Christodoulou
10:30-11:00	“Experience of IPT in the frame of an TT environment in mutation”	Oussama ben Fadhel
11:00-11:30	TTO IP Iran	Mitra Aminlou
11:30-12:00	GnΩsi : Technology Transfer Network. Exchange of TTO practices. PRAXI/FORTH-HPI	Antonis Sapountzis
12:00-12:30	What factors differentiate Tech Transfer in the Life Sciences	Athina Oikonomidou
12:30-13:00	<b>Wrap up</b>	



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