

(Participation in this event is by invitation only. Seats are limited to 25.
Tentative schedule is as of 23 Dec 2007. Schedule is provided here only for general information)

NANOTECHNOLOGY: MAKING THE LEAP TOWARDS COMMERCIALISATION

Organizers:

- British Council
- Institute of Physics, UK
- Venture Center, NCL Innovation Park, Pune
- National Chemical Laboratory, Pune

Corporate sponsor:

- Reliance Industries Limited

Workshop objectives:

- Inspire nano-scientists to translate research into products for end-users.
- Share and enhance understanding of the process to take a scientific idea through to a market product
- Use the workshop as a forum to explore opportunities for product innovation.
- Document key processes and a road map for taking an idea to a product

Participants profile:

- Researcher works in the nano/micro area -- in particular, (nano/micro-) materials development, fabrication and processing methods of such materials, development of new measurement tools, applications and device development based on nano (micro) materials.
- Researcher generates or is likely to generate intellectual property in his/her work during his/her career.
- Relatively young researcher's under 45 years of age with significant potential if not a track record. Those likely to command respect from peers.
- Researchers holding regular staff positions in academic institutions, research institutions or corporate research institutions. Outstanding post-doctoral researchers without regular positions can be considered.
- Most will have some exposure to projects with industry and/or awareness of commercialization success stories. Most will not be familiar with nuts-and-bolts issues.

Proposed dates:

- 7 – 10 January 2008

Structure & format:


- Workshop format including
 - Talks
 - Group discussion and exercises
 - Films and visual presentation
 - Public lecture

Confirmed Speakers (in alphabetical order):

<p>Peter Dobson</p> 	<ul style="list-style-type: none">• Academic Director, University of Oxford's Begbroke Science Park, UK• Professor, Dept of Engineering Sciences, University of Oxford• Founder, Oxonica PLC• Founder, Oxford Biosensors Ltd
<p>Andrew Elphick</p> 	<ul style="list-style-type: none">• Andrew Elphick, Chief Executive Officer, IOTA Nanosolutions (http://www.iotanano.com/)• Prior to joining IOTA NanoSolutions Limited, Andrew was the Global Business Director at Oxonica PLC, a world leading Nanotechnology Company.
<p>Gerry George</p> 	<ul style="list-style-type: none">• Professor of Innovation and Entrepreneurship, Tanaka Business School, Imperial College, UK• Director, Rajiv Gandhi Centre for Innovation and Entrepreneurship, Imperial College, UK• Previously, Faculty Director, Institute of Technology, London Business School• Previously, Director, Weinert Applied Ventures Program in Entrepreneurship, University of Wisconsin – Madison
<p>Tim Harper</p> 	<ul style="list-style-type: none">• Tim Harper is a serial technology entrepreneur, founding London based Cientifica Ltd, the world's leading source of global business intelligence about nanotechnologies, co-founder of Salisbury based nanoparticle visualisation and sizing company Nanosight Ltd., and is one of the worlds foremost experts on commercialisation of technologies, with experience gained in both venture capital and the laboratory.
<p>Surya Raghu</p> 	<ul style="list-style-type: none">• President, Advanced Fluidics, LLC, Maryland, USA• Inventor and Science Entrepreneur
<p>David Secher</p> 	<ul style="list-style-type: none">• Founder and Director, Praxis Courses Ltd.• Chief Executive, N8 Research Partnership• Director, CellCentric Ltd and UNICO.• Ex-Director, Research Services Division, University of Cambridge

<p>Hasit Seth</p> 	<ul style="list-style-type: none"> • Hasit Seth is currently the Asia Patent Manager at Eaton (diversified industrial manufacturer with global presence in various industries such as electrical systems and components for power quality, distribution and control; fluid power systems and services for industrial, mobile and aircraft equipment; intelligent truck drivetrain systems for safety and fuel economy; and automotive engine air management systems, powertrain solutions and specialty controls for performance, fuel economy and safety etc). Previously, Hasit was an IP Licensing Associate at IPValue. He has a Master's degree in IP law from Franklin Pierce Law Center. He also has a Master's degree in law from University of Mumbai which he secured with merit rank and a gold medal. His areas of interest are: Innovation Culture, Technology and IP Consultancy, Patent Prosecution, IP Litigation, IP Licensing, and Patent Law. • http://www.linkedin.com/in/hasit
<p>Kunal Sharma</p> 	<ul style="list-style-type: none"> • Kunal is the Cofounder, Director of iRunway- an intellectual property and technology consulting company. Kunal received his Bachelors and Masters in Biochemical Engineering and Biotechnology from IIT Delhi in 2001. As a Chevening fellow he studied entrepreneurship and technology commercialization at London Business School and worked with a technology startup. Kunal has more than five years of experience in intellectual property. He was a founding member of the IP team at Evalueserve and was responsible for handling operations of fifty people IP team. He has drafted over 60 patents in the fields of bio-medical devices, chemical products and software and internet based applications. He is also a registered Indian patent agent.
<p>S. Sivaram</p> 	<ul style="list-style-type: none"> • Director, National Chemical Laboratory, Pune (http://www.ncl-india.org) • Chairman, Venture Center (http://www.venturecenter.co.in/) • Respected polymer scientist in India. Known for pioneering several technology development and technology commercialization related initiatives within the CSIR system in India. Considerable experience generating intellectual property, licensing intellectual property to companies in India and multinational companies, and setting up large scale research partnerships and agreements. • http://www.venturecenter.co.in/dr_sivaram.php
<p>Premnath V</p> 	<ul style="list-style-type: none"> • Head, NCL Innovations & Scientist, Polymer Science and Engineering, National Chemical Laboratory • Director, Venture Center (http://www.venturecenter.co.in/) • Experience in technology development and commercialization (two successfully commercialized families of products), working with start-up companies (in Cambridge-UK and India) and engaging with large corporations on research and consulting projects as project leader. • http://www.venturecenter.co.in/dr_premnath.php
<p>VC Vivekanandan</p> 	<ul style="list-style-type: none"> • Professor, NALSAR, Hyderabad • Prof. (Dr.) V.C. Vivekanandan. Received his PhD from National Law School of India University, Bangalore. He has a Master's Degree in Corporate Law and Securities. • Coordinator, Proximate Education Programmes, NALSAR University offering the Post Graduate Diploma Programmes in Patents Law, Cyber Laws, Media Laws and International Humanitarian Law. • At NALSAR he teaches IPR, Cyber Law, Political Science and International Relations. • He is the co-coordinator of the NC Banerjee Centre for IP Law studies at NALSAR and edits the IP Law News. He serves as the expert committee member of the IPR for the Copyright Division of the Ministry of HRD, Government of India. • Full profile: http://nalsarlawuniv.ac.in/Vivekananda-profile.html

Speakers yet to confirm (in alphabetical order):

<p>Pankaj Chandra</p> 	<ul style="list-style-type: none">• Professor, IIM-A; soon to be Director at IIM-B• Chairperson, Centre of Innovation, Incubation and Entrepreneurship, Indian Institute of Management Ahmedabad, India• Research interests: Manufacturing Management, Supply Chain Coordination, Technology Networks & Capability Building in Manufacturing Firms• Full profile: http://www.iimahd.ernet.in/~chandra/
<p>To be confirmed from the investment community</p>	<ul style="list-style-type: none">• Imprimatur Capital (http://www.imprimaturcapital.com/)• Padmaja Ruparel, http://indianangelnetwork.com/ (Profile at: http://www.nenonline.org/jsp/expert/pop_up_padmaja_bio.html)

Schedule:

Date	Session	Time	Topic	Min	Speaker
DAY 0					
6 Jan 2008 Monday					
		0730	Dinner • Garden Court		

Venue: Venture Center, 100, NCL Innovation Park, Dr Homi Bhabha Road, Pune - 411008

Date	Session	Time	Topic	Min	Speaker
DAY 1					
7 Jan 2008 Monday					
		0845	Start of day		
	1	0845-0930	Inaugural session: • Lighting of the lamp • Introduction (V. Premnath, Venture Center) • Les Dangerfield (on behalf of British Council) • Dipali Chauhan (on behalf of IOP) • Amit Biswas (on behalf of Reliance Industries Limited) • Introductions: Workshop goals, outline and plan; Speakers; Participants.	45	D. Chauhan, M. Rao
	2	0930-1030	Tentative title: Translating laboratory science to technology and then to products: Indian context and issues	60	S. Sivaram
		1030-1100	Tea	30	
	3	1100-1230	Finding markets for emerging technologies	90	Tim Harper
		1230-1330	Lunch	60	
	4	1330-1430	Case Study 1: Oxonica	60	P. Dobson
	5	1430-1530	Case Study 2: Iota Nanosolutions	60	Andrew Elphick
		1530-1600	Tea	30	
	6	1600-1630	Introduction to Workshop 1: Identifying, defining and evaluating opportunities for commercialization. Thinking through science ideas for commercial potential	30	Premnath V
	7	1630-1745	Workshop 1: – Picking an interesting scientific idea. – Conceiving/identifying/ defining a product. – Identifying customers and/or end-users – Defining the value proposition (problem/ need and solution approach). – Defining existing and competing solutions. Their strengths and weaknesses. – Defining outstanding features of your solution. – Describing technology that makes it possible. – Understanding nature of technology (platform or not; can stand alone or not; small part of big puzzle etc) – Understanding the market size, growth potential, segments etc (5 teams of 5 each working on five different ideas.)	75	Facilitators
	8	1745-1820	Movie: Infinite vision (A case of successful social entrepreneurship from India)	35	
		1820	End of day		
		1930	Dinner • Organized by British Council		

Date	Session	Time	Topic	Min	Speaker
DAY 2					
8 Jan 2008 Tuesday					
		0900	Start of day		
	9	0900-1030	Tentative title: An overview of technology commercialization. Aspects important in the commercialization of nano-science/technology.	90	D. Secher
		1030-1100	Tea	30	
	10	1100-1230	Different routes to commercialization: Conventional licensing, start-up companies, and strategic partnerships.	90	P. Dobson
		1230-1330	Lunch	60	
	11	1330 –1415	Models of commercialization: Incubators and incubation	45	Pankaj Chandra
	12	1415 –1500	Perspective of investors and financiers	45	TBD
		1500-1530	Tea	30	
	13	1530-1600	Introduction to Workshop 2: What is the best route for taking laboratory science to the market? Strategies for gaining sustainable competitive advantage. Charting out key success factors, major risks, and milestones towards along the project and time lines.	30	V. Premnath
	14	1600-1730	Workshop 2: <ul style="list-style-type: none"> - Understanding the industry structure and competitive forces - Understanding the value chain, players and fit. - Understanding IP and regulatory barriers and costs. - Understanding career goals, motivation and risk propensity of team members - What are the sources of sustainable competitive advantage in your project? - What are the key success factors? What are the key risks to be managed? What will be the strategies to manage those risks? - Chart out milestones and time lines. - Some time to synthesize everything into 5-7 slides/10 minutes presentation. (Same 5 teams of 5 each continue on ideas from Workshop 1)	90	Facilitators
	15	1730-1745	Movie: TBD	15	
		1745	End of day		
		1930	Dinner <ul style="list-style-type: none"> • Royal Maratha 		

Date	Session	Time	Topic	Min	Speaker
DAY 3					
9 Jan 2008 Wednesday					
		0830	Start of day		
	16	0830-0915	Patents: Process and strategies for licensing and commercialization	45	Hasit Seth
	17	0915-1015	Patents and patenting strategies	60	VC Vivekanandan
	18	1015-1100	Patents: Strategies for drafting	45	Kunal Sharma
		1100-1130	Tea	30	
	19	1130-1230	The journey from science to technology to product: What to expect? (Invention to Product: Time-lines and Process-lines)	60	S. Raghu
		1230-1320	Lunch	50	
	20	1320-1445	University Science and Technology Transfer: The Difficult Facts and Some Creative Solutions	85	Gerry George
		1445-1515	Tea	30	
	21	1515-1630	Group presentations by each team (7 min elevator pitch with 3 min discussion). Analysis and sum-up.	75	Participants, speakers and organizers.
	22	1630-1700	Final words. Workshop closure (including an evaluation form)	30	
		1700	End of day		
		1705	Leave for dinner venue Venue: Chokhi Dani (http://www.chokhidhanipune.com/)		

Date	Session	Time	Topic	Min	Speaker
DAY 4					
10 Jan 2008 Thursday					
	23	1000-1100	Nanosafety: the concerns and the actions Venue: NCL Lecture Hall (2nd floor, Main building)	60	Peter Dobson
		1100-1130	Tea	30	
	24	1130-1245	Inventing Entrepreneurs: Technology Innovators and their Entrepreneurial Journey. (Including a Pune release/announcement of new book) Venue: NCL Auditorium	75	Gerry George
		1245-1400	Lunch for participants who stay back for the Public Lecture	75	