

Workshop

Accelerating EU-US business collaboration in health/e-health

Research & Innovation:

Opportunities, Barriers and Best Practices

Friday, June 20th, 2014, Boston, MA

Venue: Atlantic Wharf, Waterfront District

Fort Point Room, 2nd Floor

290 Congress Street, Boston, MA

Workshop Program

08h30-09h00 Welcome registration, coffee & networking

Session 1 – Opening

09h00-09h15 **Opening: Welcome**
European Commission Representative, Workshop Organizers

Input presentation:

- 09h15-09h50
- Scene Setting : BILAT USA 2.0 project goal, aim of the workshop (15 min)
Ms Svetlana KLESSOVA, Director, inno TSD, France
 - Transatlantic business driven collaborative health research : drivers, barriers and open issues (20 min)
Mr Richard SATCHER, Sr. Business Manager, RTI International, USA

Industrial feedback from US:

- 09h50-10h05
- Transatlantic Research, Technological Development and Innovation (RTDI) cooperation of companies: sharing ideas (15 min)
Mr O. Sinan TUMER, Sr. Director, SAP Co-Innovation Lab, USA

Feedback from a European innovation agency

- 10h05-10h20
- Evaluation of the EU-US S&T agreement and the need to integrate an innovation dimension (15 min)
Ms Helena ACHESON, Head of Division, MFG Innovation Agency for ICT and Media Baden-Württemberg, Germany

10h20-10h40 Coffee & networking



Session 2 - Opportunities for transatlantic RTDI business cooperation

Horizon 2020 – the European funding programme - and transatlantic collaboration opportunities in RTDI between businesses

- 10h40-11h20
- RTDI collaboration opportunities for businesses - supporting health-related businesses and transatlantic cooperation - through Horizon 2020 (25 min)
 - Q&A (15 min)
- Mr Laurent BOCHEREAU, Head of Unit "Health - Strategy", European Commission, Health Directorate*

US program(s) and transatlantic collaboration opportunities in RTDI between businesses

- 11h20-12h00
- RTDI transatlantic collaboration opportunities for health related businesses – through the Small Business Innovation Research (SBIR) program at the US National Cancer Institute (NCI) (25 min)
 - Q&A (15 min)
- Mr Michael Weingarten, Director at NCI SBIR & STTR Programs, National Institutes of Health (NIH), USA (online presentation)*

12h00-13h00 Lunch & networking

Session 3 – Panel Presentations

Showcases of transatlantic business collaboration (health/ e-health field) in RTDI:

Exchange around real-life experience in transatlantic RTDI collaboration of companies and sharing of good practices, barriers and drivers

Moderator : Kirsten Rieth, Senior Innovation Advisor RTI International, USA

- 13h00-14h20
- Bigger, More Impactful Research Projects via Transatlantic Collaboration: A Case of a European Company (20 min including Q&A)
Dr Engin VRANA, Director of Fundamental Research of Protip SAS, France, and Scientific Coordinator of IMMODGEL R&D Project funded by the European Union
 - Clinical, academic and international trial WINTHER – working together under European funding programs
Dr Gary PALMER, Senior Vice President, Medical Affairs, Foundation Medicine Inc., USA (20 min including Q&A) (tbc)
 - Engineering Prowess of Portugal: Innovating, Investing and Inspiring. Kinematix: case study of opportunities and challenges.
Mr Joseph Ternullo, JD, MPH, President, Kinematix, USA, Inc.
 - Working together: several case studies about EU-US R&D collaboration between companies – challenges, obstacles and possible solutions (title talk tbc)
Dr Elena Chekhova, General Manager, Biotine Consulting Group

Showcases of cluster/facilitator support (health/ e-health field):

Exchange on transatlantic RTDI collaboration of EU and US companies through intermediaries such as clusters; Support needs, inter-clustering; Q&A

- 14h20-15h40
- Moderator: Ms Helena ACHESON, MFG Innovation Agency for ICT and Media Baden-Württemberg, Germany*
- *Ms Sarah Jane Maxted, Research Manager, Harvard Business School*
 - Supporting multi-lateral collaboration in international development : examples, strategies, best practices
Ms Carmen Lanford, Project Manager, ERAI business internationalization



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agency, Atlanta

- Boston Life Sciences University Cluster
Mr Vinit Nijhawan, Managing Director Technology Development, Boston University

15h40-
16h00

Coffee & networking

Session 4 - Roundtable discussion

Roundtable

- Opportunities, barriers & drivers for transatlantic RTDI collaboration, focus on health/e-health (60 min)

Moderator: Svetlana Klessova, inno TSD, France

16h00-
17h00

Panelists (clusters and companies):

- Dr Kate TORCHILIN, CEO, Novaseek Research, co-founder and Board member of Mechanical Drugs Inc., USA
- Dr Anatole KLYOSOV, founder emeritus and member of Scientific Advisory Board, Galectin Therapeutics (NASDAQ: GALT), USA
- Mr Maurice BERENGER, CEO of Protip SAS, France
- Other panelists: in process

Wrap up and end of the Workshop

17h00-
17h15

- Concluding summary, action items identified, next steps (15 min)

Ms Svetlana KLESSOVA, Director, inno TSD

Contact of organizers / for enquiries:

Eva Fadil e.fadil@inno-group.com, Svetlana Klessova s.klessova@inno-group.com

List of speakers, panelists and moderators (in alphabetical order):

- **Ms Helena ACHESON**, [Innovation Agency for Information Technology and Media Baden-Württemberg](#), Head of Division, Stuttgart, Germany
- **Mr Maurice BERENGER**, CEO of Protip SAS, France
- **Mr Laurent BOCHEREAU**, [European Commission DG Research & Innovation](#), Head of Unit “Health – Strategy”, Brussels, Belgium
- **Dr Elena CHEKHOVA**, General Manager, Biotine Consulting Group, Boston, MA, USA
- **Ms Svetlana KLESSOVA**, [inno TSD](#), Director, Sophia Antipolis, France
- **Dr Anatole KLYOSOV**, founder emeritus and member of Scientific Advisory Board, [Galectin Therapeutics](#) (NASDAQ: GALT), USA
- **Ms Carmen LANFORD**, [ERAI USA](#) (Entreprise Rhône-Alpes International - Rhone Alpes Business Internationalisation Agency), Project Manager, Atlanta, GA, USA
- **Ms Sarah Jane MAXTED**, Research Manager, Institute for Strategy and Competitiveness [Harvard Business School](#)



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- **Mr Vinit NIJHAWAN**, Managing Director Technology Development, Boston University, USA
- **Mr Gary PALMER**, [Foundation Medicine, Inc.](#), Senior Vice President, Medical Affairs, Cambridge, MA, USA, US company involved in the European-funded project "WINTHER" (*tbc*)
- **Ms Kirsten RIETH**, [RTI International](#), Senior Innovation Advisor, NC, USA
- **Mr Richard SATCHER**, [RTI International](#), Senior Business Manager, NC, USA
- **Mr Joseph TERNULLO**, JD, MPH, Kinematix, President, USA, Inc.
- **Dr Kate TORCHILIN**, CEO Novaseek Research, a virtual biobank, and co-founder and Board member of Mechanical Drugs Inc., USA
- **Mr O. Sinan TUMER**, [SAP Co-Innovation Lab](#), Sr. Director, Newtown Square, PA, USA
- **Dr Engin VRANA**, [Protip SAS](#), Director of Fundamental Research, Strasbourg, France (European company involved in the R&D European-funded project "IMMODGEL", in collaboration with The Brigham and Women's Hospital, Boston)
- **Mr Michael WEINGARTEN**, [NIH](#), Director at National Cancer Institute: Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) Programs of the National Institutes of Health (NIH) Maryland, USA
- **Other speakers/panelists: in process**

Short Bios (in alphabetical order):

Ms Helena ACHESON has a thirty year career spanning a diverse range of large national and regional economic- and enterprise development organizations, both private and public, mainly in Ireland and more recently in Germany. She regularly contributes to EU policy development as Chair or Expert and, is a Board member of the Alberta Research & Innovation Authority, Canada and CTVR, the national Telecommunications Research Centre in Ireland. She worked in Forfás www.forfas.ie since its establishment in 1994 until Sept 2010. There she managed Ireland's first national Technology Foresight exercise (1998/1999), the work of the National Competitiveness Council, the Irish Council for Science, Technology and Innovation, DISCOVER - the national Science Awareness Programme and contributed to the development of the Irish National Science & Technology Strategy 2006-2013. Prior to Forfás, Helena was the Technology Transfer Manager in the Enterprise Ireland East Region Office and was the Project Manager in the Office for Science & Technology at the Ministry for Enterprise, Trade and Employment for SERTEC, a regional S&T infrastructural investment programme. Before moving into the public sector, Helena worked for over six years with the national industry representative organisation, Irish Business Employers Confederation, IBEC. Since February 2012, Helena has been working as Head of Division in Stuttgart for MFG, the regional innovation agency for ICT and Media.

Mr Maurice BERENGER, CEO of Protip SAS (France), has a degree in Physics and a background in state-of-the-art medical technology and he has been active in management in the Med Tech sector for more than 20 years (Guidant, MedPole, MedSys, etc.). He joined Protip in 2009 and has been involved with the first round of fundraising of the company post-creation. He is an expert in business planning and management; after directing several start-up companies over the years. Currently he is also a board member of two other biomedical companies; DefyMed and EndoTools Therapeutics.

Mr Laurent BOCHEREAU is responsible for the "Strategy" Unit within the Health Directorate of the European Commission's Directorate General for Research and Innovation. He gained a Laureate from the Ecole Polytechnique in Paris, a Master's degree from the University of California and a PhD from the University of Paris VI. After spending several years working as a research project leader at IRSTEA, he served two years in the French Ministry for Research. He joined the European Commission in 1995 where he worked several years as assistant to the Director for Life Sciences and then as Head of Unit with responsibilities for



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agriculture, forestry, agro-industry and food safety research. From 2007 to 2010, he was the Head of the "Science, Technology and Education" Section at the Delegation of the European Union in Washington DC and from 2010 to 2013, Head of Unit for "International Cooperation Policy" in the European Commission's Directorate General for Research and Innovation.

Dr Elena CHEKHOVA

Ms Svetlana KLESSOVA, M.Sc, is Director and senior innovation consultant at inno TSD, Sophia Antipolis, France (established in 1986), the French subsidiary of the inno group, an innovation management consulting company with over 60 staff serving research institutions, businesses, policy institutions and development agencies in Europe and abroad. She has 20+ years of experience in innovation policies, technology commercialization, entrepreneurship, international R&D & innovation cooperation. She is an expert for UNIDO – United Nations Industrial Development Organisation. Svetlana has been leader or senior consultant on 50+ science, technology and innovation-related projects with R&D partners and industrial partners all over the world. She coordinates Health-2-Market initiative funded by the European Commission / Health Directorate, that aims at developing the Health researchers' entrepreneurial skills and knowledge to support the market exploitation of their research results, and provides training in IPR and asset management, entrepreneurship and business planning, launch of a successful start-up and knowledge transfer, etc.

Dr Anatole KLYOSOV, Ph.D., D.Sc., is founder emeritus and member of Scientific Advisory Board, Galectin Therapeutics (NASDAQ: GALT), a biotechnology company applying its leadership in galectin science and drug development to create new therapies for fibrotic disease and cancer. He is a co-inventor of the patented technology. From 1996 to 2000, he was vice president of research and development for Kadant Composites, Inc., a subsidiary of Kadant, Inc. (NYSE: KAI), where he directed a laboratory specializing in biochemistry, microbiology and polymer engineering. From 1990 to 1998, Dr. Klyosov was visiting professor of biochemistry at the Center for Biochemical and Biophysical Sciences at Harvard Medical School. Dr. Klyosov was elected to the World Academy of Art and Science. He holds over 20 patents, has published more than 250 peer-reviewed articles in scientific journals, and edited two books, *Carbohydrates in Drug Design* and *Galectins*.

Ms Carmen LANFORD is the Sales Coordinator for the United States at ERAI, the trade development agency of the Rhône-Alpes region in France. Beyond her responsibility for the ERAI US sales strategy (with offices based in Atlanta & Philadelphia), she primarily helps French companies export their products, services and expertise to the US. Using her knowledge of the US market and her experience with the French culture, she offers ERAI's services for Business development, Investment, internationalization of clusters, international funding and cooperation. Carmen has studied International Affairs both in France and in the US and has many work experiences in French and American NGOs in the coordination of international and multi-cultural projects.

Ms Sarah Jane MAXTED ...

Mr Vinit NIJHAWAN is Managing Director, Office of Technology Development, and Executive-in-Residence at ITEC (Institute of Technology, Entrepreneurship & Commercialization) at Boston University. Vinit also teaches MBA courses on Entrepreneurship at BU, over 225 students have taken his courses. Vinit has over 30 years experience building five startups: as CEO of three, five were acquired. Vinit was Venture Partner at Key Venture Partners and over two years sourced over 200 deals and made one investment that was acquired for \$430M. Vinit is an advisor and board member to several technology startups and was a Mass High Tech All-Star in 2005. Vinit has participated in over 150 panel discussions and paper presentations, and is a Board Member of Mass Ventures, an early stage, quasi-public Massachusetts venture capital firm and a co-founder



of EdTech Accelerator LearnLaunchX. Vinit earned a B.A.Sc in electrical engineering from the University of Waterloo in Ontario, Canada.

Mr Gary PALMER ...

Ms Kirsten RIETH, MBA, BSME, is a Senior Innovation Advisor at RTI International. RTI is a not-for-profit research organization with 3700 employees worldwide working in the areas of health, international development, social science, and technology development. Kirsten works at the intersection of technology and business in RTI's Innovation Advisors consultancy, supporting businesses, universities, federal laboratories, and government agencies find, commercialize, and apply technologies for economic benefit. Through this work Kirsten facilitates collaborations and partnerships among organizations for mutual benefit, and studies adoption issues in order to plan for technology commercialization and market entry strategies. She also manages RTI's membership in the US-EU Match consortium, a bridge to the Enterprise Europe Network's more than 600 EU members.

Mr Rick SATCHER, MS, MBA is a Senior Business Manager at [RTI International](#), a non-profit research institute in Research Triangle Park, NC. He has 15 years of broad experience in strategic planning, business development, finance, market research, and project management. Mr. Satcher's key area of interest is in building collaborative partnerships between the public and private sectors to develop new therapeutics and diagnostics that address unmet health needs. He has worked with corporate, government, and academic clients to address barriers to collaborative health research and recently completed a study of EU's Innovative Medicines Initiative. Prior to joining RTI, Mr. Satcher directed all sales and marketing activities for Fulcrum Pharma Developments, a drug development consulting company that specializes in strategy and management of lead to proof-of-concept development programs. As a consultant at BioAbility, LLC, Mr. Satcher prepared life science-related business studies, strategic plans, and market analyses of new therapeutics and performed technology and market assessments for intellectual property developed at major U.S. universities.

Mr Joseph TERNULLO, JD, MPH, is the US president of Kinematix. Prior to joining Kinematix, Joe was associate director of Partners HealthCare's Center for Connected Health. He has served on the US Department of Health and Human Services' American Health Information Community Workgroup and the US Commerce Department's International Trade Advisory Committee, co-founded Continua Health Alliance and served on several boards. Joe holds degrees from Boston College, Bentley University, Boston University School of Law and Harvard School of Public Health.

Dr Kate TORCHILIN is CEO of Novaseek Research, a virtual biobank serving the needs of the hospitals, pharmaceutical and clinical research industries. Dr. Torchilin is also co-founder and Board member of Mechanical Drugs Inc., innovative oncology company developing technology for efficient diagnosis and treatment of resistant and lethal cancers. Previously, Dr. Torchilin served as Vice President and General Manager, Connected Health, and Vice President of Women's Health global business at Alere Inc, the leading point of care diagnostics company. Prior to that, Dr. Torchilin was CEO of Biocell Center, stem cell tissue bank and technology company. Earlier in her career, Dr. Torchilin held various management positions at Thermo Fisher Scientific, and also worked in a technology licensing role at Beth Israel Deaconess Medical Center, a Harvard Medical School teaching hospital. Dr. Torchilin has an MBA from Harvard Business School, PhD in Biochemistry from Tufts University and BS in Chemistry from Moscow State University, Russia.

Mr O. Sinan TUMER is the Senior Director of SAP Co-Innovation Lab in the East Coast region of USA. He is responsible for establishing an open innovation process by harnessing SAP's partner ecosystem to deliver innovative business solutions to SAP's customers. Previously he was responsible for managing international research policies at SAP Research with special focus on Research & Innovation deployment and early



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adoption programs of the US and EU governments. During his long career at SAP America, he held various management positions like Director of Operations at SAP Research, Consulting Director of the US North East region and Software Partner Alliance Director. Prior to joining SAP, he had held various IT management positions at various Consumer Goods companies and Systems Integration consulting positions at Andersen Consulting and Price Waterhouse. Sinan has a Master degree in Systems Engineering and a Master of Science in Computer Sciences, both from Georgia Institute of Technology.

Dr Engin VRANA, [Protip SAS](#), Director of Fundamental Research, Strasbourg, France, obtained his PhD in 2009 at Dublin City University as a Marie Curie ESR fellow. His major research interests are titanium implants, tissue engineering, cell encapsulation and cell biomaterials interactions. He has published 26 articles in peer-reviewed academic journals, 4 book chapters and holds 2 European patents. His awards include Parlar Foundation Thesis of the Year (2006), ESB Translational Research award (2011) and 2nd Aegean R&D Patent competition 1st place award (2012). He is Scientific Coordinator of IMMOMODGEL, “Local Immunomodulation around implants by innovative auxiliary hydrogel-based systems encapsulating autologous and phenotype controlled macrophages”, an R&D collaborative project funded by the European Union under the 7th Framework Programme for Research, Technological Development and Demonstration (project duration 10/2013 – 09/2017, project budget 8.1 mln eur, including 5.8 mln eur EC funding, the consortium partners include US-based organization, Brigham and Women’s Hospital).

Mr Michael WEINGARTEN is the Director for the Small Business Innovation Research (SBIR) Development Center at the National Cancer Institute (NCI). In this role, Mr. Weingarten leads a team of 9 Program Directors who manage all aspects of the NCI SBIR & STTR Programs including a portfolio of over \$110M in grants and contracts annually. The SBIR & STTR programs are NCI’s engine of innovation for developing and commercializing novel technologies and products to prevent, diagnose, and treat cancer. Under Mr. Weingarten’s leadership and direction, the NCI SBIR Development Center has launched a range of new programs to facilitate the success of small businesses in the cancer space, including the SBIR Phase II Bridge Award, which more than triples the amount of funding available to applicants through the NCI SBIR Program. NCI SBIR has also launched an annual investor forum where potential investors can get a first look at some of the most promising NCI SBIR companies that are developing the next generation of cancer therapeutic, diagnostic, or imaging technologies.

About BILAT USA 2.0:

[BILAT USA 2.0](#) is a project funded by the European Commission under FP7 (GA N° 312081). BILAT USA 2.0 aims at enhancing Science, Technology and Innovation collaboration between the EU and the US.

About the co-organizers:

[inno TSD](#), an innovation management consultancy serving businesses, research institutions, and policy makers in Europe and abroad to create optimal framework conditions for innovation.

[RTI International](#), a non-for-profit research organization with 3700 employees worldwide working in the areas of health, international development, social science, and technology development.

[Diplomacy Matters Institute](#), a 501(c)(3) nonprofit organization dedicated to generating new platforms for meaningful dialogue among diplomats, government officials, academic experts, and business leaders



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