

BIO DEUTSCHLAND

DOCUMENTATION

First Interdisciplinary Conference on Technology Transfer,
held on 29 and 30 April in Heidelberg, Germany

Co-Organisers and Partners:



DEUTSCHES
KREBSFORSCHUNGSZENTRUM
IN DER HELMHOLTZ-GEMEINSCHAFT

Welcome

Dr Peter Heinrich
Chairman of the Board of BIO Deutschland



An organising team made up of representatives from the BioRegions, patent agencies, companies and industry lobby groups made this meeting happen. The conference enjoyed the support of both the Economics and the Research Federal Ministry. We want to work together to make sure that the many application-oriented research results and inventions, which are achieved by various research institutions, are recognised, protected by patents and subsequently helped to develop further in a targeted way by close cooperation with innovative biotechnology companies. We must ensure that new platform technologies, new product ideas and new therapeutic mechanisms of action, to name just a few examples, do not get stuck in academic laboratories, but rather are proactively developed and reach greater critical mass as a result of partnerships and the formation of networks. Efficient cooperation between academic research and the biotech industry is the only way that we can be productive and strengthen our international competitiveness.

This topic really is not new and we do not wish to reinvent the wheel. What we do want is to get together with intelligent people, who have been working successfully in this field for years, and to think about what ways we can efficiently shape technology transfer. In this event, we have laid a solid foundation stone that will lead to suggestions for improvement and to steps for optimisation. Do not let us remain at this stage – instead, let us work together towards progress in this area.

Best regards,
Peter Heinrich

Acknowledgements

The co-organisers and hosts of the conference are the **Rhein-Neckar Biotechnology Cluster** – abbreviated as BioRN – as well as the **German Cancer Research Centre** and the bioregion, **BioTOP Berlin-Brandenburg**.

We are particularly grateful to Dr Kai Uwe Bindseil, Dr Josef Puchta and Dr Christian Tidona for making this conference possible and for arranging the financial prerequisites for this first interdisciplinary meeting on the subject of technology transfer in the biotechnology sector.



Summary of the Solutions: Main Aims and Steps

Some of the aims and steps that were deemed most important by the representatives from the economics, science and technology transfer groups during the plenary session are listed here.

Aim: Technology transfer to become more important in science

1st Suggested Step:

“Lobbying” at and by the highest level: Supporters to be found on university executive boards and boards of governors by contacts made by national, competent and high-ranking figures from industry and state (*Land*) and federal politics. The perception of the topic of technology transfer to be increased and communicated as a macroeconomic aim.

2nd Suggested Step:

Universities and research institutes to include technology transfer in their mission statements (incentives for technology transfer promotion). (High) standards of quality and remuneration in technology jobs to be worked towards and implemented; an incentive system for technology transfer jobs to be established.

Aim: Technology transfer to be conducted in a successful, transparent and simple way

1st Suggested Step:

Best practice: Examples and modus operandi for successful activities to be made available to the technology transfer community.

2nd Suggested Step:

The technology transfer community to produce a shared online catalogue with rules and tips and to keep this catalogue up-to-date. A virtual technology transfer community to be established.

Aim: Sufficient capital to be available for technology transfer

1st Suggested Step:

Proof of concept (PoC) fund: Establishment of a fund to finance the (pre-competitive?) proof of concept of an invention. (The Max Planck Society’s DDC Ventures fund, which is managed by Life Science Partners, could be set the standard.)

2nd Suggested Step:

Foundation of a commission to deal with the reform of the incentive and reward system (individual and institutional).

Event Concept

It was BIO Deutschland's idea to hold this conference. At its strategy conference of 2008, the board of the biotechnology sector association resolved that the sector should be reinforced from the inside out and made this a central strategic aim. The sector can be successfully reinforced not only when political decision makers improve the legal framework, thus creating greater motivation for investment in innovation and research, but also when technology transfer in biotechnology is tackled in an interdisciplinary and cooperative way, which can lead to sustainable reinforcement of innovative entrepreneurship in Germany. BIO Deutschland aims to provide a platform for this.

Although this topic is not new at all, it has just received support in the latest report by the German Federal Government's Commission of Experts for Research and Innovation (EFI). The Commission named technology transfer as one of the central fields of action.

The basic task is to find new approaches to technology transfer. The situation is well-known in companies and organisations, where individuals produce excellent results but the overall results do not always work due to below-optimum correlation and cooperation among those involved. The superb performance of an individual department comes to nothing if there are misunderstandings and obstacles in the overall structure. It is important that the different departments understand each other, communicate well and openly, come to agreements among each other, and set joint objectives that are then consistently pursued.

We have superimposed this insight on the situation of technology transfer in Germany. With its individual components, the value-added chain can basically be understood as a virtual company with R & D, legal and marketing departments. If the components of the chain mutually express their competencies and good intentions once again, they can work together in a better way. If they then also define their joint objectives and decide upon the necessary measures, then perhaps they will really be able to reinforce the sector from the inside out.

At the start of the event, "homogenous" groups (science, industry and technology transfer units) discussed the situation and formulated room for improvements in the form of wishes addressed to the other groups. Mixed groups then described fields of action and suggested concrete steps. The suggested solutions and steps were subsequently discussed and evaluated in the plenary session. The group sessions and plenary discussions were interrupted by "flash speeches", that is, short presentations that gave the audience an insight into successful or unsuccessful examples of technology transfer and personal viewpoints from different perspectives. The idea was to pay tribute to the experience and achievements of the speakers and to stimulate discussion.

The conference documentation (programme, presentations, "newsflash-style" presentations etc.) will be made available to all the participants and those interested at www.biodeutschland.org. The sector association, BIO Deutschland, is working on an action plan based on the conference results and invites those interested to join us in putting these points into practice.

Programme

29 April 2009, evening

- Welcome *Dr Josef Puchta*, Board Member, German Cancer Research Centre, Heidelberg
Dr Peter Heinrich, Chairman of the Board of BIO Deutschland, Berlin
- Get together and dinner

30 April 2009

- Welcome *Dr. Christian Tidona*, Managing Director, Rhein-Neckar Biotechnology Cluster (BioRN), Heidelberg
- Introduction *Professor Felix Brodbeck*, (Logit Management Consulting, Munich), Chair of Organisational and Industrial Psychology at the LMU Munich
- Keynote speech ***Medication Development: the Mainz Model of Technology Transfer***
Professor Ugur Sahin, Head of the Working Group on Experimental and Translational Oncology at the Johannes Gutenberg University Mainz, co-founder und CSO of Ganymed Pharmaceuticals AG, CEO of BioNTech AG, Mainz
- Parallel group sessions for the “homogenous” interest-based groups with “newsflash-style” presentations
- | | |
|------------------|------------------------------------|
| Problems in/with | Wishes to |
| | - science |
| | - industry |
| | - technology transfer institutions |
- Summary of the results of the first group sessions *Dr Holger Bengs*, Biotech Consulting, Frankfurt
Dr Boris Mannhardt, Biocom Project Management, Berlin
Dr Frank Volz, Genius, Darmstadt
- Parallel group sessions in “mixed” groups Drafting of solutions
- Informal discussion
- Summary of the results of the first group sessions *Dr Holger Bengs*
Dr Boris Mannhardt
Dr Frank Volz
- Plenary discussion *Professor Felix Brodbeck*
- Further action and conclusion *Dr Viola Bronsema*, BIO Deutschland, Berlin

On the initiative of BIO Deutschland. The co-organisers and hosts of the conference are the Rhein-Neckar Biotechnology Cluster (BioRN) and the German Cancer Research Centre in cooperation with BioTOP Berlin-Brandenburg.

Ranking Among the Individual Groups

Group	Highest Priority	High Priority
Technology Transfer	<ul style="list-style-type: none"> • Fast PoC fund 	<ul style="list-style-type: none"> • Lobbying (centralisation, Association of Universities and other Higher Education Institutes in Germany) • Better remuneration of technology transfer jobs
Science	<ul style="list-style-type: none"> • Examples of best practice / catalogue of regulations • Fast PoC fund • Lobbying (centralisation, German Rector's Conference) 	
Industry	<ul style="list-style-type: none"> • Examples of best practice / catalogue of regulations 	<ul style="list-style-type: none"> • Better remuneration in technology transfer jobs • Incentive system for technology transfer jobs

Fash speeches

<p>Dr. Ulrich Behrendt <i>VBU</i> Genentechs example</p>
<p>Dr. Angelika Bonin-Debs <i>Boehringer Ingelheim</i> Learnings in Industry-University Research Agreements</p>
<p>Prof. Dr. Utz Dornberg <i>Universität Leipzig</i> SMILE.medibiz</p>
<p>Volker Erb/Markus Luther <i>BioTOP / Charité Universitätsmedizin</i> TOP 50</p>
<p>Dr. Wilhelm Gerdes <i>Fraunhofer Institut für Immunologie</i> Magna Diagnostics</p>
<p>Dr. Roswitha Gropp <i>Technology Consulting</i> Project: ILRECO</p>
<p>Kai Grunwald <i>Weitnauer Rechtsanwälte</i> Project: MII</p>
<p>Dr. Jan Dirk Heerma <i>SJ Berwin LLP</i> Inventors share</p>
<p>Dr. Ruth Herzog <i>DKFZ</i> The HPV-Story</p>
<p>Dr. Bert Klebl <i>Lead Discovery Center GmbH</i></p>
<p>Dr. Torsten Knöchel <i>Merck Serono</i></p>
<p>Dr. Inge Mühlendorfer <i>Rentschler Biotechnologie GmbH</i> Bridges between science and market</p>
<p>Dr. Martin Raditsch <i>EMBL-EM Technology Transfer GmbH</i> The one stop example</p>
<p>Dr. Oscar-Werner Reif <i>Sartorius Stedim Biotech GmbH</i></p>
<p>Dr. Peter Ruile <i>Ascenion</i> BioVaria 2009</p>
<p>Alfred Schillert <i>Technologie-Allianz</i> Invention Store</p>
<p>Dr. Dieter Treichel <i>Max-Planck-Innovation</i> Drug Discovery & Development Center</p>
<p>Hartmut Welck <i>Steinbeis Europa Zentrum</i> Enterprise Europe Network</p>