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BASTION

“From Basic to Translational Research in Oncology”

Deliverable D5.3

Report on transfer of know-how and networking

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Table of content

	page
Introduction.....	3
Deliverable 5.3 description	3
Task performance.....	3
Conclusions.....	13
Corresponding budget.....	14

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Introduction

Transfer of know-how should be heading in both directions – from research to industry, in order to apply the basic or applied results into practice and back – from the industry to researchers, to explain market expectations, possibilities and opportunities. Building the bridge between science and industry, and looking for the common language can be addressed only by networking and facilitation of close collaboration between these two parties.

Deliverable 5.3 description

Deliverable D5.3 reported hereby corresponds to the task T5.2 in WP5. The aim of this task was to facilitate and increase the impact of translational studies in oncology by acquiring know-how from and initiating sustained cooperation with experienced SMEs focused on technology transfer and commercialization. The activities undertaken by innovation manager (IM) from the beginning of WP5 until Feb 2014 were reported in D 5.2. The following report covers the period March 2014-August 2015.

Task performance

The transfer of know-how should always begin with identification and deep analysis of the know-how possessed. During her work IM analyzed BASTION groups' research results and plans:

- to assess applicable potential of current research,
- identify possibility for IP protection and make researchers aware of IP issues,
- plan future experiments more focused on possible implementation.

As a result of this activity five patent applications were filed and several patent searches have been run. Regular contacts with scientists showed that there is still need for raising awareness on IP issues, therefore IM prepared several seminars for BASTION research groups and other MUW researchers and PhD students on IP rights protection and commercialization of the research results.





IM also gave seminars to Maria Skłodowska-Curie Institute of Oncology, Institute of Hematology and Transfusion and Military Institute of Medicine. Such outside seminars enabled establishing new contacts that could lead to new collaborative projects.

Within WP5 task IM organized two series of four-days business model generation workshops for scientists of MUW and other research institutes from Ochota Campus. The thematic range of the workshops consisted of introducing a scientific idea of research into a business-oriented conception which can be then implemented into reality. With attendance of highly professional scientists working on their actual research projects the workshops were based on several four-person groups working each on one project that had applicable potential. Participants were creating business models for a real project based on “learning by doing” method. The idea was to mix researchers from different scientific areas together within each group and giving them a unique view over their projects and thus ensuring a variety of competence. The first workshop took place on 26th November and then on 3rd, 10th and 17th December 2014 with the participation of 23 scientists.



During each eight-hour meeting participants were gaining business knowledge and improving business skills associated with developing business models, building strategy for a start-up company, preparing business analysis, training team building and pitching. During the time between the meetings participants were also asked to search for additional information, establish first relationships with key partners or opinion makers and collide their conceptions by interviewing experts in order to maximize the reality of the project teaser.



The workshop was divided into two modules. The first of them was concerning business models and start-up strategy building. It covered two consecutive meetings and consisted of:

- introducing all the participants and explaining the scientific area of interest for everyone,
- creating workshop groups and choosing one project for each group,
- introducing the Business Model Canvas tool,
- explaining business analysis (PEST, SWOT, Porter's 5 Forces, Value Net&PARTS etc.),
- presenting project by teams for the first time.

The second module addressed the problems associated with team and project management. During last two meetings participants were taught about:

- different types of team leaders,
- different models of team competence,
- psychological conditions for team management,
- various tools and methods for workflow management,
- AGILE project management,
- Preparing a teaser.

The module ended with final presentations of each project (team) as a complete business model conception.



The workshop was run by IM who was responsible for the scientific and intellectual property issues and also for training on presenting skills and team building. All business issues were covered by



Andrzej Kusmierz PhD, associate professor at Kozminski University, director of Center for Management in Health Sector. Since 2000 dr Kusmierz gives lectures, runs workshops and works as a consultant in the area of leadership, strategy and e-business. He is also an expert of BTM cluster on business development.

The workshop was evaluated by participants after the last day and got excellent notes. It appeared that there is a strong need for such trainings in the scientific environment. In March 2015 there was a second edition of the workshop which also got much interest and a group of over 20 scientists was recruited.



The two workshops have built extraordinary network of researchers engaged in their work, creative and willing to do something above basic science. Many of them, after participation in the workshop, consider starting their own a company, some of them already took some initiatives towards funding a start-up.

As a follow-up of the two workshops a networking meeting was organized in July 2015. The environments of science and business were brought together to discuss their common perspectives and search for fields of possible cooperation.

The community of scientists was represented by almost 50 people from whom the majority participated in the two previous workshops. The community of businessmen consisted of about 15 people: MBA graduates from Kozminski University, Business Angels and private investors. Their role was to answer the business needs and questions of scientists present at the meeting. Many of them enriched the meeting with advices based on personal experience.



Several scientist were asked to openly present their current research situation and specify problematic issues. Open discussion on common research and problems resulted in creating space for finding solutions and establishing many new relationships between scientists and businessmen having the same perspectives or needed skills and knowledge. On specific examples the participants of discussion confirmed that it is possible to invent innovative technology in Poland and commercialize it with success. Participants exchanged their observations of current economic and technological conditions and future life style trends as well as their expectations and needs.

The meeting was followed with very positive feedback. Many participants asked for another initiative linking representatives of science with business environment so effectively. Linking those two worlds is crucial nowadays and a great potential dreaming in such cooperation was clearly visible to everyone during the meeting.

Changing people's mindset and perception is getting harder with age and experience. It is crucial then to build right attitude as early as possible. IM organized science classes for children hoping to raise researchers with different – innovative, open-minded approach to scientific explorations.



IM was asked to participate in the nationwide TV program “Patent for patent”, where she explained the advances of intellectual property rights protection and discussed innovative potential of Polish research in the field of oncology.



IM was also invited for the first edition of Startup Grind Warsaw in Poland as an interviewed guest. Startup Grind is the largest independent startup community, actively educating, inspiring, and connecting 215,000 founders in over 185 cities. They nurture startup ecosystems in 70 countries through events, media, and partnerships with organizations like Google for Entrepreneurs. The cornerstone of this global community are monthly events featuring successful local founders, innovators, educators and investors who share lessons learned on the road to building great companies. Founded in Silicon Valley, Startup Grind has now hosted 2,000 fireside chats since its founding in 2010. To date, Startup Grind has helped millions of entrepreneurs find mentorship, connect to partners and hires, pursue funding, and reach new users. During Startup Grind Warsaw IM discussed major obstacles and barriers of commercialization at Polish universities and research



institutes that she recognized basing on BASTION experiences. She also pointed out key steps that should be undertaken to facilitate the process.



In order to start new collaborations, establish new contacts with Polish and international companies and to show BASTION research potential IM participated in well recognized conferences and trades. BIOFORUM trades in Lodz (28-29 May 2014) and in Wroclaw (19-20 May 2015)



ABOUT

NEWS

PROGRAM

PARTICIPANTS

EXHIBITORS

BIOPARTNERING

FAQ

CONTACT



ABOUT BF

The main goal of the event is **supporting companies in building effective biobusiness** and, in consequence, **developing CEE biomarket**. Naturally, it is almost impossible without partnership. Partnership is key word for BioForum. Thanks to it, all participants of BioForum have possibility to develop their own business on the basis of specialized companies from CEE countries. There is not series of courtesy daydreams, but series of **real B2B meetings**, which can conduct to development of particular company. Constant element of event are exhibitions of particular companies taking part in BioForum. Participants and partners will present their profiles and activities during 2-days of the exhibition. **Biopartnering, exhibitions, panel discussions, lectures, and unofficial meetings** during them – of all these integrated elements BioForum is composed. All of them are tailored to be the **best elements to build partnership**, which is a key – key to success in biobusiness, which is specially fast growing in CEE region. BioForum is not only intended for companies related to biotechnological business. In order to create the widest forum of **changing and sharing opinions and experience** in the event can participate also representative of academic environment from CEE countries. In consequence, BioForum will become occasion to articulate needs of both sides, which help to elaborate the best standards of biotechnological education.

Participants and partners of Bioforum present their profiles and activities during 2-days of the exhibition. Biopartnering, exhibitions, panel discussions, lectures, and unofficial meetings during them are tailored to be the best elements to build partnership.



IM participated in the “Innovative Europe - the future of science & business collaboration” conference, that took place in 2014, in Gdansk. The conference was organized by Intel and PwC, in collaboration with Polish business and research companies. The conference was an official event accompanying the European Forum For New Ideas.



Many renowned speakers from the US, Singapore, Israel and Western Europe have been invited to the conference to share their knowledge and experience. Thanks to participants with diverse intellectual backgrounds, the conference became an important step towards successful and long-term collaboration between entrepreneurs and the academic community.

The agenda included:

- identification of the areas within Polish science that are essential for the growth of the Polish economy,
- presentation of tested models for science and business collaboration and the role of catalysts for such collaboration,
- discussions on the prospects and factors of the innovation sector development in Poland: financing, trust, friendly regulations.

Apart from conferences and trades IM visited Polish biopharmaceutical companies including Selvita and Polpharma to recognize their expectations from collaboration with scientists, universities and research institutes. These visits also aimed at presenting BASTION groups' research potential, technical skills, know-how and equipment.

Additionally, GlaxoSmithKline company accepted IM invitation and Dr Duncan Holmes (European Head, Discovery Partnerships with Academia, GlaxoSmithKline) visited MUW in April 2015. Dr Holmes together with Dr Danuta Mossakowska (Leader, Biology, Europe) met MUW and other Ochota Campus institutes. The guests talked about the possibilities of cooperation with GSK in joint research projects. Moreover, they expressed interest in listening to several scientific presentations on new potential therapeutic targets prepared by researchers creating an opportunity for MUW research groups to engage with major pharmaceutical company at the level of basic research.



IM meetings and contacts with biopharmaceutical companies resulted in participation of the companies' representatives in Pharma Days and their engagement in BASTION project. The networking efforts resulted in common projects of MUW and the companies. Within these activities IM supported:

- 3 Sponsored Research Agreements for MUW (2 with OncoArendi Therapeutics, 1 with TriMen Chemicals),
- 2 projects on drug discovery granted by National Center for Research and Development in 2014 Strategmed and 2015 "Fast Track" calls (each for the amount of over 5mln Euro); both projects engaged OncoArendi Therapeutics, the Startegmed grant also included NanoVelos company,
- Preparation of 2 grant proposals for 2015 Strategmed call at National Center for Research and Development one with Selvita and second with Evestra biopharmaceutical company.



IM collaborated with city and government authorities on improving science-industry-business collaboration in the region. She became an expert of the city of Warsaw on biotechnology and was a coauthor of the report on Warsaw city bio-tech-med potential, that included:

- analysis of translational potential in the field,
- identification of key obstacles in collaboration triangle (research, industry, business),
- guidelines for the city authorities on how to facilitate of the bioinnovation in the region.

She also participated in Committee on Science Politics by the Ministry of Science on guidelines for Ministry on research financing.

Conclusions

IM put huge effort in changing researchers approach, to open them for collaboration and to show the profits that they can benefit from basic and applied research. She was trying to build a bridge between BASTION research groups and entrepreneurs, especially from the pharmaceutical industry. Due to the lack of common trust and success stories to show, this process will take time and the results can be expected rather in perspective of decades than single years.



Corresponding budget

PERSONNEL, TRAVEL AND OTHER MAJOR DIRECT COST ITEMS FOR BENEFICIARY "1" FOR M19-M36			
	Item description	Amount [EUR]	Explanations
Work Package 5	Personnel costs	19,818.07	Salary of the WP5 Leader (4,68 PM); fee of the WP5 Co-leader (0,66 PM),
	Travel	3,007.72	Travel & accommodation (8 networking visits of IM and 2 of CM)
	Organization of events	19,836.25	Organisation of two series of four-days business model generation workshops for scientists of MUW + follow up one day meeting – app.50 participants (lecturer fee, catering, materials)
	Remaining direct costs		
TOTAL DIRECT WP5 COST (D5.3)		42,665,04	

/* - exact costs for M19-M36 will be presented in the 2nd Period Report and Form C (October 2015)

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WP5 Co-leader

Warsaw, August 2015