

DAY 1 – 15/11/2018

8.30 – 9.15 Registration and coffee

9.15 – 9.30 Organizers welcome

LINKING ACADEMIA AND INDUSTRY

9.30 – 10.00 Aleksandar Danilovski, Xellia Pharmaceuticals ApS
Commercialization in Life Sciences

10.00 – 10.30 Ernest Meštrović, Xellia Pharmaceuticals ApS
Non Covalent Interaction in the Development of
Innovative pharmaceutical product – from
concept to market

10.30 – 11.00 Biserka Cetina Čizmek, PLIVA Croatia Ltd.,
TEVA group member
Employing of Academia Knowledge and
Expertise for Industry Needs

11:00 – 11:15 Coffee break

11.15 – 11.45 Slobodan Vukičević, School of Medicine,
University of Zagreb
Knowledge Required for Recognizing a Patentable
Scientific Discovery with a Potential of
Development Towards a Commercial Product

11.45 – 12.30 Panel discussion with speakers and other invited
participants (Maša Safundžić Kučuk, JGL Ltd.)
Moderator: Vlatka Petrović and Jasmina Lovrić

12.30 – 13.30 LUNCH BREAK

TECHNOLOGY TRANSFER AND INTELLECTUAL PROPERTY

13.30 – 14.00 Danica Ramljak, The World Bank
University as an Engine Transforming Science Into
Innovation and Commercialization

14.00 – 14.30 Vlatka Petrović, Centre for Research, Development
and Technology Transfer, University of Zagreb
Research Commercialization and Technology
Transfer at the University of Zagreb – Practices
and Insights

14.30 – 15.00 Tomislav Bolanča, Faculty of Chemical Engineering
and Technology, University of Zagreb
Use and Misuse of Spinning off Principles

15.00 – 15.30 Coffee Break

15.30 – 16.00 Marjana Dürriegl, PLIVA Croatia Ltd.,
TEVA group member
Innovative Technologies: Collaboration of SME
and Pharmaceutical Companies towards Better
Therapies

16.00 – 16.45 Panel discussion with speakers
Moderator: Mario Jug and Vlatka Petrović

DAY 2 – 16/11/2018

FROM IDEA TO COMMERCIALISATION

9.00 – 9.20 Bruna Marini and Rudy Ippodrino, Ulisse Biomed S.r.l.
Ulisse BioMed: Leading the Diagnostic Revolution

9.20 – 9.40 Siniša Drobnjak, S.D. Informatika
uniGluko – Securing Investment for a Technology
Based Startup

9.40 – 10.00 Branka Zlatkov, Genos Glycoscience
Global Commercialization of GlycanAge Test

10.00 – 10.20 Mirjana Nedeljković and Milena Sinigaglia,
Alifax Research & Development S.r.l.
From R&D to CE-IVD: Behind the Scenes

10.20 – 10.40 Nina Šesto, Magdalena University Clinic
for cardiovascular medicine; vHealth Lab
From Research to Business

10.30 – 11.00 Coffee Break

RESEARCH COMMERCIALISATION WORKSHOP MODULE

11.00 – 12.00 Pitching Technology Commercialization
Proposition – Introduction
Andrea di Anselmo, META Group

12.00 – 13.15 Pitching Technology Commercialization
Proposition – Practicing
Andrea di Anselmo, META Group

13.15 – 14.15 LUNCH BREAK

14.15 – 15.15 Planning for Exploitation and Dissemination of
Research Results (Lean Canvas methodology)
Andrea di Anselmo, META Group

15.15 – 15.45 Final Q&A
Andrea di Anselmo, META Group

15.45 – 16.00 Coffee Break

16.00 – 19.00 Preparing pitches

DAY 3 – 17/11/2018

STARTUP INCUBATION, FUNDING AND INVESTING

9.00 – 9.30 Dubravko Kičić, Bicro BIOCentre Ltd.
Development of Shared Resources for
Development of Biotechnology

9.30 – 10.00 Investor Q&A with Hrvoje Prpić,
CRANE – Investing in Technology Startups
Moderator: Vlatka Petrović

10.00 – 10.20 Coffee Break

10.20 – 11.20 Pitching Technology Commercialization
Proposition – Presentations & Feedback
Expert panel: Hrvoje Prpić, Dubravko Kičić,
Vlatka Petrović, Jasmina Lovrić, Karmela
Barišić, Jelena Filipović-Grčić
Moderator: Andrea di Anselmo, META Group

11.20 – 12.00 Open Discussion &
Closing Remarks and Course Evaluation