



Entrepreneurs in Clinical Academia

October 3–7, 2016

FOCIS
Federation of Clinical
Immunology Societies
www.focisnet.org



INSEAD
The Business School
for the World®

A FOCIS initiative, supported by Celgene and delivered by INSEAD



Developing clinical entrepreneurs

- Every year, immunology investigators in clinical academia discover promising molecules and technologies, but an incomplete knowledge or understanding of the pharmaceutical development process could prevent these researchers turning their innovations into medical treatments

Entrepreneurs in Clinical Academia (ECA) course:

- A FOCIS initiative, this course was created to educate inflammation and immunology clinical researchers around the world about business acumen and the process of drug development, from discovery to the market
- Delivered by INSEAD, a world-leading business school in Fontainebleau, France, the course focuses on the technical and legal knowledge needed to get an innovation to the market
- Supported by an educational grant from Celgene, a biopharmaceutical company committed to improving the lives of patients worldwide by developing innovative therapies that address the source of a disease, not just the symptoms



The Candidate Selection Board

Professor Frank Nestle

- Director of the FOCIS Centre of Excellence at King's College London, UK
- Lead of the NHS National Institute for Health Research Biomedical Research Centre's Biomarkers, Co-Diagnostics, Imaging and Devices Cluster, Guy's and St Thomas', King's College London, UK
- During the course, he will discuss how to navigate the academic/commercial interface, based on several years of experience in this area

Professor Carlo Pincelli

- Professor of Dermatology at the School of Biosciences and Biotechnologies at the University of Modena and Reggio Emilia, Italy
- Co-founder of the academic spin-off company PINCell srl to research and develop novel molecules for therapeutic options in neoplastic and chronic inflammatory skin diseases
- During the course, he will talk about what he has learned as an academic entrepreneur and how he imparted his knowledge

Professor Reinhard Angelmar

- Director of the Healthcare Compliance Leadership Programme and Professor of Marketing at INSEAD
- He created the ECA course in collaboration with faculty members, FOCIS and Celgene representatives, with the aim to providing an engaging and informative course to clinical researchers
- He will introduce the course and discuss the biopharmaceutical industry and its environment

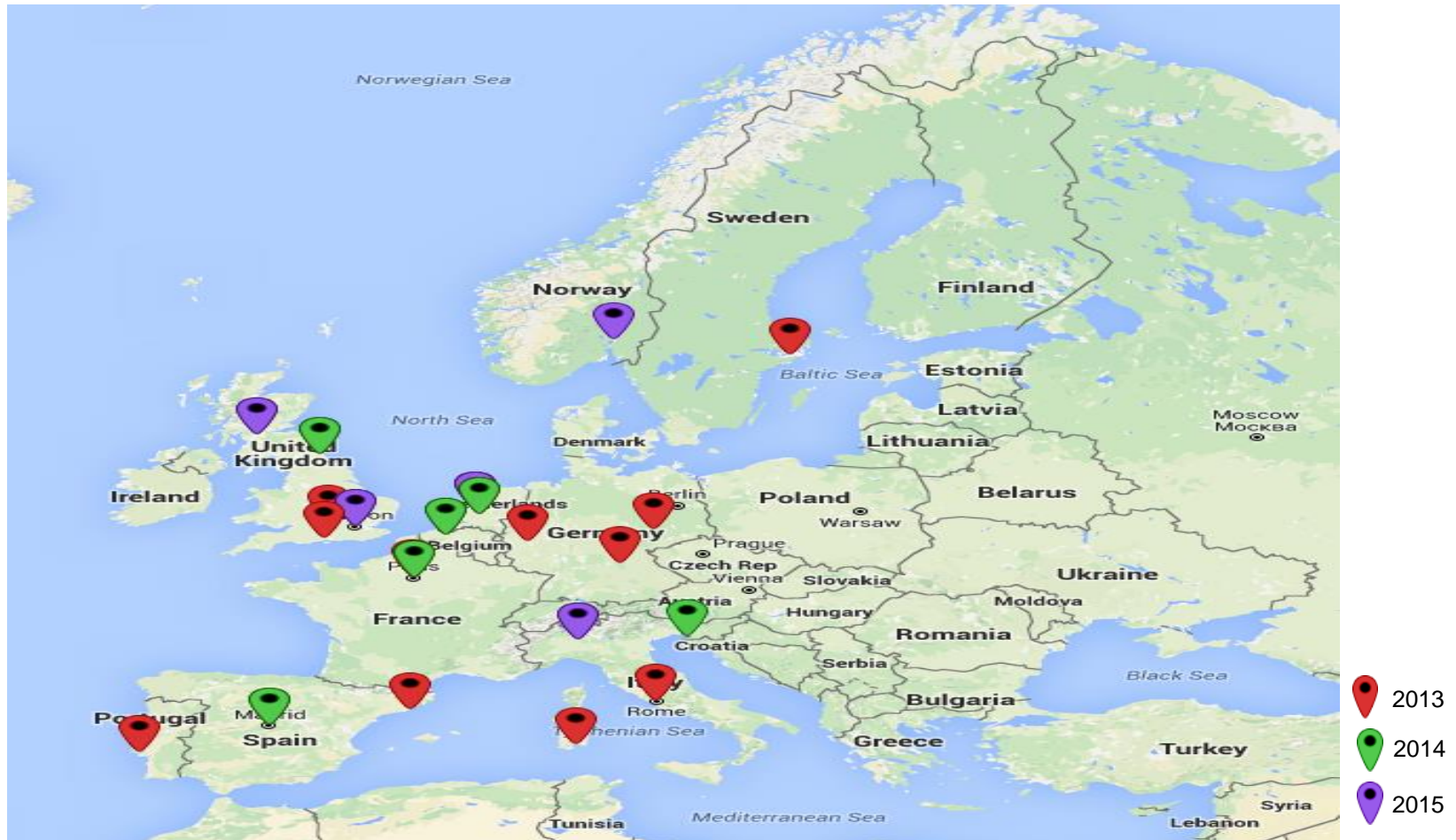


ECA: The journey

- The ECA course was launched at the FOCIS Annual Meeting in June 2012 and following applications, 21 successful candidates (researchers in the field of I&I) were selected from all over Europe. The course was held in September 2013 at the INSEAD campus in Fontainebleau (France)
- Due to the success of 2013, the course continued in 2014 and 2015 and in both years 21 candidates from all over Europe attended the course at INSEAD. The initiative has been considered a success by the collaborating partners and has been confirmed for 2016. The course covers the following topics:
 - Drug discovery process
 - Partnering with biotech companies, venture capitalists and big pharmaceutical companies, and the legal requirements involved
 - Commercializing a product, assessing the market value, building a business plan and communicating effectively

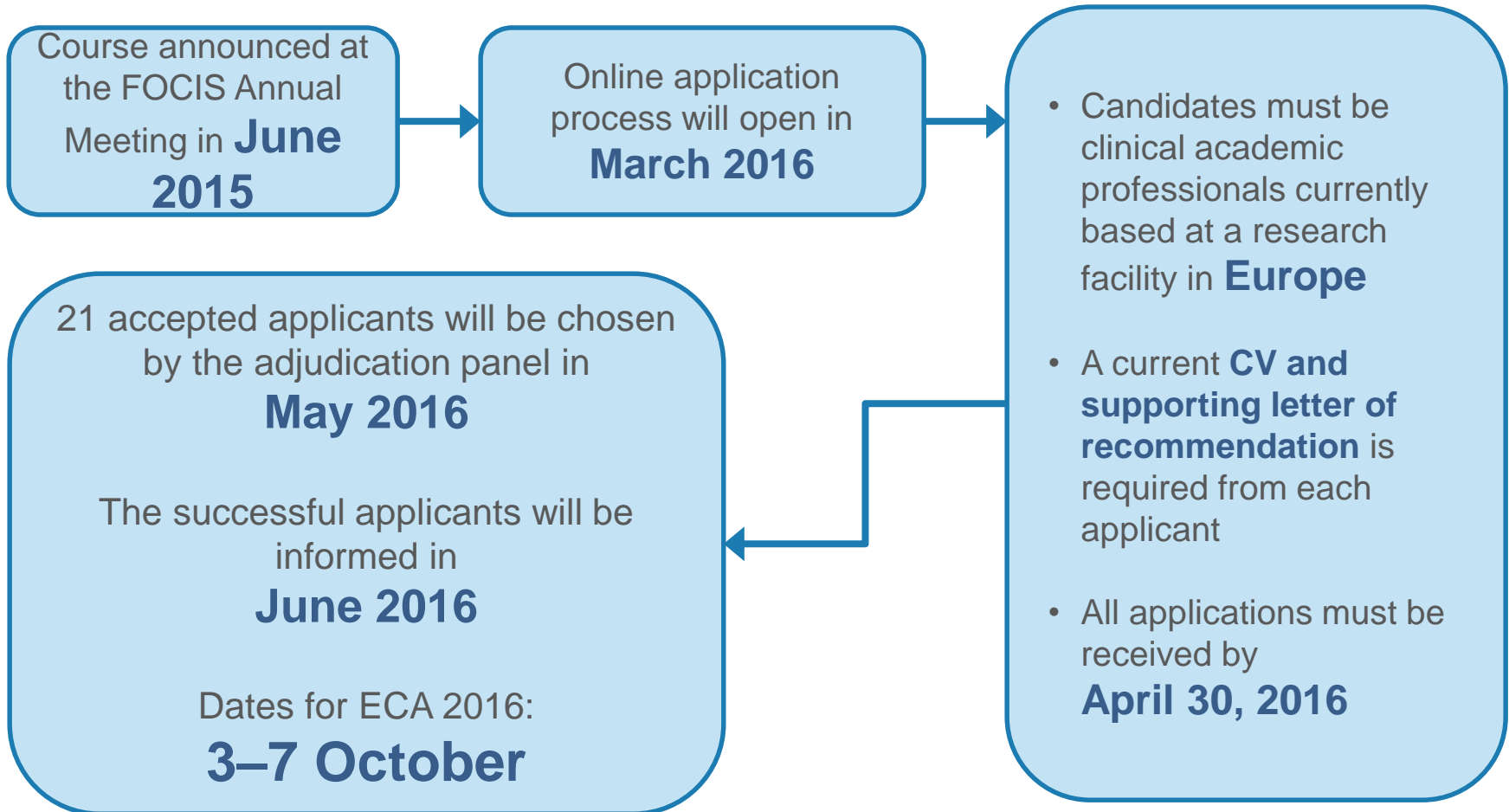


ECA candidates





ECA 2016 has been confirmed!





The ECA experience cannot be missed!

- Just see what the ECA candidates had to say about it!

A hugely valuable week - I wish it had been available ten years earlier!

– John Isaacs,
Newcastle University, Newcastle, UK

I have learnt more in these 4 days than in 20 years of formal education. My aim now is to apply all this knowledge in real life!

– ECA 2015 candidate

The best course I have ever attended. Would highly recommend it!

– ECA 2014 candidate

Excellent faculty with a broad range of expertise and experience, with intensive sessions and plenty of opportunities to discuss with the faculty!

– ECA 2014 candidate

This course has been fantastic, but hard work which is good. It is so important for us to understand these areas and concentrate on what the experts are telling us, and it is a great opportunity for those of us working on projects currently to move forward

– Timothy Radstake,
University Medical Center Utrecht, Utrecht, the Netherlands



Faculty members from previous years

Faculty member	Current role
Dr Brydon Bennett	<ul style="list-style-type: none">• Department head, project leader and therapeutic research leader for Inflammation & Immunology at Celgene
Dr Lauren Foster	<ul style="list-style-type: none">• Assistant Director of M.I.T.'s Technology Licensing Office (TLO)
Dr Chandra Leo	<ul style="list-style-type: none">• Investment Advisor, HBM Partners AG
Prof Paul Kewene-Hite	<ul style="list-style-type: none">• Director of the Entrepreneurship Accelerator and Affiliate Professor of Entrepreneurship at INSEAD
Prof Bill Magill	<ul style="list-style-type: none">• Adjunct Professor and Director of Science Entrepreneurship at INSEAD
Ms Sara Nunez-Garcia	<ul style="list-style-type: none">• Team associate, Sofinnova Partners Life Sciences
Prof Timothy Radstake	<ul style="list-style-type: none">• ECA candidate in 2013. Founded his own company in 2013
Dr John Swartley	<ul style="list-style-type: none">• Associate Vice-Provost for Research and Executive Director of the Penn Center for Innovation, University of Pennsylvania
Mr Pieter Wyckmans	<ul style="list-style-type: none">• Partner at the life sciences law firm, Quinz, Brussels
Mr Olivier Van Obberghen	<ul style="list-style-type: none">• Partner at the life sciences law firm, Quinz, Brussels



More information on the ECA objectives, faculty and successful candidates for the 2016 course can be found at www.focis-eca.com

**Visit the website now and
apply for ECA 2016!**

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