

2 Days Workshop on Creating and monetizing IP in Medical Device Sector

- Organized by IPFACE, Venture Center -

LEARN	<ul style="list-style-type: none"> • Overview of medical device industry in India and role of IP in development of this sector • IP strategy and FTO analysis for medical device companies and start-ups • Collaborative IP development • Licensing and technology transfer in medical device domain • Understanding and negotiating licensing and technology transfer agreements • Valuating IP in medical device sector • Identifying markets and reaching the customers • Risks in medical device technologies - start-ups/entrepreneurs point of view 								
ORGANIZED BY	<ul style="list-style-type: none"> • Venture Center • IP Facilitation center (IPFACE), Venture Center 								
SUPPORTED BY	<ul style="list-style-type: none"> • Venture Center 								
FOR WHOM	<ul style="list-style-type: none"> • Entrepreneurs/Start-ups and Inventors in Medical Device sector • Research/ Science Managers/ CTOs/ CSOs in Research/ Technology Organizations/ Technology Incubators/Universities focusing on Medical Electronics and Devices • Technology/IP Managers/Patent Professionals/ Innovation Officers • Students of IPR, Business Management, Commercial Law Other law disciplines including Pharma/ Biotech 								
WHEN	15-16 December 2017 Time: 9:00 AM- 5:30 PM								
EVENT LEAD	Dr. Roshan D. Yedery, Manager, Innovation Management, Venture Center, Pune								
WHERE	Lecture Theater, Venture Center, 100 NCL Innovation Park, Dr. Homi Bhabha (Pashan) Road, Pune-411008								
CONTACT	<p>Technical queries Dr. Roshan D. Yedery 7410045654 roshan@ipface.org</p> <p>Logistical queries Ms. Lipika Biswas 020-25865877 eventsdesk@venturecenter.co.in</p>								
COST	<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="text-align: left;">Category</th> <th style="text-align: left;">Fees</th> </tr> </thead> <tbody> <tr> <td>Large companies</td> <td>10,000/-</td> </tr> <tr> <td>Micro Small Medium Enterprises/Academic Institutions/Non-profit Organizations/Start-ups/Entrepreneurs and Individuals</td> <td>5,000/-</td> </tr> <tr> <td>WOS-C trainees/NCL-TEC student members/Students members of University & College Innovation Clubs</td> <td>2,000/-</td> </tr> </tbody> </table> <p>Register here: link will be provided soon</p> <p>Note:-</p> <ul style="list-style-type: none"> • Fees paid is not refundable and non transferable under any circumstances. • Organizers reserve the right to select participants so as to maximize learning and networking opportunities for the group • 3 or more registrations from a single Institution/Company may avail group discounts. 	Category	Fees	Large companies	10,000/-	Micro Small Medium Enterprises/Academic Institutions/Non-profit Organizations/Start-ups/Entrepreneurs and Individuals	5,000/-	WOS-C trainees/NCL-TEC student members/Students members of University & College Innovation Clubs	2,000/-
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Introduction

A recent report in 2016 by a major consulting firm suggested healthcare to be one of the largest sectors in India contributing to both generation of employment and revenue. Yet other reports predict Indian medical technology market to reach USD 50 billion by 2050 with an annual growth rate of 12% CAGR in contrast to 4% CAGR for global medtech markets. Indian start-ups have already entered the medical device sector and are expected to play an important role at all stages of healthcare chain - increasing access to healthcare, screening, diagnosis, treatment and monitoring of diseases and other medical conditions that have an impact on quality of life and economy at large.

A deep analysis of medtech start-ups have revealed that designing of medtech devices to meet Indian needs, developing innovative business models and considering saleability at early stages of development are some important factors that can contribute to survival of start-ups and ensure safer exits from this market domain. With the new IP Policy in place the start-ups have to also protect their innovations and business interests through strategic IP filing. BCIL in New Delhi has reported that between 2009 - 2013, over 4700 patents were filed at the Indian Patent Office of which only 17% were filed from India. Having a better understanding of the role of IP can help start-ups protect their technologies better and strategically benefit through financial models, proved successful elsewhere in the country.

This 2-day workshop will focus on some important aspects that will enable start-ups and early stage companies to create and monetize on their technologies through strategic IP filing and creating licensing opportunities for expansion in this market. While Day-1 will introduce to key concepts in considering IP for medical device start-ups, Day-2 will address some licensing and commercialization strategies that can help them to expand in this market domain.

Why attend this workshop?

The organizers Intellectual Property Facilitation Center (IPFACE) and Venture Center are currently one of the best organizations in Pune region and have created an ecosystem that has been championing for the cause of promoting innovation culture and supporting entrepreneurs/start-ups in the region.

Some key facts of the Organizers:

- IPFACE has filed close to 100 patents in diverse domains Engineering & Physical sciences, Biosciences & Medical technologies and Chemical sciences.
- IPFACE has also filed trademarks, designs and geographical indications.
- IPFACE has been the country's best performing Patent Facilitation Center supported by MSME and has conducted around 70 workshops/events and more than 50 awareness programs in colleges, universities and companies.
- Venture Center is one of India's leading technology business incubator specializing in technology startups offering products and services exploiting scientific expertise in the areas of materials, chemicals and biological sciences & engineering.
- Venture Center which is a partner for some of the most popular funding schemes for entrepreneurs and start-ups including DST's NIDHI-PRAYAS and NIDHI-EIR and DBT BIRAC's BIG and SIIP Schemes that provides funding to various levels of entrepreneurship.
- Venture Center has since its inception supported around 86 resident incubatees and about 21 associate incubatees making it a very credible technology business incubator.
- CSIR-NCL the parent organization of NCL-Innovations has been named among the top 100 Innovation Clusters in the world by World Intellectual Property Organization (WIPO).
- CSIR-NCL has won several national awards for its contributions to S&T innovations for rural development and for its achievements in business development and technology marketing.

Course Outline

- Assessing general patentability for new medical devices (with case studies)
- Performing Freedom To Operate analysis for strategic R&D and commercialization
- Filing designs and algorithms in protecting IP for medical devices
- Collaborative IP development (strategies and agreements)
- Licensing and technology transfer in medical device domain
- Valuating IP in medical device (demonstration)
- How to negotiate during licensing/commercial deals
- Identifying markets and reaching the customers
- Risks in medical device technologies - startups/entrepreneurs point of view.
- Best practices in IP and licensing in medical device industry

Course includes

- Access to restricted website with online compilation of resources
- Certificate of Participation issued by Venture Center
- Course includes tea and lunch at Venture Center cafeteria
- Free one-year reference membership for Venture Center Library

*** Please note the participants will have to arrange for their own travel, local transport and accommodation.**

- Nearby hotels can be searched here: <http://www.venturecenter.co.in/puneguide/standard.php>

Workshop Schedule			
Time	Session title	Lead	Venue
Day 1			
0900-0915	Registration		Foyer area
0915-0930	Introduction to organizers, faculty, participants and workshop	V. Premnath	Lecture Theater
0930-1030	Overview of IP in medical device industry in India	t.b.d	Lecture Theater
1030-1130	IP strategy for medical devices	t.b.d	Lecture Theater
1130-1150	Tea break and networking		Foyer area
1150-1250	FTO analysis in strategizing R&D and commercialization of medical devices	t.b.d	Lecture Theater
1250-1330	Lunch and group photograph		Cafeteria
1330-1430	Importance of designs in protecting IP in medical devices	t.b.d	Lecture Theater
1430-1530	Patenting medical devices based on novel algorithms	t.b.d	Lecture Theater
1530-1550	Tea break and networking		Foyer area
1550-1650	Collaborative IP development	t.b.d	Lecture Theater
1650-1800	Panel discussion: Best practices in IP in medical device industry	t.b.d	Lecture Theater
Day 2			
0930-1030	Licensing and technology transfer in medical device domain - an overview	t.b.d	Lecture Theater
1030-1130	Negotiating Licensing and tech transfer contracts/agreements in medical device commercialization	t.b.d	Lecture Theater
1130-1150	Tea break and networking		Foyer area
1150-1250	Valuating IP in medical device	t.b.d	Lecture Theater
1250-1330	Lunch		Cafeteria
1330-1430	Identifying markets and reaching the customers	t.b.d	Lecture Theater
1430-1530	Medical Device Rules 2017: Implications on medical device commercialization	t.b.d	Lecture Theater
1530-1550	Tea break and networking		Foyer Area
1550-1650	Role of Med-Tech zones in promoting innovation and commercialization of medical devices - A case study	t.b.d	Lecture Theater
1650-1800	Panel discussion: Risks in medical device technologies - startups/entrepreneurs point of view	t.b.d	Lecture Theater
1700-1800	Feedback, certificate distribution, closure	IPFACE Team	E-Classroom



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www.ipface.org

Speakers(in alphabetical order of last names)

To be added	To be added
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About the Organizers	
	<p>IPFACE aims to promote awareness and adoption of intellectual property rights amongst entrepreneurs and MSMEs in India while also making accessible high-quality IP services and resources. IPFACE is a project of the Venture Center supported by the Ministry of Micro, Small and Medium Enterprises, Government of India and National Chemical Laboratory, Council of Scientific and Industrial Research, India.</p> <p>For more information about IPFACE services, visit www.ipface.org</p>
	<p>Entrepreneurship Development Center (Venture Center) - a CSIR initiative - is a Section 25 company hosted by the National Chemical Laboratory, Pune. Venture Center strives to nucleate and nurture technology and knowledge-based enterprises by leveraging the scientific and engineering competencies of the institutions in the Pune region in India. The Venture Center is a technology business incubator supported by the Department of Science & Technology's National Science & Technology Entrepreneurship Development Board (DST-NSTEDB). Venture Center's focuses on technology enterprises offering products and services exploiting scientific expertise in the areas of materials, chemicals and biological sciences & engineering.</p> <p>For more information, visit www.venturecenter.co.in</p>

Supported by	
	<p>BioIncubator at Venture Center was created with support from DBT-BIRAC under the BioIncubator Support Scheme. It has been conceptualized to help innovators in the spectrum of biomass, bioengineering, bio informatics, biomed& agro based industries to ease their enterprises into the ecosystem. Alongwith infrastructural support in the form of biosciences labs & office spaces, the BioIncubator also provides advisory services, referrals, scientific support, library and information services, Intellectual property services, seed funding & access to talks, workshops & technical training programs.</p> <p>For more information about BioIncubator at Venture Center: www.bioincubator.venturecenter.co.in</p>
	<p>National Chemical Laboratory (CSIR-NCL), Pune, established in 1950, is a constituent laboratory of Council of Scientific and Industrial Research (CSIR). CSIR-NCL is a science and knowledge based research, development and consulting organization. It is internationally known for its excellence in scientific research in chemistry and chemical engineering as well as for its outstanding track record of industrial research involving partnerships with industry from concept to commercialization.</p> <p>For more details: http://www.ncl-india.org/</p>