

COMMERCIALIZATION CLINIC

20th November 2014 at 9.15 am-3.00 pm

Lecture hall IT135 (Linnanmaa campus) or online

(<http://connectpro oulu.fi/tutli>)

business
commercialization
entrepreneur exploitation idea innovation
invention IPR patent project
research results tutli utilization

To whom: PhD students, post docs, senior scientists and group leaders who plan to apply Tekes TUTLI-funding, is in the TUTLI-project or want to increase the knowledge from commercialization of research

Content:

Morning session (9-11 am) – *from invention towards commercial project*

1. Invention in hand, what's next? Approaches for structuring and validating commercial project from invention.
2. Product development plan and risk-analysis
3. Steps towards Tekes TUTLI-funding / commercial funding

Afternoon session (12 -3 pm) – *Basic skills required in commercial operations*

1. Strategy – how to create strategy that increases likelihood for commercial success
2. Basic operational skills universally applicable in biotech companies
 - ✓ Project management tools
 - ✓ Quality management = process management

Registration: At latest 17th November 2014 to

<https://www.webropol surveys.com/S/D53E61B22D0EA996.par>

Organizer: Innovation Services

Trainer: Juhani Lahdenperä,
Biotech Start-up Management Oy

Information: Maarit.Jokela@oulu.fi, tel. 040 355 9660

Juhani has worked over fifteen years in the biotechnology field – last ten years as a start-up CEO or Operations Manager. He has been responsible for the day-to-day management of operations, fundraising and business development activities in his recent positions.