

## SHARING BEST PRACTICES IN SPIN-OUT FORMATION

4 JUNE 2013, 10:00 – 12:30, MISSION OF SWITZERLAND TO THE EU

Spin-out formation has become a primary means of getting academic discoveries out of the lab and into the marketplace - but it is not an easy process. Policy makers in Europe tend to expect new Googles to happen (Stanford collected a \$300 million windfall when Google went public). But that's a vanishingly rare occurrence even in the US. Most spin-outs, in the US or Europe, go nowhere or achieve only modest success - in fact, just like business formation of any kind.

But are there any lessons learned that can help increase the odds of spin-out success?

This roundtable discussion permits members of the Science|Business Network to try to answer that question together.

### PROGRAMME

**10:00** Networking coffee

**10:30** Welcome address by *Danièle Rod, Science and Technology Counsellor, Mission of Switzerland to the EU*

**10:35** Introductions by Science|Business

*The next three sessions will be introduced by two cases followed by a group discussion*

**10:40** Spin-out creation - success stories and lessons learned

**11:15** Coffee break

**11:30** Zoom on entrepreneurs: challenges and success factors

**12:00** The policy landscape: where can the EU help?

**12:30** Lunch

*The discussion will be moderated by Gail Edmondson, Editorial Director, Science|Business*

ROUNDTABLE PARTNERS



### PARTICIPANTS

**Will Cardwell**, Senior Advisor for Global Alliances, Aalto University  
**Ioan Ciumasu**, Econoving' International Chair in Eco-Innovation, Université de Versailles Saint-Quentin-en-Yvelines  
**Michael Collins**, Public Affairs Director, European Private Equity & Venture Capital Association  
**Bruno Cotta**, Director of Enterprise Strategy, Imperial College London  
**Stuart Croft**, Pro-Vice-Chancellor, University of Warwick  
**Quentin Compton-Bishop**, CEO, Warwick Ventures  
**Elodie Dahan**, CEO, OsmoBlue; ACES 2013 finalist  
**Gail Edmondson**, Editorial Director, Science|Business  
**Jörg P. Feist**, Managing Director, Sensor Coating Systems Ltd; ACES 2013 finalist  
**Maryline Fiaschi**, Director, Science|Business  
**Tony Hickson**, Managing Director of Technology Transfer, Imperial Innovations  
**Karl Klingsheim**, Managing Director, NTNU Technology Transfer  
**Jan Kratzer**, Chair of Entrepreneurship and Innovation Management, TU Berlin  
**Bill Magill**, Director for Science Entrepreneurship, INSEAD  
**Steven Maisel**, Secretary General, Science|Business Innovation Board  
**Laura Pontiggia**, Policy Coordinator, European Research Council  
**Andrea Ravaioli**, Knowledge Transfer Manager, University of Bologna  
**Tony Raven**, CEO, Cambridge Enterprise  
**Christophe Robillard**, CEO, Qualiteo; ACES 2013 finalist  
**Danièle Rod**, Science and Technology Counsellor, Mission of Switzerland to the EU  
**Peter Rona**, CEO, Hand-in-Scan; ACES 2012 winner  
**Amin Shokrollahi**, CEO Kandou Bus; ACES 2013 finalist  
**Roland Siegwart**, Vice President Research and Corporate Relations, ETH Zurich  
**Robert Sorrell**, Vice President for Public Partnerships, BP  
**Suat Topsu**, CEO, OLEDCOMM; ACES 2013 finalist  
**Marco Waas**, Director Research Development & Innovation, AkzoNobel  
**Alexander Wulff**, Chief Marketing Officer, Abeo; ACES 2013 Finalist



### SCIENCE|BUSINESS NETWORK: ACADEMIC AND GOVERNMENT MEMBERS

Aalto University Finland  
 Chalmers University of Technology Sweden  
 ESADE Business School Spain  
 ETH-Zürich Switzerland  
 Imperial College London United Kingdom  
 INSEAD Business School France  
 Institute of High Pressure Physics Unipress Poland  
 King's College London United Kingdom  
 KU Leuven Belgium  
 Karolinska Institutet Sweden  
 Luxinnovation Luxembourg  
 Medical University of Warsaw Poland  
 Nencki Institute of Experimental Biology Poland

Norwegian University of Science and Technology Norway  
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