

How to commercialise your research and turn your glycoscience into a glyco-biotech start up – Agenda

Sunday 18th September

18.00-19.00	Arrival & room check in
18.30 – 19.30	Pre-dinner drinks & networking
19.30	Dinner & 'Best Inventions' activity

Monday 19th September

07.45 – 08.30	Breakfast
08.45	Start
08:45	Opening Words – Sabine Flitsch, IBCarb Director
09:00	Overview of Business Canvas Model – Helen Williamson, Horizons Unleashed
09:15	Purpose of a Business - Helen Williamson, Horizons Unleashed
09:45	Know Your Strengths/Blindspots - Helen Williamson, Horizons Unleashed
10:30	Break
11:00	A perspective from Charlie Bavington, GlycoMar with a focus on ' Value Proposition '
11:45	A perspective from Hannah Roberts, BioShape with a focus on ' Customer Segments '
12:30	Lunch
14:00	A perspective from Josef Voglmeir, Qlyco with a focus on ' Distribution Channels '
14:30	A perspective from Basil Omar, CHAIN Biotech with a focus on ' Customer Relationships '
15:00	Break
15:30	A perspective from Alex Chaix, BBSRC with a focus on ' Revenue Stream '
16:00	Set up for Q&A
16:05	Panel Q&A
16:50	Thought for the night "Value proposition/Customer Segment"
17:00	Finish for the day
19.15	Dinner

Tuesday 20th September

07.30 - 08.15	Breakfast
08.45	Start
08:45	Outline for day - Helen Williamson, Horizons Unleashed
08:55	Know/Review Your Value Proposition and Customer Segment
10:10	Break
10:40	A perspective from Ray Marriott, Suprex Ltd with a focus on ' Key Activities '
11:10	A perspective from Simon Charnock, Prozomix with a focus on ' Key Resources '
11:40	A perspective from Daryl Fernandes, Ludger with a focus on ' Key Partners '
12:10	A perspective from Robert Dunne, GlycoSelect with a focus on ' Cost Structure '
12:40	Lunch
13:55	Panel Q&A
14:40	Next steps breakouts
15:25	After Action Review
15:40	Closing Words
15:50	Finish for the day
16.00	Depart