



UTILE
1st Business and Innovation workshop
15 June 2018
Sofia, Bulgaria
Sofia Tech Park

9:00 – 09:15	Welcome address and introduction to the program	
9:00 – 10:30	IP and IP management Speaker: Arunas Berzinskas, IPR Ambassador, Lithuania www.lic.lt	<ul style="list-style-type: none"> •IPR protection in general •Support system of IPR
10:30 – 11:00	Coffee break	
11:00 – 12:30	Access to finance Speaker: Lian van Amerongen from PNO, Nederland www.pnoconsultants.com	<ul style="list-style-type: none"> •Funding opportunities •Positioning your project •UTILE (marketplace) •Way to a successful proposal
12:30 – 13:30	Lunch break	
13:30 – 15:00	Commercialization and licensing Speaker: Anji Miller from LifeArc, UK https://www.lifearc.org/	<ul style="list-style-type: none"> •What is commercialisation and why do it •Different commercialisation pathways •Points to consider assisting realisation of your technology

Speakers:

Arunas Berzinskas (male) holds Master’s degree in Innovation Management and is recently dealing with technology transfer and partner search activities in Enterprise Europe Network. Arunas has been appointed as IPR HelpDesk Ambassador for Lithuania. He participates in Horizon 2020 project “Value Intellectual Property in SMEs” (VIP4SME), which is dedicated to raise awareness of value of intellectual properties in companies through trainings, infodays, consultations. Mr Berzinskas is a National Contact Point (NCP) of Informational and Communication Technologies in Horizon 2020 programme. Everyday activities of Arunas include consulting the companies, universities and other

organizations on R&D and innovation funding instruments, IPR issues, innovation management, technology transfer, partner search.

Lian van Amerongen (female) holds a Master of Science degree in Environmental Health studies. For more than 15 years she has been involved in advising companies on health innovations. Since 2011 she has been working for PNO and has experience in setting-up projects for regional, national and European grants programs (H2020, Health Program, and Erasmus+). Furthermore, she is involved in the UTILE project as leader of the work package 'Project portfolio evaluation' as well as task leader in the work package targeted to accelerate and facilitate the valorization of health assets.

Anji Miller M.Sc Ph.D CLP RTTP (female) is a technology transfer professional with over 12 years experience of working in the academic and not for profit sector. Her current as a Senior Business Manager at LifeArc, involves working with academic and charitable establishments to identify and cultivate early-stage healthcare technologies. Anji has extensive experience of IP and contract management, licensing, business development of healthcare technologies and development of knowledge transfer policies. Previous roles include Intellectual Property and Business Development positions at the Wellcome Trust, St George's University London and Thomson Pharma. Anji holds a M.Sc. in Human Molecular Genetics and Ph.D in Cancer Genetics from Imperial College, as well as a M.Sc. and Certificate in Intellectual Property Law from Queen Mary, University of London. She is a certified project manager (PRINCE2), registered technology transfer professional (RTTP) and a certified licensing professional (CLP). Anji is a member of the following committees: AUTM online Professional Development Committee and BIA Cell & Gene Therapy Advisory Committee