

Program, Tuesday, 25 July 2017

Time	Session	Speaker
8:30am – 8:45am	Arrival – Registration	
8:45am – 8:55am	Welcome, Housekeeping and Introductions	Cameron Turner , Director, Commercial Engagement, UniQuest, Entrepreneur in Residence and Lecturer UQ Business School
8:55am – 9:25am	Why and How UQ Approach Industry Engagement & Commercialisation	Professor Alastair McEwan , Pro-Vice Chancellor (Research), The University of Queensland
9:25am – 9:45am	Commercialisation: What is it and why should we do it?	Cameron Turner
9:45am – 10:10am	Exercise #1 – Project Selection	
10:10am – 10:25am	Morning Tea	
10:25am – 10:55am	Assessing the Market for Commercialisation	Dr Maher Khaled , Director, Commercial Engagement – Personalised Medicine, UniQuest
10:55am – 11:35am	Exercise #2 – Identify potential customers, market need, USP/competitive advantage, capacity and profitability	
11:35am – 12:05pm	Protecting Intellectual Property	Michael Angliss , Chief Intellectual Property Officer, Director, Commercial Engagement, UniQuest
12:05pm – 1:00pm	Lunch	
1:00pm – 1:30pm	Exercise #3 – Identify the IP associated with the project	
1:30pm – 1:45pm	Commercialisation Pathways	Dr Prue Donovan , Associate Director, Commercial Engagement – Health, UniQuest
1:45pm – 2:05pm	Licensing	Dr Phil Nelson , Senior Director, Commercial Engagement – Physical Sciences, UniQuest
2:05pm – 2:25pm	Research Consulting	Dr Stephen Earl , Director, Commercial Engagement – Therapeutics (Health), UniQuest
2:25pm – 2:45pm	Start-ups Overview	Duncan Ferguson , Director, Commercial Engagement – Agriculture, UniQuest
2:45pm – 3:00pm	Case Study: PERKii Probiotics	Matthew Kowal , Chief Executive Officer, PERKii Pty Ltd
3:00pm – 3:35pm	Exercise #4 - Choose the commercialisation pathway, pro's and con's	
3:35pm – 4:00pm	Afternoon Tea	
4:00pm – 4:45pm	Panel Discussion: UQ Academic Panel – The Researcher's Role in Commercialisation Chair: Dr Dean Moss , Chief Executive Officer, UniQuest Professor Brian Lovell , School of Information Technology and Electrical Engineering, Faculty of Engineering, Architecture and Information Technology Professor Neena Mitter , Research Fellow, Centre for Plant Science, Queensland Alliance for Agriculture and Food Innovation Professor Susan Spence AO , Professor Emeritus, School of Applied Psychology and Australian Institute of Suicide Research and Prevention Associate Professor Mark Smythe , Group Leader, Chemistry and Structural Biology Division, Principal Research Fellow, Institute for Molecular Bioscience	
4:45pm – 5:00pm	Day 1 Debrief	
5:00pm – 6:00pm	Networking Event	Riverside Terrace, Customs House Brisbane

Program, Wednesday, 26 July 2017

Time	Session	Speaker
9:00am – 9:10am	Welcome Back – Day Two	Cameron Turner , Director, Commercial Engagement, UniQuest, Entrepreneur in Residence and Lecturer UQ Business School
9:10am – 9:40am	Entrepreneurship at UQ	Bernie Woodcroft , Director, ilab
9:40am – 10:10am	Innovation – who needs it?	Philip Livingston , Managing Director, Redback Technologies
10:10am – 10:50am	Morning Tea	
10:50am – 11:05am	Engaging with Industry	Anne Bannister , Director, Commercial Engagement, Social & Behavioural Science, UniQuest
11:05am – 11:20am	Engaging with UniQuest	Dr Grace Dolan , Associate Director, Commercial Engagement – Engineering & ICT, UniQuest Dr Kasra Sabermanesh , Associate Director, Commercial Engagement – Science, UniQuest
11:20am – 12:00pm	Exercise #5 – Engagement Strategy (Business development/engagement plan for the selected project)	
12:00pm – 12:30pm	Social Media	Beck Watson , Kin Digital
12:30pm – 1:00pm	Case Study: TenasiTech	Professor Darren Martin , Australian Institution for Bioengineering and Nanotechnology
1:00pm – 2:00pm	Lunch	
2:00pm – 2:30pm	How to Catch the Eye of a Tech Scout	Penny Griffiths , Strategy Manager, IXOM
2:30pm – 3:15pm	Exercise #6 – Pitch Preparation	
3:15pm – 3:35pm	Afternoon Tea	
3:35pm – 4:20pm	Exercise #7 – Group Discussion	
4:20pm – 4:30pm	A Graphic Recording Summary	Dr Sue Pillans , Graphic Recordist
4:30pm – 4:40pm	Bringing it all together	Cameron Turner
	Close	