

Wednesday, 21 July 2021

Time	Mins	Session	Speaker
8:30am – 8:45am	15	Arrival – Registration	
8:45am – 9:00am	15	Welcome, Housekeeping and Introductions	Dr Mark Ashton - Executive Director, IP Commercialisation, UniQuest and MC Dr Ben Phillis , Director, Asset Management, UniQuest
9:00am – 9:30am	30	How UQ and UniQuest work together	Prof Mark Blows , Pro-Vice-Chancellor (Research), UQ
9:30am – 9:50am	20	Commercialisation: What is it and why should we do it?	Dr Craig Belcher – Senior Director and Head of Life Sciences, UniQuest
9:50am – 10:15am	25	Exercise #1 – Project Considerations	
10:15am – 10:30am	15	Morning Tea	
10:30am – 11:00am	30	Assessing the Market for Commercialisation	Dr Grace Dolan , Senior Associate, Commercialisation – Physical Sciences, UniQuest
11:00am – 11:30am	30	Exercise #2 – Identify unique selling points, end users and market segments	
11:30am – 11:55pm	25	Protecting Intellectual Property	Michiyo Matsuda - Director, Intellectual Property Management, UniQuest
11:55pm – 12:25pm	30	Exercise #3 – Identify the IP and the best way to protect it	
12:25pm – 1:25pm	60	Lunch	
1:25pm – 1:50pm	25	Commercialisation Pathways - Licences, Options & Assignments	Dr Stephen Earl - Director, Commercialisation – Life Sciences, UniQuest
1:50pm – 2:10pm	20	Catching the Eye of a Tech Scout	Ann Damien - Australian Trade and Investment Commission
2:10pm – 2:35pm	25	Commercialisation Pathways - start-up companies	Dr George Adamson - Director, Commercialisation, UniQuest

2:35pm – 2:55pm	20	What is a Venture Capitalist looking for?	Dr Sarah Meibusch – Principal, OneVentures
2:55pm – 3:25pm	30	Exercise #4 - Choosing the best commercial pathway	
3:25pm – 3:40pm	15	Afternoon Tea	
3:40pm – 4:00pm	20	Case study – Innovations in Metallurgical Engineering	Associate Professor James Vaughan , School of Chemical Engineering, UQ
4:00pm – 4:55pm	55	<p>Career Panel Discussion – Chaired by Anne Bannister, Senior Director and Head of Social & Behavioural Sciences, UniQuest</p> <ul style="list-style-type: none"> • Professor Trent Munro, Senior Group Leader, Australian Institute for Bioengineering and Nanotechnology (AIBN), UQ • Professor Avril Robertson, Affiliate Professor, Institute for Molecular Bioscience and Professor in Biotechnology, School of Chemistry and Molecular Biosciences, UQ • Associate Professor James Vaughan, School of Chemical Engineering, UQ • Dr Sarah Meibusch – Principal, OneVentures 	
4:55pm – 5:00pm	5	Day 1 summary	Dr Ben Phillis
5:00pm – 6:00pm	55	Networking Event	Riverside Terrace, Customs House Brisbane

Thursday, 22 July 2021

Time	Mins	Session	Speaker
9:00am – 9:10am	10	Welcome Back – Day Two	Dr Ben Phillis
9:10am – 9:40am	30	UQ Ventures	Nimrod Klayman , Head of UQ Ventures, Global Engagement and Entrepreneurship, UQ
9:40am – 10:00am	20	Things that go wrong if you don't think about IP	Karen Litherland , Senior Associate, King & Wood Mallesons
10:00am – 10:20am	20	Morning Tea	
10:20am – 10:40am	20	Case study – Vaxxas Pty Limited	Dr Angus Forster , Chief Development and Operations Officer, Vaxxas Pty Limited
10:40am – 10:55am	15	Engaging with Industry	Alister Morrison , Senior Director and Head of Physical Sciences, UniQuest
10:55am – 11:10am	15	How UniQuest can support you	Angela O'Sullivan - Associate, Commercialisation, Social and Behavioural Sciences, UniQuest
11:10am – 11:50am	40	Exercise #5 – Commercial engagement strategy	
11:50pm – 12:10pm	20	Presentation and pitching tips	Dr Tamsin Terry - Director, Commercialisation, Life Sciences, UniQuest
12:10am – 1:10pm	60	Lunch	
1:10pm – 1:25pm	15	Example pitches	
1:25pm – 2:25pm	60	Exercise #6 – Pitch Preparation	
2:25pm – 2:45pm	20	Afternoon Tea	
2:45pm - 3:30pm	45	Exercise #7 – Group Discussion, table pitches and judging	
3:30pm – 4:15pm	45	Volunteer 'Pitch-off' and voting	
4:15pm – 4:30pm	15	Prize draw, thanks and close	