

# **Nanotechnology:**

**Making the leap towards commercialization**

7-10 Jan 2008

**Organized by**

**British Council. Institute of Physics (UK). Venture Center.**

**Supported by**

**Reliance Industries Limited. National Chemical Lab.**

## Goals

- Inspire and encourage nano-scientists to translate research into products for end-users
- Enhance understanding of the process to take scientific ideas through to market products
- Provide a forum to explore opportunities for product innovation
- Document key processes and develop a road map for commercialization of intellectual property

## Workshop outline

Day 1

Inspiration, personal experiences  
Entrepreneurship  
Markets; Opportunity assessment

Day 2

Technology commercialization  
Commercialization routes; Nano-safety  
Funding options and investor perspective

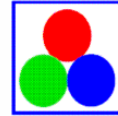
Day 3

Patents  
Journey from invention to product  
University technology transfer

# 3<sup>rd</sup> Innovation and Technology Enterprise Lecture



**NCL Innovation Park**  
[www.innovationpark.org](http://www.innovationpark.org)



**Venture Center**  
[www.venturecenter.co.in](http://www.venturecenter.co.in)

In collaboration with British Council, Institute of Physics (UK) and Reliance Industries Limited

The third lecture of the  
Innovation and Technology Enterprise  
Lecture Series

## " Inventing Entrepreneurs: Technology Innovators and their Entrepreneurial Journey "

by

### **Prof Gerry George**

Professor of Innovation and Entrepreneurship, Tanaka Business  
School, Imperial College, UK  
Director, Rajiv Gandhi Centre for Innovation and Entrepreneurship,  
Imperial College, UK

on

**Thursday, 10 January 2008**

at 1130 hrs in the  
National Chemical Laboratory Auditorium  
Pashan Road, Pune - 411008

Note: Seating on first-cum-first serve basis.  
Tea shall be served at the NCL Library Courtyard 1100-1130

### **Prof Gerry George**



Gerry George is Professor of Innovation and Entrepreneurship at Tanaka Business School, and Director of the Rajiv Gandhi Centre, the vehicle for Imperial College's strategic commitments in India for joint research initiatives, technology commercialisation, and educational programmes in innovation and entrepreneurship. Gerry is an expert on managing innovation in technology-based companies and has successfully launched ventures of his own. He serves on the boards of high technology companies and is actively engaged in guiding startups and large companies on technology venturing and entrepreneurship.

Before joining Imperial College, Professor George held tenured positions at the London Business School, where he served as Faculty Director of the Institute of Technology and at the University of Wisconsin-Madison, where he directed the Applied Ventures in Entrepreneurship Program.

His book (with Adam Bock) titled 'Inventing Entrepreneurs: Technology Innovators and their Entrepreneurial Journey' is due to be released by Prentice Hall in December 2007. Apart from his work on scientist entrepreneurs, he studies the global diffusion of human embryonic stem cells and innovation patterns in the biotechnology industry.

Professor George is currently an AIM Innovation Fellow of the UK's Economic and Social Research Council (ESRC). The Advanced Institute of Management (AIM) fellowship supports his research on entrepreneurship and technology commercialisation in the UK and elsewhere.

An award-winning researcher and teacher, Professor George has published several articles in leading scholarly journals on the topics of resource constraints in entrepreneurial firms, value creation, and innovation in large and small organisations.

## Introduction: Speakers



**Peter Dobson**

- Academic Director, University of Oxford's Begbroke Science Park
- Co-founder, Oxonica PLC and Oxford Biosensors Ltd



**David Secher**

- Founder and Director, Praxis Courses Ltd
- CEO, N8 Research Partnership, UK
- Director, Cellcentric Ltd and UNICO
- Ex-Director, Research Services Division, University of Cambridge



**Tim Harper**

- Serial entrepreneur
- Founder, Cientifica Ltd (business intelligence company)
- Co-founder, Nanosight Ltd



**Andrew Elphick**

- CEO, IOTA Nanosolutions
- Ex-Global Business Director, Oxonica PLC



**Gerry George**

- Director, Rajiv Gandhi Centre for Innovation and Entrepreneurship, Imperial College UK
- Previously at London Business School; Weinert Applied ventures Program in Entrepreneurship, University of Wisconsin-Madison



**S Sivaram**

- Director, NCL
- Chairman, Venture Center



**Hasit Seth**

- Asia Patent Manager, Eaton
- Previously, IP Licensing Associate at IPValue



**Kunal Sharma**

- Co-founder, iRunway (IP consulting company)
- Previously, founding member of IP team at Evalueserve



**Surya Raghu**

- Inventor and science entrepreneur
- President, Advanced Fluidics LLC
- Previous Senior Research Engineer, Bowles Fluidics Corporation

Mahesh  
Patel

**Mahesh Patel**

- CEO, ShayoNano Singapore Pvt. Ltd

## Key themes of the workshop

Inspiration, markets



Opportunity  
identification,  
assessment



Journey from idea  
to product



Patents, licensing



Tech transfer,  
Commercialization



Entrepreneurship,  
financing



## Introduction: Participants

- Name
- Organization and location
- General research interests
- Specific interests in nano-science/tech

# Handouts

## List of contents

### Defining, assessing and refining the opportunity

My opportunity: Why will or won't this work?

Chapter 1 from "The New Business Road Test: What entrepreneurs and executives should do before writing a business plan" by John W Mullins.

Available at:  
[http://faculty.london.edu/jmullins/The\\_New\\_Business\\_Road\\_Test.htm](http://faculty.london.edu/jmullins/The_New_Business_Road_Test.htm)

### Protecting your idea

What every chemist should know about patents.

Written and edited by Le-Nhung McLeland for the ACS Joint Board–Council Committee on Patents and Related Matters, ACS Publication

### Licensing your intellectual property

Sample agreements

- Agreement to negotiate a license
- Option agreement
- Patent license agreement

Available at:  
[http://www.autm.net/aboutTT/aboutTT\\_policies.cfm](http://www.autm.net/aboutTT/aboutTT_policies.cfm)  
Manual for free valuation spreadsheet called Valuate 2000

Available (along with Excel sheets) at:  
[http://www.autm.net/aboutTT/aboutTT\\_valuation.cfm](http://www.autm.net/aboutTT/aboutTT_valuation.cfm)

### New venture development

Sample business plan: Virtual Ink

Available at:  
<http://entrepreneurship.mit.edu/15975/>

Reading the numbers- How to decipher a balance sheet

Appendix to "Learn to Earn", by Peter Lynch and John Rothchild  
Term sheet for Series A preferred stock financing by a Venture Fund

Available at:  
[http://www.nvca.org/model\\_documents/model\\_docs.html](http://www.nvca.org/model_documents/model_docs.html)

### ■ Reading and reference volume

- Reference materials
- Few patents
- Workshop evaluation form

### ■ Book: "The New Business Road Test" by John Mullins

### ■ Loose handouts:

- Sources of funding
- Others