# Exhibition Day One: Tuesday 15 March <a href="Exhibition Day Two: Wednesday 16 March">Exhibition Day Two: Wednesday 16 March</a>

# 7.30 – 8.30 Exhibition visitor registration for Plenary Session

08.40	Progress and Problems in Drug Development Technology in the United States
	Keynote: <b>Dr Lester M. Crawford</b> , D.V.M, Acting FDA Commissioner, Food and Drug Administration, USA
09.10	Do Engineering Dissovery and Development, Impact on the
57.10	Re-Engineering Discovery and Development: Impact on the Pharmaceutical Industry of Tomorro Keynote: Dr Robert R. Ruffolo, Jr., President, Research Development, Wyeth Pharmaceuticals and Senior Vice Presider Wyeth (Corporation), USA

- 10.15 11.00 PharmaSolutions Expo Opening and Coffee in Exhibition Hall
- 12.50 14.20 Extended Networking Opportunities

LUNCH TIME FORUMS (Round-Table Discussions)	
13.00	Compound Libraries: Do Targeted Libraries Increase the Success Rate?  Moderator: Dr Peter Hamley, Head, Libraries and Automation Unit, Chemistry, Sanofi-Aventis, Germany
13.00	Dealing with the Potential Immunogenicity of Therapeutic Antibodies  Moderator: Dr Mike Clark, Immunology Division, Department of Pathology, Cambridge University, UK
13.00	Personalised  Moderator: Dr Michael Hehenberger, Solutions Executive, Information Based Medicine EBO, IBM Healthcare and LifeSciences, USA
13.00	Data Management & Archiving Moderator: Philip Lord, Director, Digital Archiving Company, UK

# 'HOW TO' GUIDES FOR BENCH SCIENTISTS

#### Patenting Your Invention: What Patents are and How to 14.20 **Obtain Them**

- ?? The deal: the Government will consider giving you a limited monopoly, and you give the game away
- ?? What patents are not: a right to do anything
- ?? The scientist's contribution: idea, context and information that gives the game away
- ?? The patent attorney's contribution: words, more words and a
- ?? The company's/supporter's contribution: belief in the ability to make money

Speaker: Robert Perry, Partner, Gill Jennings & Every, UK

#### Founder Syndrome: Why do Most Founders get Sacked? 14.50

- ?? Marriage made in heaven: founder meets VC?
- ?? 10 easy steps to getting sacked (why/how founders fail)
- ?? Case studies: the good, the bad and the very ugly
- ?? Late developers: what founders do second time around

Speaker: Simon Haworth, Managing Director, BSG Team Ventures

### 16.10 – 16.50 Tea in Exhibition Hall

#### 16.10 Poster Viewing & Meet the Author

16.10 Exhibition Hall Keynote Speaker: Andrew Cooney, World Explorer and Youngest Person to

Walk to the South Pole

#### 18.10 - 19.30**Networking Cocktail Reception**

18.10 **Biotechniques Live** 

BioTechniques 1/1/ Interactive Proteomics Involvina Membrane

Proteins: The First Six Years and Beyond

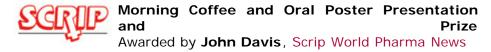
Igor Stagljar PhD, Professor of Functional Genomics, Institute of University of Biochemistry and Molecular Biology, Switzerland Functional Genomics and Proteomics in Cancer Research

Dr Jörg Hoheisel, Functional Genome Analysis, Deutsches Krebsforschungszentrum, Germany

19.30 Exhibition Closes for Day One

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10.10-10.50



MORNING FORUMS (Round-Table Discussions)		
10.20	Understanding the Data: How to Interpret the Results of Cell Based Assays?  Moderator: Dr Zhong Zhong, Vice President Drug Discovery Technology, Cell & Molecular Technologies Inc., USA	
10.20	How to Choose Physiologically Valid Targets and Drugs in the Disease Models so that they Translate into the Clinic? Moderator: Dr François Iris, Founder and CSO, Bio-Modelling Systems, France	

# HOW TO' GUIDES FOR BENCH SCIENTISTS

# 10.50 How to Make a Great Idea into an Entrepreneurial Start-up

- ?? Why ideas are worth nothing (and how to make them worth something)
- ?? The founding dream (and nightmare) team
- ?? The business plan, and planning a business
- ?? Who needs lawyers? Legal agreements, IP and contracts
- ?? Your financing strategy: finding money, and selling your soul
- ?? Creating a company culture that you will enjoy

Speaker: William Bains, CEO, Delta G Ltd

# 11.20 The Entrepreneur's Experience: Building a Biotech Company

- ?? Applying the science: understanding who is going to buy your product and why?
- ?? Dealing with the commercial realities: getting your product to market
- ?? Mastering IP and technology transfer: controlling the technology.
- ?? Working with investors: finding finance and what do they need in return?
- ?? Ground breaking science vs commercial drug development: identifying the skills required and honing the talent

Speaker: Sanjay Kakkar, CEO, Trigen, UK

17.00

LUNCH TIME FORUMS (Round-Table Discussions)		
12.50	Overcoming the ADMET Hurdles for Drug Success and R&D Productivity Moderator: Professor Professor William Bains, Chairman, Choracle Ltd, UK	
12.50	Deal Making: Tackling the Questions of the Moment Moderator: John Ansell, Director, John Ansell Consultancy, UK	
12.50	Leveraging Knowledge Management in Drug Discovery Moderator: Dr Tim Jaeger, Director Business Development, iAS interactive Systems, Germany	
12.50	Electronic Laboratory Notebooks: Experiences and User Feedback Moderator: Mats Kihlen, Head of Research Informatics, Biovitrum AB, Sweden	

**London Biotechnology Network Feature Session** 14.10 The London Biotechnology Network is the largest regional biotechnology organisation in the UK with some 800 member organisations. This session will provide you with an update of the latest and most innovative research activities being undertaken by a selection of these companies and give you the opportunity to network with London Biotechnology members. 16.00 Biotech start-up presentations Networking drinks and in presenting, please contact are interested sanjay.singh@informa.com

Close of Exhibition Hall