



Experiencing Technology Transfer & Commercialization:

Fostering a New Dialog with MIT

In collaboration with the MIT | Portugal Program and Instituto Superior Técnico

In cooperation with



Sunday, March 29th

19.00 – Registration, Welcome Dinner and Gathering at Hotel Holiday Inn Lisbon

Monday, March 30th

08.30 – Registration

09.00 - Welcome - Purpose & "Raison d'être" of The Workshop

Carlos Matos Ferreira, President, Instituto Superior Técnico

José Manuel Mendonça, Director, UTEN

Dan Roos, MIT Portugal Program Director

Tony Knopp, Senior Industrial Liaison Officer, MIT's Industrial Liaison Program

Manuel Heitor, Secretary of State for Science, Technology and Higher Education

Part 1: Stimulating Knowledge Creation and Entrepreneurial Activities: Community, Research and Education

09.20 – Leveraging the Discovery Process @MIT

Stimulating the Faculty for Knowledge Creation and Technology Transfer

Charles Cooney, Robert T Haslam (1911) Professor of Chemical and Biochemical Engineering, MIT
Department of Chemical Engineering, Faculty Director, Deshpande Center for Technological Innovation

Discussant: Teresa Mendes, Director, Instituto Pedro Nunes



UTEN | Portugal Workshop #2

10.00 – Policies to facilitate the set-up of university spin-offs : the experience of INESC-Porto –

Licencing IP vs Equity

José Carlos Caldeira, Executive Director, INESC Porto

Discussant: Lita Nelsen, MIT

10.40 –Discussion - Moderated by Ken Morse, MIT

11.00 – Coffee Break - Networking

11.30 - Critical Success Factors in High Tech Entrepreneurship: What's Hot and What's Not

Creating and Supporting Entrepreneurial Opportunities for the MIT Community

Ken Morse, Senior Lecturer, Managing Director, MIT Entrepreneurship Center; MIT Sloan School of Management

Discussant: Susana Barreiros, Sub-Director, FCT-UNL

12.10 - Managing Research and challenges for industry-science relationships in the software industry: the experience of Outsystem

Paulo Rosado, CEO, Outsystems

Discussant: Ken Morse, MIT

12.40 –Discussion - Moderated by Lita Nelsen, MIT

13.00 – Lunch - *networking*

Part 2: Building and Supporting Entrepreneurial Activity and Academic-Industry Collaboration

14.30 - Moving Knowledge Out of Academia for Commercialization

Licensing Practices and Tools (Part I), Lita Nelson, Director Technology Licensing Office, MIT

Discussant: António Cunha, Director, School of Engineering, University of Minho

15.10 - Moving IP from Universities to spin-offs: a smooth or bumpy road?

The case of Problad @ Isa, UTL

Sara Monteiro, CTO, CEV SA

Discussant: Charles Cooney, MIT

15.40 – Discussion - Moderated by Karl Koster, MIT

16.00 - Coffee Break – Networking



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16.30 – What Companies Really Value in Their University Relationship

A perspective from MIT

Karl Koster, Executive Director, MIT Office of Corporate Relations/Industrial Liaison Program

Discussant: Carlos Matos Ferreira, President, Instituto Superior Técnico

17.10 - Industry - Academia Successes @MIT

Examples of beneficial activities resulting from Industry interaction on Campus

Tony Knopp, Senior Industrial Liaison Officer, MIT's Industrial Liaison Program

Discussant: Carlos Costa, Director, FEUP

17.50 – Discussion - Moderated by Jack Oldham

18.30 - Closure

20.00 - Networking Dinner (Holliday Inn)



Tuesday, March 31st

Part 3: Reaping the Benefits of Knowledge Creation: - Managing and Negotiating Research Sponsorship, IP Licensing and Consultancy

09.00 – Promoting Foundation Support for Universities: *MIT Examples and Best Practices*

Jack Oldham, Director, Foundation Relations & Academic Development Support

Discussant: Charles Buchanan, Executive Board Member, Luso-American Development Foundation

09.40 – Discussion – Moderated by Charles Cooney, MIT

10.00 - Connecting Innovators to the Business Community

Incentives, Mechanisms and Support Structure @MIT

Charles Cooney, Robert T Haslam (1911) Professor of Chemical and Biochemical Engineering, MIT
Department of Chemical Engineering, Faculty Director, Deshpande Center for Technological Innovation

Discussant: Pedro Pissarra, CEO, Biotecnol

10.40 – Discussion – Moderated by Jack Oldham, MIT

11.00 - Coffee Break - Networking

11.30 - Moving Knowledge Out of Academia for Commercialization

Licensing Practices and Tools (Part II),

Lita Nelsen, Director Technology Licensing Office, MIT

Discussant: Ana Paula Amorim, UTEN | Portugal

12.10 - Valuing faculty know-how through high tech start-ups

The case of Critical Materials and its relation with University of Minho

Gustavo Dias, CEO of Critical Materials, Faculty at MIT | Portugal (EDAM), Faculty at University of Minho

Discussant: Charles Cooney, MIT

12.40 - Discussion – Moderated by Charles Cooney

13.00 – Conclusion – Action Items – UTEN’s Next Steps

José Manuel Mendonça, UTEN | Portugal Scientific Director