

# Workshop « Start-me up », Institut Pasteur, July 5-6, 2018

## Provisional public program

March 2018

### Thursday morning (09.30 a.m.-1 p.m.)

- 09.30 a.m.-10.00 a.m.: Opening conference  
**Ups and downs of start-up creation in France** (speaker to be announced)
- 10.00 a.m.-10.45 a.m.: Workshop  
**Choose the right innovation model at the Institut Pasteur:** patents, licenses, R&D collaborations and start-up creation, speakers from the Institut Pasteur
- 10.45 a.m. – 11.15 a.m.: Coffee break
- 11.15 a.m.-12.00 a.m.: Workshop  
**What you need to create a start-up:** Jean-Marc Grognet (Génopôle), Aymeric Perchant (SATT-Paris-Saclay) and Pierre-Alain Bandinelli (Da Volterra)
- 12.00 a.m.-1.00 p.m.: Workshop  
**Early stage-funding and start-up competitions:** Alexandre Batch (Institut Pasteur), Olivier Amédée-Manesme (Paris-Biotech-Santé) and Pascale Augé (Inserm Transfert)

1.00 p.m.-2.00p.m.: Lunch

### Thursday afternoon (2.00p.m.-6.30 p.m.)

- 2.00 p.m.-4.00 p.m.: working sessions

Working sessions: 5 groups of 5 participants, with practical work. Participants will be asked to prepare a presentation, based on the model for the iLab competition (French start-up competition), that they will present in front of a jury, Friday afternoon. Participants will work either on a project they will bring or on selected business cases provided by the Institut Pasteur.

**Mentors:** Frédéric Iselin (HEC Challenge +), Stéphanie Lefebvre (Paris Biotech Santé), Romain Marlange (Imagine)

- 4.00 p.m.-4.30 p.m.: Coffee break
- 4.30 p.m.-5.30 p.m.: working session (continued)
- 5.30 p.m.-6.30 p.m.: pitch session  
Presentation of the projects in 3 minutes by one member of each group (evaluated by Isabelle Buckle and Romain Marlange)

### Friday morning (9.30 a.m.-1.00 p.m.)

- 09.30 a.m.-10.00 a.m.: Conference  
**Benchmark and market studies: find the right positioning** (speaker to be announced)
- 10.00 a.m.-10.45 a.m.: Workshop  
**Who does what: CEO, CTO, CFO, Lawyers... outsourcing or not?** : Pierre Belichard (Enterome), Pierre Frouin (Bioserenity) and Lison Chouraki (LCA-audit)
- 10.45 a.m.-11.15 a.m.: Coffee break
- 11.15 a.m.-12.00 a.m. : Workshop  
**The first year: ups of downs of the academic environment and of incubators:** David Bikard (Institut Pasteur and Eligo Biosciences), Thomas Ybert (DNAScript) and Jean-Michel Dalle (Agoranov)
- 12.00 a.m.-12.45 a.m. : Workshop  
**Funding beyond start-up competitions and love money:** Stéphanie de Marco (Business Angels santé), Maina Bhaman (Sofinnova) and other speaker to be announced
- 12.45 a.m.-2.00 p.m.: Lunch

### Friday afternoon (2.00 p.m.-7.00 p.m.)

- 2.00 p.m.-4.30 p.m. : Working sessions (continued)

**Mentors:** Mathieu Trystram (Agoranov), Armelle Graciet (angels santé) and Alexandre Batch (Institut Pasteur)

- 4.30 p.m.-5.00 p.m.: Coffee break
- 5.00 p.m.-6.30 p.m.: Presentation of the projects in front of a jury  
Jury members: Alain Huriez (Advance France Biotechnology), Vanessa Malier (Kurma Partners) and other jury member to be announced
- Cocktail: 6.30 p.m.-7.30 p.m.