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НАЦИОНАЛЬНЫЙ ИССЛЕДОВАТЕЛЬСКИЙ УНИВЕРСИТЕТ

AMERICAN COUNCILS<sup>®</sup> FOR INTERNATIONAL EDUCATION  
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## Workshop for TTO managers “USING IP-BASED CONTRACTS FOR CREATING RELATIONSHIPS AND OPPORTUNITIES FOR UNIVERSITIES”

November 26, 2012

313Г, Pokrovsky blvd., 11, Higher School of Economics (HSE), Moscow

### PROGRAM

- 9.30-10.00** Registration, welcome coffee
- 10.00-10.15** Welcome talk  
*Alexey Novoseltsev*, Vice-Rector, HSE  
*Eugeny Kuznetsov*, Director, Innovation Support and Social Programs, Russian Venture Company
- 10.15-11.15** Using IP-based Contracts for Creating Relationships and Opportunities for Universities: Research Findings  
*Aliya Ermakova*, Head of IP Department, HSE
- 11.15-11.30** Discussion
- 11.30-11.40** Coffee Break
- 11.40-12.10** Technology Transfer vs. Commercialization  
*Nikolay Toivonen*, Vice Rector for Research and Innovation, National Research University of Information Technologies, Mechanics and Optics (University ITMO)
- 12.10-12.20** Discussion
- 12.20-12.50** Dealing with IP-based contracts and technology transfer: best practices from best universities  
*JoAnna M. Esty, M.B.A, J.D.*, Developer of the Intellectual Property Clinic at UCLA School of Law; Former Adjunct Professor, IP Clinic, Counseling Emerging Enterprises and Technologies
- 12.50-13.00** Discussion

**13.00-14.00 Lunch**

**14.00-14.40 Spin off founders' agreements and deal making**

*Vitaliy Vinogradov*, Deputy Director, Innovation Centre, HSE

**14.40-15.30 Obstacles spin off companies face in Russia and possible ways to overcome**

*Sergey Sharenkov*, CEO, Innovation Centre, «MATI» - Russian State University of Aviation Technology

**15.30-15.40 Coffee Break**

**15.40-16.00 Russian Venture Company's IP projects**

*Alexey Odinokov*, CEO, NAUTECH

**16.00-17.30 Case-study & Panel Discussion**

Moderator: *Aliya Ermakova*

**Topics for discussion:**

- If a university has a share in the authorized capital of a spin-off company should it control its business activity and in what way?
- Conflict of interest and conflict of commitment – possible solutions
- Spin off license agreements: significant terms
- University exit from the spin-off company: critical points for decision-making
- University support for spin-offs and startups: appropriate extent of “feeding” the company
- etc.

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