



Connecticut Chapter of the Licensing Executives Society

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**Wednesday, February 6, 2008
6:30PM - 9:30PM**

Panel Discussion: Challenges of Out-Licensing as the Dominate vs. Subordinate Business Development Strategy

Some organizations are geared to do mostly out-licensing (such as Yale's Office of Cooperative Research) but others must handle out-licensing within a predominantly in-licensing function.

Hear from experts representing varied industries and both sides of the deal--venture capital, university technology, life sciences, technology, and entertainment fields. The panelists will address out-licensing from both the licensor and licensee perspectives

Moderator

Mike Sherman, Ph.D., Partner, Elm Street Ventures

Mike is an experienced scientist, manager, and company founder. The founding CEO of six biotechnology companies, Dr. Sherman has established numerous corporate and academic relationships, and helped to structure and negotiate a number of mergers. Mike has also served as consultant, advisor or director for a number of therapeutic, diagnostic, reagent, device, software, and investment companies; academic institutions; and government agencies. He is currently President and a Board member of Iconic Therapeutics, Inc. and serves on the Board of OncoMEDx, Inc. Following his undergraduate work at McGill University, Dr. Sherman received his PhD in molecular biology from the State University of New York, and did postdoctoral work at Oxford. He later supervised basic and applied research for twenty years at Hoffmann-La Roche.

Panelists

James Dolan, M.B.A., Senior Vice President, Purdue Pharma L.P.

James Dolan joined Purdue Pharma in 1994, after having spent the previous 15 years at Pfizer in the International Pharmaceuticals Group, where he held line management positions in Pfizer subsidiaries in South America and Africa. Prior Pfizer experience was at the world headquarters in New York in corporate planning and executive administration. At Purdue, Mr. Dolan

established a Licensing and Business Development department in Stamford with the responsibility for acquisitions, in-licensing, strategic alliances, discovery and development alliances, and recently the partnering of strategic late-stage Purdue products. He was named Senior Vice President in December 2003, at which time he became a member of the Executive Committee, reporting to the President and CEO of Purdue. He is also a Director of Mundipharma K.K. Tokyo. Outside of Purdue, Mr. Dolan is a past President of the New York Pharma Forum, Inc. Mr. Dolan holds a B.A. from Holy Cross and an M.B.A. from the University of Connecticut.

Jon Soderstrom, Managing Director of Office of Cooperative Research, Yale University

Jon Soderstrom is responsible for developing and managing the intellectual property portfolio, defining and executing commercialization strategies including negotiation of licenses and corporate-sponsored research agreements, and development and marketing of business concepts for new spin-off ventures to the investment community. Since joining the Office in 1996, he has participated in the formation of more than 25 new ventures including polyGenomics, Molecular Staging (acquired by Qiagen), Agilix, Asilas Genomic Systems, Achillion Pharmaceuticals (NASDAQ: ACHN), PhytoCeutica, Protometrix (acquired by Invitrogen), Iconic Therapeutics, Applied Spine Technologies, HistoRx and VaxInnate. Collectively, these companies have raised over \$350 million in professional venture capital. Previously, he was the Director of Program Development for Oak Ridge National Laboratory (ORNL) and Director of Technology Licensing for Martin Marietta Energy Systems. Dr. Soderstrom received his Ph.D. from Northwestern University in 1980 and his B.A. from Hope College in 1976.

Bart Stuck, Managing Director, Signal Lake Ventures

Bart is an Electrical Engineer with strong ties to major telecom industry equipment and service providers. He has numerous technical publications to his credit, and has also coauthored one book. Previously, he founded Business Strategies, LLC, which completed more than 450 client engagements in early stage network computing and telecommunications. Bart serves on the boards of CorEdge Networks, Serastar, Terago communications and other companies.

Location

Horchow Hall
Yale School of Management
55 Hillhouse Avenue
New Haven, CT

Schedule

Reception: 6:30PM to 8:00PM (bar, hors d'oeuvres and light buffet)
Program: 8:00PM to 9:30PM followed by coffee & dessert
Dress: Business or business casual

Costs and cancellation policies

\$35 LES members in advance (payment received by Friday, February 1st)
\$45 Non-members in advance (payment received by Friday, February 1st)
\$25 Students in advance (payment received by Friday, February 1st)
\$45 LES members at the door
\$50 Non-members at the door
\$35 Students at the door

Cancellations made after 5:00pm EDT, February 1st cannot be reimbursed, but substitutions are welcome!

Registration and payment options

1) Online Registration:

LES Members and online account holders:

To register online for this event you will need your log in and password. [Please click here to register.](#)

Students:

To register online for this event you will need your log in and password. [Please click here to register.](#)

Non LES Members:

You will need to create an account prior to registering for this event. [Please click here to create an account.](#)

Once your account has been created proceed to registration as an online account holder.

2) To register and pay by check,

- send e-mail to LES-CT@compass-grp.com and include: your name, title, company, phone & e-mail address
- Make check payable to "LES" with the memo "CT Chapter February 6, 2008"
- Mail check and your business card to:
LES CT Chapter
c/o Compass Strategic Consulting, Inc.
129 Church Street, Ste 400
New Haven, CT 06510

For more information about this event and the LES Connecticut Chapter, contact:

Allen Downs, Chair, LES CT Chapter
Purdue Pharma L.P.
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Allen.Downs@pharma.com

Directions to 55 Hillhouse Avenue, New Haven

From I-91 North or South

Take Exit 3 (Trumbull Street). Go straight at the end of the ramp and through three traffic lights. At the fourth light, turn right onto Hillhouse Avenue. Travel one block and 55 Hillhouse is the last building on your right.

From I-95 North or South

Take Exit 48 to Route 91 and follow directions above

Merritt Parkway (Rte. 15) traveling north

Take Exit 54 to Milford Parkway (Route I-95 connector) to I-95 North. Follow I-95 directions above.

Parking

On street or in Yale Lot 19: Ingall's Rink

Follow directions above passing 55 Hillhouse, take next left onto Sachem Street. Pass Ingalls Rink on your right and turn right onto Mansfield to enter lot.

Train Schedules

Both [Amtrak](#) and [Metro-North](#) trains stop in New Haven's Union Station.

Lodging

[Omni New Haven Hotel at Yale](#)

155 Temple Street
203.772.6664 / 800-THE-OMNI

[The Marriott Courtyard at Yale](#)

30 Whalley Avenue
203.777.6221

[New Haven Hotel](#)

229 George Street
203.498.3100

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