

High-growth technology business forum Build-to-Sell

29 June 2023

17.00-18.00 hrs CEST (main event)

18.00-19.00 hrs CEST (optional meet the speaker session)

Thursday, 29 June 2023

17.00 Introduction

Thomas Bereuter, Programme area manager, European Patent Academy, EPO

Dana Colarulli, Executive director, LESI

17.05 Live case study

Presenter: **Ghassan Kassab**, Founder & CEO of 3DT Holdings & California Medical Innovations Institute

Expert panel chair: **Juergen Graner**, Founder and CEO, Globalator (USA)

Expert panel representative Europe: **Irene Fialka**, CEO, INiTS & Managing Director, Health Hub Vienna (Austria)

Expert panel representative Asia: **Audrey Yap**, Immediate Past President LESI, Managing Partner, Yusarn Audrey (Singapore)

Expert panel representative North America: **Patrick Monroe**, M&A Lawyer, Monroe Law (USA)

18:00 Meet the speakers (optional)

19:00 End of the event



Case-study presenter biography

Ghassan Kassab, Founder & CEO

3DT Holdings & California Medical Innovations Institute

Ghassan combines the traits of an innovator, educator and entrepreneur. With the foundation of a PhD from UCSD in bioengineering and an impressive career in academia, Ghassan has built an innovation engine helping patients with break-through technologies globally from his base in San Diego, USA.

Live case study description

Our case study speaker Dr. Ghassan Kassab has 300+ issued and pending patents and 600+ publications/proceedings in his name. He is founder and CEO of 3DT Holdings and the California Medical Innovations Institute in San Diego, USA. Ghassan elaborates on how he has built an innovation engine in the medical field that has resulted in one technology divestment, several exclusive technology licenses and multiple spin-off ventures to date. Together with Ghassan and our global expert panel from Europe, Asia and North America, we discuss how a high-tech company can serve as a platform for serial exits through spin-off venturing. We also look at the best ways for science-driven companies to ensure that their technology not only makes money, but also has a lasting global impact through an exit.



Thomas Bereuter - Host

Programme manager, Business Support
European Patent Academy, EPO
Munich, Germany

Biography

Thomas is a certified licensing professional (CLP) with over 20 years of experience in the international commercialisation of early-stage technologies. He has founded and supported several high-tech start-ups and university spin-offs. He also led the business incubation and technology transfer waves in Austria in the early 2000s.



Dana Colarulli – Host

Executive Director at LESI
USA

Biography

Dana is an attorney and senior government affairs professional, with more than two decades of experience working on legal-related technology policy and intellectual property issues in and with the private sector, the Executive Branch and the U.S. Congress.



Juergen Graner – Expert panel chair

Founder and CEO of Globalator
San Diego, USA
London, UK
Vienna, Austria

Biography

Juergen has more than 30 years of experience managing companies, departments, and strategic transactions. He has held CEO positions in 6 countries on 3 continents and coached over 100 CEOs globally. Juergen has over 25 years of teaching experience. He speaks at conferences and publishes articles about strategic transaction management.



Irene Fialka – Expert panel representative Europe
CEO, INiTS & Managing Director, Health Hub Vienna
Vienna, Austria

Biography

Irene has more than 25 years of experience working with high-tech entrepreneurs and academic spin-offs. As CEO of one of the most successful high-tech incubators in Europe she works on the forefront of value creation through start-ups. Her main interest is in the life science and healthcare space.



Audrey Yap – Expert panel representative Asia
Managing Partner, Yusarn Audrey
Singapore

Biography

Audrey has more than 25 years of experience in the IP field and its application in business. As Managing Partner of the law firm Yusarn Audrey, former President of LESI and Board member at numerous prestigious institutions, she is considered one of the world's leading IP strategists.



Patrick Monroe – Expert panel representative North America
M&A Lawyer at Monroe Law
San Diego, USA

Biography

Patrick has more than 20 years of combined business and legal experience relating to high growth enterprises and M&A transactions. As a former manager spending 10 years at Fortune 500 companies and small businesses, Patrick is known for his practical approach to M&A transactions.