



IP impact from start-up to exit

A business perspective

High-growth technology business forum – five-year anniversary edition

Thursday, 29 January 2026



epo.org/en/learning/events/bs10-2026

Thursday, 29 January 2026

17.00-18.00 hrs CEST Main event

18.00-19.00 hrs CEST Optional meet-the-speakers session

17.00 hrs **5-year anniversary introductions & overview**

17.10 hrs **Succeeding with a solid patent foundation**
A growth-financing perspective

Lightyear case study

Expert panel chair:

Willem Bulthuis

Founder, Corporate Ventures Advisory and Co-founder, scale4impact

Expert panel members:

Thomas Bereuter

Innovation Networks Manager, European Patent Academy, EPO

Dana Robert Colarulli

Executive Director, Licensing Executives Society

Juergen Graner

Founder and CEO, Globalator

17:30 hrs **Succeeding with technology platforms**
A build-to-sell perspective

ORIGIMM case study

Expert panel chair:

Juergen Graner

Founder and CEO, Globalator

Expert panel members:

Thomas Bereuter

Innovation Networks Manager, European Patent Academy, EPO

Dana Robert Colarulli

Executive Director, Licensing Executives Society

Willem Bulthuis

Founder, Corporate Ventures Advisory and Co-founder, scale4impact

17:50 hrs **Conclusion**

18.00 hrs **Meet the speakers** (optional)

Event description

IP impact from start-up to exit

A business perspective

5-year HTB forum anniversary edition

Dana Robert Colarulli, Thomas Bereuter, Willem Bulthuis and Juergen Graner, who have all been main contributors in the HTB forum live case study events over the last five years, will look at select key messages from previous events and expand on some of the key learnings.

Lightyear case study

Willem Bulthuis will dive deeper into the topic of **how to succeed with a solid patent foundation**. He will lead the discussion on how the need for a solid patent foundation evolves from the start-up phase, through the growth phase, and all the way to an exit and beyond.

The discussions will be based on the case study of the Dutch company Lightyear in May 2024. As the expert panel chair of the "growth financing" HTB forum editions since 2020, Willem will continue to focus on the perspective of growth financing. He will be supported in his discussions by a team of expert panel members that includes Thomas Bereuter, Dana Robert Colarulli and Juergen Graner.



ORIGIMM case study

Juergen Graner will dive deeper into the topic of **how to succeed with technology platforms**. He will lead the discussion on how you optimise outcomes when you are blessed (or cursed) with a technology platform that provides you with many pathways and options from the start-up phase, through the growth phase, and all the way to an exit and beyond.

The discussions will be based on the case study of the Austrian company ORIGIMM in February 2024. As the expert panel chair of the "build-to-sell" HTB forum editions since 2020, Juergen will continue to focus on the perspective of build-to-sell. He will be supported in his discussions by a team of expert panel members that includes Thomas, Bereuter, Dana Robert Colarulli and Willem Bulthuis.



Dana Colarulli

Executive Director, Licensing Executives Society International (LESI)

Washington, USA



Dana Colarulli is an attorney and senior government affairs professional with more than two decades of experience working on legal technology policy and intellectual property issues in and with the private sector, the executive branch of the US government, and the US Congress.

Thomas Bereuter

Innovation Networks Manager, European Patent Academy, EPO

Munich, Germany



Thomas Bereuter is a Certified Licensing Professional (CLP) with over 25 years' experience in the international commercialisation of early-stage technologies. He has founded and supported numerous high-tech start-ups and university spin-offs, and was instrumental in the business incubation and technology transfer movement in Austria during the early 2000s.

Willem Bulthuis

Founder, Corporate Ventures Advisory and Co-founder, scale4impact

Munich, Germany



Willem has worked for 30 years in key positions at global high-tech corporations such as Philips and NXP Semiconductors in both Europe and Silicon Valley. He now brings investors, corporates and ventures together to drive innovation with scalable impact. He is also the co-founder of scale4impact and a board member of numerous sustainable energy, transport and construction ventures.

Juergen Graner

Founder and CEO, Globalator

San Diego, USA - London, UK - Vienna, Austria



Juergen has more than 35 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 also has over 25 years of teaching experience. He speaks at conferences and publishes articles about strategic transaction management.