ASTP  Peer Review of KTTOs by Critical Friends and our experience

Dr. Christian Stein, CEO Ascenion GmbH

TechnologieAllianz Annual Conference, Frankfurt, 20. March 2019
Peer Review by Critical Friends

What is it about?

– TTO evaluation between professionals
– a service for the members and by the members of ASTP-Proton
  – maintain high quality standards
  – improve your performance
  – benchmark against practices across the sector
  – provide credibility for your work
What do you get?

After the review you will:

– Understand the strengths and uniqueness of your work, and receive recommendations on how to further maximize impact and effectiveness
– Receive input on potential weaknesses, with advice on how to address these
– Get suggestions for possible development in order to complement your current services and strengths
– Gain insight into alignment of your capacity with your strategies
Meet the Critical Friends

Christian Stein
Ascnion GmbH
Germany

Heather Thompson
University of Chester
United Kingdom

Jens Fahrenberg
Karlsruhe Institute of Technology
Germany

Tom Hockaday
Isis Innovation Ltd. (2006-2016)
United Kingdom

Anders Haugland
BTO
Norway

Karen Laigaard
University of Copenhagen
Denmark

Sara Matt-Leubner
University of Innsbruck
Austria

Paul Van Dun
KU Leuven
Belgium

Steven Tan
Nascent Ventures
The Netherlands

Jörn Erselius
Max-Planck-Innovation
Germany
Your operations will be reviewed in a 3 step evaluation process:

1. Selected evaluators study materials provided by you
   - Self assessment sheet
   - Facts and figures about TTO (highlights, activities, proceeds, turnover/profit, business planning, organizational structure etc.)
How is it done?

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1. Selected evaluators study materials provided by you
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2. Evaluators conduct necessary interviews
   - Two days agenda with interviews performed in February 2017
## Agenda

### AGENDA day 1  
**February 16, 2017**

<table>
<thead>
<tr>
<th>Schedule</th>
<th>Topic</th>
<th>People</th>
<th>Place</th>
</tr>
</thead>
<tbody>
<tr>
<td>09:00-11:00</td>
<td>Presentation</td>
<td>Christian Stein</td>
<td>Conference Room</td>
</tr>
<tr>
<td>11:00-11:30</td>
<td>Interview Finance / Controlling</td>
<td>Christian Stein, Natascha Reinert</td>
<td>Conference Room</td>
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<tr>
<td>11:30-12:30</td>
<td>Spinnovator Fund</td>
<td>Samuel White, Christian Stein</td>
<td>Conference Room</td>
</tr>
<tr>
<td>12:30-13:30</td>
<td>Lunch</td>
<td></td>
<td>Passaparola Kaiserstraße 47, 80801 Munich</td>
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<tr>
<td>13:30-14:30</td>
<td>Life Science Foundation</td>
<td>Nicolaus Steenkens, Ronald Mertz</td>
<td>Conference Room</td>
</tr>
<tr>
<td>14:30-15:30</td>
<td>Director Munich</td>
<td>Stefanie Possekel</td>
<td>Conference Room</td>
</tr>
<tr>
<td>15:30-16:30</td>
<td>Legal Counsel</td>
<td>Thorsten Matzko</td>
<td>Conference Room</td>
</tr>
<tr>
<td>16:30-17:30</td>
<td>Director Berlin BHH Charité Max Delbrück Center</td>
<td>Elisabeth von Weizsäcker</td>
<td>Conference Room</td>
</tr>
<tr>
<td>17:30-18:00</td>
<td>Summary conclusion Planning Day II</td>
<td>Paul van Dun, Jörg Erselius, Anders Haugland, Tom Hockaday, Christian Stein</td>
<td>Conference Room</td>
</tr>
<tr>
<td>18:30</td>
<td>Dinner</td>
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<td>Le Cézanne Konradstraße 1, 80801 Munich</td>
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### AGENDA day 2  
**February 17, 2017**

<table>
<thead>
<tr>
<th>Schedule</th>
<th>Topic</th>
<th>People</th>
<th>Place</th>
</tr>
</thead>
<tbody>
<tr>
<td>09:00-10:00</td>
<td>Discussion</td>
<td>Paul van Dun, Jörg Erselius, Anders Haugland, Tom Hockaday, Christian Stein</td>
<td>Conference Room</td>
</tr>
<tr>
<td>10:00-11:30</td>
<td>Technology Management &amp; Case Studies</td>
<td>to be selected: H. Müller/S. Schoek, S. Forster/D. Baumjohann, B. Cordes/S. M. Hein (Braunschweig), T. Stachelhaus (Hamburg)</td>
<td>Conference Room (Skype?)</td>
</tr>
<tr>
<td>11:30-12:30</td>
<td>Equity Management How it works QA</td>
<td>Anja Zimmermann</td>
<td>Conference Room</td>
</tr>
<tr>
<td>12:30-14:00</td>
<td>Lunch</td>
<td></td>
<td>Schwabinger Wassermann Herzogstraße 82, 80799 Munich</td>
</tr>
<tr>
<td>14:00-15:00</td>
<td>Summary &amp; Discussion</td>
<td>Paul van Dun, Jörg Erselius, Anders Haugland, Tom Hockaday</td>
<td>Conference Room</td>
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</table>
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3. Evaluators deliver a confidential written report to you
   - Executive summary and full report in May 2017
Things to consider

- Costs from 8.000 to 12.000 Euros
- About one week of preparatory work
- It’s also a lot of work for the reviewers: pamper them!
Thank you for your attention

Christian Stein
Ascenion GmbH
www.ascenion.de