

## DZG Training Course: Translating Science into Clinical Practice

Nov 29 – Dec 1, 2017  
Helmholtz Zentrum München

Dr. Klaus Weinberger (sAnalytiCo Ltd)  
Dr. Hubert Müller (Ascenion GmbH)  
PD Dr. Andreas Lechner (Medizinischen Klinik und Poliklinik IV der LMU)



**From invention to clinical product:** The commercialization of scientific findings requires specific knowledge and skill sets, e.g. a solid understanding of the targeted markets, the competitive landscape, intellectual property rights, technical and clinical product development, regulatory requirements, quality management, financing strategies, and many others. This workshop will cover the most important topics that scientists must be aware of when considering to translate the results of their research into clinically relevant and commercially viable products.

The workshop is dedicated to early career scientists of the German Centers for Health Research (DZG): DZD, DZL, DZHK, DZIF, DKTK, DZNE

### Preliminary Agenda

Nov 29 (18:00)

#### Get-Together and Dinner

Introduction of participants and their research fields in flash talks (3 slides/3 min)

Nov 30 (09:00–17:00) - Dec 1 (09:00-16:00)

#### Course: Translating Science into Clinical Practice

- From idea to first results, Intellectual Property
- Extended R&D, collaborations, MTA
- First steps towards commercialization, licensing, spin-off
- Business Plan, market research, competitive analysis
- Preclinical and clinical development
  - Therapeutics
  - Diagnostics
- Regulatory framework, prerequisites, processes, and milestones (IND, clinical trials, dossier, approval)
- Use cases from clinical development and diagnostic product development

#### Workshop:

##### ➤ Participants:

Early career scientists of the DZG (DZD, DZL, DZHK, DZIF, DKTK, DZNE)  
Limited to a total of 40 participants, participants have to bring their own laptop

##### ➤ Costs:

No course-fee; accommodation and travel costs at own expense

##### ➤ Registration:

Return registration form to Anna Holzer ([holzer@dzd-ev.de](mailto:holzer@dzd-ev.de))

##### ➤ Registration deadline: Nov 10, 2017

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### Trainer:



**Klaus Weinberger** is a biomedical scientist and entrepreneur with more than 20 years of experience in clinical research and both diagnostic and pharmaceutical product development. His scientific work covers basic and clinical hepatitis virology, vaccine vectors, and metabolic biomarkers in diabetology, nephrology, and other indications. Klaus made pioneering contributions to diagnostic innovations based on real-time PCR (viral load testing for Hepatitis B Virus) and mass spectrometry (targeted metabolomics platform and kits), and co-founded and managed successful biotech, data analytics, and consulting companies.



**Hubert Müller** is a biologist (virology, immunology, molecular biology) by training and holds a PhD in virology from Tübingen University. Hubert has an experience of almost 15 years of life science commercialization with a strong background in European and US business development and patent law. Aside the commercial activities in technology transfer Hubert provides training of researchers and technology transfer officials from research institutes in questions regarding inventions, IP management and commercialization. Prior to his commitment in technology transfer Hubert served as Director Project Management of two biotechnology companies in Düsseldorf and Martinsried.



**Andreas Lechner** is physician at the Diabetes Center (Medizinische Klinik IV, Klinikum der LMU) and scientist at the DZD. Andreas has profound expertise in setting up and conducting clinical trials. His research interests are the human pathophysiology of T2D, T2D risk prediction, early prevention of T2D, and gestational diabetes.