

Developing the next generation of BioBusiness Leaders in Life Sciences & Health

Learn in a small-scale setting from senior BioBusiness professionals and your peers. Expand your knowledge and insights with inspiring experiences stories, interactive consultative sessions, practical case studies, role play and mentoring by seasoned professionals with successful track records.



TALENT ACCELERATOR PROGRAMME FOR BIOBUSINESS

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Powered by:

Helis Academy

Hyphen Projects

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Interreg 
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 Europees Fonds voor Regionale Ontwikkeling

For more information and registration, please visit:

www.hyphenprojects.nl/tap



TALENT ACCELERATOR PROGRAMME FOR BIOBUSINESS

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What is TAP BioBusiness?

Talent Accelerator Programme for BioBusiness (TAP BioBusiness) is an intensive training & development programme of ten months in which ambitious BioBusiness professionals can learn in a group of peers from experienced executives, experts, and each other by means of inspiring experience stories, business cases, mentoring and intervision coaching. The aim is to accelerate the learning curve of these high-potentials and thereby enhance the growth and supply of BioBusiness leaders for the Dutch and Belgian Life Sciences & Health sector. TAP BioBusiness was developed as part of the Health & Life Science (HELIS) Academy consortium, which was funded by the EU and the Dutch Ministry of Economic Affairs.

Why participate?

TAP BioBusiness will help you to develop quickly in your commercial role in Life Sciences. Whether you are a Business Developer in a biotech/pharma/CMO/CRO, a tech transfer officer at a research institute, business consultant, financial analyst at a VC or a starting entrepreneur, through this program you will become more effective and productive in your role at an earlier stage, benefiting both your own career and your organization.

In a small-scale setting you will learn from experienced BioBusiness executives, experts and trainers but also from the successes and mistakes of your peers. The ten day programme spanning ten months offers knowledge and insights, inspiring experience stories, interactive business cases, intervision coaching and mentoring by seasoned BioBusiness executives with successful track records. As a participant you will receive advice and feedback regarding the issues you face at work and how to handle these challenges, projects and business relations. The size of the group is deliberately kept small to ensure optimal interaction and provide room for interaction and discussion.

After the TAP BioBusiness programme you will not only have gained in-depth knowledge, developed your soft skills but have also expanded your network with BioBusiness professionals from the Netherlands and Belgium.

For whom?

TAP BioBusiness is developed for BioBusiness professionals working in the Dutch or Flemish Life Sciences & Health sector, either as a Business Developer in a biotech/pharma/CMO/CRO, a tech transfer officer at a research institute, consultant, financial analyst at a VC or a starting entrepreneur. This programme is also well suited for people in research functions looking to transition to more commercial, business development, roles in the company.



Intake

After we receive your application, we will send you a intake form to get insight in your background, your personal learning and development goals. Subsequently there will be a phone interview to further map your learning objectives and facilitate the mentor matching.

Thematic modules

The programme of TAP BioBusiness consists of five thematic modules that will take place in ten months. Each module comprises two full day programmes with inspiring experience stories, expert sessions, trainings, cases and interactive feedback sessions. The programme is designed to facilitate interaction and offers plenty of room to bring in your own questions and cases from your own job.

The dates and themes of the modules are:

Modules	Theme	Location	
Module 1 24-25 Nov 2022	Introduction to BioBusiness, personal & company growth	Netherlands	
Module 2 16-17 Feb 2023	Legal aspects & IP	Flanders	
Module 3 5-6 April 2023	Communication and networking	Netherlands	
Module 4 8-9 June 2023	Finance and dealmaking	Flanders	
Module 5 14-15 Sept 2023	Negotiations and partnerships	Netherlands	





Module 1 – company and personal growth

The first day focusses on company growth and kicks off with an introduction of the participants to the group and is followed by a session on product development and business development basics. Subsequently the participants delve into how to write a successful business plan, ending with a closing session on company strategy.

The next day focusses on personal growth with in the morning situational leadership, signs of resilience and the “rose of collaboration”. In the afternoon the participants are introduced to the intervision coaching methodology which they will use during the programme with their mentor group to tackle challenges they might face at their job during the programme.

Both days end with closing networking drinks.



Module 2 – Intellectual Property (IP) and legal factors

The main focus of this module is intellectual property in Life Sciences and in particular its role in business development and company strategy. The aim is not to make you an IP lawyer, which would be unrealistic in two days, but to give you enough of a basis to be able to know what is important and what not, ask critical questions and to involve help at the right times and for the right steps.

The first day focusses on protection of intellectual property with sessions on different methods to protect your IP (patents, trade secrets, trademarks etc), how ownership and inventorship works in the EU, freedom to operate based on a patent portfolio and patent prosecution.

The second day contains sessions on tech transfer from universities, sponsored research collaborations (from an IP point of view) and the most frequent contracts in Life Sciences (NDA, licence, research service, research collaboration). At the end of the day the participants will do an interactive IP business case to apply the knowledge and insights gained during this module.

Module 3 – communication and networking

This module focusses on communicating with customers, partners and investors. The first day will kick off with an experience session on communication and branding towards customers with an out of the box approach. Subsequently the participants will be provided with a basis on how to approach a company communication strategy. In the afternoon there will be a guided intervision session with the participants.

The next day is all about networking. The participants will attend Innovation for Health, the leading Dutch Life Sciences & Health partnering conference. Here the participants can meet 800+ BioBusiness professionals at the partnering tables, investor tables, company booths, during the networking breaks and the sessions. At the end of the day there is a TAP BioBusiness alumni networking drinks where the participants can meet up with the previous years.

If you are a starting entrepreneur with your own company you can also choose, at no additional cost, to swap the intervision coaching afternoon with a pitching slot at the Global Investor Forum on the 5th of April. Here you will pitch in front of investors and a jury. The best pitches will be selected to pitch at Innovation for Health and may win the Innovation for Health Start-up Pitch Award.

Module 4 & Module 5 – Finance, dealmaking, negotiation, partnerships

Module 4 and 5 cover the important financial aspects of Life Sciences companies/startups and will provide you with a solid basis and insights on how to negotiate and make successful deals for you companies and engage in fruitful, lasting partnerships.

There will be sessions on balance sheets and depreciation, how to value a company using different methods and forecast company and market projections. Subsequently there will be sessions on what type of deals and partnerships you can make and which aspects are preferable in which situations. There will be multiple business cases in which the participants will gain hands on experience in dealmaking and negotiation and several seasoned BioBusiness leaders will share their experience stories.



Mentor groups

Besides the thematic training modules you will have the opportunity to benefit from mentoring by seasoned BioBusiness executives with impressive track records, who have been in your shoes before and know the challenges and issues you may face.

Based on the intake you will be matched with a mentor and partnered together with 1 or 2 other peers in a mentor group. This way you can ask personal questions and also benefit from the experiences of your peers and learn from cases they bring in that you might not (yet) have encountered.

Expanding your network

TAP BioBusiness enables you to expand and strengthen your professional cross-border network in a short time. You will not only build a strong network with your fellow TAP participants but also meet various experienced BioBusiness executives, experts, mentors and speakers during your TAP training period. Part of the programme is attending our conference Innovation for Health, the leading Dutch partnering conference in Life Sciences & Health. Here you can meet 800+ other BioBusiness professionals and meet up with TAP Alumni from the year before during the yearly alumni meet-up.



TAP BioBusiness (previous) speakers, mentors and advisory board

Current advisory board



Paul van der Horst

Chief Business Officer at AgomAb Therapeutics



Tim Knotnerus

Chief Executive Officer at AgomAb Therapeutics



Arjen Lemmen

Vice President Corporate Development & Strategy at Argenx



Erwin Sablon

Head of Business Development at VIB



Hans Schikan

Biotech entrepreneur, chairmen of various biotech companies, Health~Holland



Martine van Vugt

Senior Vice President, Corporate Strategy & Planning at Genmab



Thom Frielink

TAP BioBusiness alumnus

TAP BioBusiness (previous) speakers, mentors and advisory board

(previous) mentors



Martine van Vugt



Tim Knotnerus



Eline van Beest



Ivo de Nooijer



Prescilla Jeurink



Joachim Scholp



Cristianne Rijcken



Patrick Beusker



Ypke van Oosterhout



Vincent de Groot



Carmen van Vilsteren



Erwin Sablon



Edwin Moses



Nettie Buitelaar



Pedro Tetteroo



Karine Clauwaert



Luc Dochez

TAP BioBusiness (previous) speakers, mentors and advisory board

(previous) speakers



Linda van der Burgwal
Director Demonstrator Lab - VU University, Partner at FFUND



Liana Steeghs
Director Alliance Management - Genmab



Ronald van der Geest
Managing Partner - 3DPharmXchange



Hans Schikan
Biotech entrepreneur, chairmen of various biotech companies,



Hans Preusting
CEO Synerkine Pharma



Eric Claassen
CEO Vironovative, Professor in Immunology & Entrepreneurship



Felice Verduyn
Partner at LSP



Nick Veringmeier
Founder JPP Life Sciences



Dries Fransen van de Putte
Attorney at Loyens & Loeff



Erik van den Berg
CEO AM-Pharma



Andre Hoekema
CBO Galapagos



Wietse Mulder
CEO GenDx



Sangbreetta Moitra
TEDx award-winning keynote speaker



Arjen Lemmen
Vice President Corporate Development, Argenx



Tom Liessens
Legal Counsel, Trade Mark and Design Attorney, De Clercq & Partners



Andrej Michalik
Partner & European Patent Attorney, De Clercq & Partners



Sarah Thyssen
European & Belgian Patent Attorney, De Clercq & Partners



Florence Verhoestraete
Partner, NautaDutilh



Wim Van Camp
General Manager Technology Transfer, Ghent University



Peter Craddock
Local Partner, NautaDutilh



Tim Knotnerus
CEO, AgomAb Therapeutics



Judith Smit
Managing director, FFUND

TAP BioBusiness (previous) speakers, mentors and advisory board

(previous) speakers



Frank van de Manakker
Client Executive, EY



Koenraad Wiedhaup
CEO, Leyden Labs



Lidwien Eggermond
senior leadership coach



Remco Jongkind
Programme Manager Education, Hyphen Projects



Edward van Wezel
Founder & Managing Partner, BioGeneration Venture



Michel de Baar
Executive Director BD&L – MSD



Jos Joore
CEO Mimetas



Rob Kieboom
senior leadership coach



Martin Bakker
CBO Seranovo



Judith van der Zwan
Biotech Training Facility



Sarah Hafith
Sanquinovate



André van de Sande
Interim Executive, Business Coach, Board Member



Karine Clauwaert
Director Business Development Amatsigroup NV



Kurt Hertogs & Isis Vermeir
Graphene.works



Dinko Valerio
Former CEO Crucell



Jan Kooiman
Adj. Professor of Finance, Leiden University



Tahir Naqvi
Head Of Research, Development & Innovation (BeNeLux region) at 3M



Jorg Janssen & Wim-Jan Koot
Lygature



Rosalie Witjas
Nextco



Debby Allen
Sr Vice President Business Development Argenx



Martine van Vugt
Chief of Staff Genmab



Onno van de Stolpe
CEO Galapagos

Testimonials from previous participants



Alexander Jones

"The TAP BioBusiness course was very useful for me. It was really helpful to brush up on a lot of topics. The most valuable thing for me are the networking opportunities, to meet all the high rollers in Dutch and Belgium biotech & pharma and to meet the people on the course who I have formed a really nice bond with. I think that will be very valuable moving forward with my career"



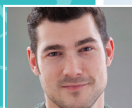
Alexander Dumoulin

I feel that TAP BioBusiness is a great way to get to learn different subjects in BioBusiness and it's a great opportunity to get to know some peers in the field across the Netherlands and Belgium. I am very happy I did this course and I learned a lot!



Lidia Daszkiewicz

The TAP BioBusiness programme is an eye opener. The line up of the speakers is brilliant and there is a great value in the whole group. Because there are very smart individuals, they present different perspectives and that makes the whole learning process better and enhances the discussions. There is definitely a before and after for myself and it an enjoyable programme.



Mark Mizee

Signing up for TAP BioBusiness was a very interesting way to get a lot of different views from a lot of different leaders in the field on diverse aspects of biotechnology and business. All sessions have had great insights from leaders in the field which all together build up my different viewpoints. For me it was a lot of added value.



Tjeerd van Dijk

I would really recommend anyone working in the Life Sciences sector to attend the course. You really get in contact with key opinion leaders who have actually done it themselves. Overall it has been a great experience, working in a group of peers who over the length of the course have become friends.

Participant rating of the programme: 9 out of 10



HELIS Academy



About US

Hyphen Projects is a specialized event company developing own high-level courses, conferences and career fairs for the Dutch and Belgium Life Sciences sector. These include a.o. Innovation for Health, Global Investor Forum, Access Biotech China, TOPX Summit and Network, Talent Accelerator Programme for BioBusiness, BioBusiness Summer & Winter School, Grant Application Course, BCF Career Events in Netherlands/Belgium/Online and a BCF Jobs vacancy website.

Practical information

Duration and start

The TAP BioBusiness training programme lasts ten months. In November 2022 we will start with the fourth cohort of participants. The closing date for registration is 24 October 2022.

Modules and location

TAP BioBusiness consists of five different modules of each two days. Three modules will take place in the Netherlands and two in Flanders. Catering during the modules, networking drinks during each module and the closing dinner at the end of the course are included in the course fee. Potential accommodation costs are not included.

Investment (excl. VAT)

Tuition fee: €6950

Start-ups* & non-profits discount: €1000

* Registered less than five year at Chamber of Commerce.

Financing options.

The intention is that your employer will pay your course fee in order to invest in your development to make you more productive and effective in your function. Ask your employer for the possibilities. If this is not the case in your situation, you can decide to invest in yourself and your own development and qualify for the start-up/non-profit fee.

Contact details

For more information visit www.hyphenprojects.nl/tap or contact:

Remco Jongkind - r.jongkind@hyphenprojects.nl

Registration

To register for TAP BioBusiness 2022-2023 please register via this [link](#).