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Licensing Executives Society Chile



INTERNATIONAL EVENT

ORIGINAL: SPANISH

DATE: 11-13 MARCH 2025

Visit to Chile by the World Intellectual Property Organization (WIPO) and Licensing Executives Society International (LESI)

Intellectual Property in Action: Global Strategies for Business Innovation, Collaboration, and Technology Transfer

organized by

the World Intellectual Property Organization (WIPO)
the National Institute of Industrial Property (INAPI)
Licensing Executives Society Chile (LES Chile)
Licensing Executives Society International (LESI)

Santiago, March 11-13, 2025
PROVISIONAL PROGRAM

prepared by the International Bureau of WIPO, INAPI, LES Chile and LESI

Day 1: Tuesday, March 11:

LES Chile 2025 Annual Meeting

SOLVING THE PUZZLE:

+ INTELLECTUAL PROPERTY, +BUSINESS INNOVATION

**AUDITORIUM estudiolive.tv
Chilean Chamber of Construction
Av. Apoquindo 6750, Floor -1, Las Condes
Santiago, Chile
(paid event)**

- 8.30 to 09.00 **Participant registration. Welcome coffee.**
- 09.00 to 9.30 **Welcome remarks by:**
- Mr. Alejandro Roca Campaña, Principal Director, IP Department for Innovators, IP Sector for Innovation Ecosystems, World Intellectual Property Organization (WIPO)
- Mr. Esteban Figueroa Nagel, National Director, National Institute of Industrial Property (INAPI) of Chile
- Mr. Dana Colarulli, Executive Director, Licensing Executives Society International (LESI)
- Mr. Jorge Fuentes, President, LES Chile
- 09.30-10.00 **Keynote Speaker: Ms. Sonja London, President, Licensing Executives Society International (LESI)**
- 10.00-11.00 **CORPORATE PANEL
The wobbly table: innovation strategies in the industry...without intellectual property?**
- Moderator:** LESI Representative (To be confirmed)
- Panelists (3-4):**
Felipe Merino, CODELCO
Conrad Von Igel, CChC (To be confirmed)
Cristián Doerr, EMERSON
- 11.00-11.30 **Coffee Break**
- 11.30-12.30 **SUSTAINABILITY PANEL
Cultivating a sustainable future: innovation and intellectual property**
- Moderator:** Alejandro Roca, WIPO
- Panelists (3-4):**
Bernardita Araya, CMPC (To be confirmed)

Álvaro González, VIÑA CONCHA Y TORO
ENAP (To be confirmed)

12.30-13.30

TRENDS PANEL

Emerging revolution: intellectual property strategies in new industries

Moderator: Varinka Farren, member of LES Chile

Panelists (4):

Soledad Ovando, BANCOESTADO (To be confirmed)

Paulo Escobar, BIONATIVA (To be confirmed)

Francisca Contreras, LAB01, Fundación Chile (To be confirmed)

13.30-15.30

Networking and connection lunch

Location: Foyer Auditorio estudiolive.tv

19.00-21.30

Dinner (foreign guests and authorities)

Location: To be confirmed (sponsored by: to be confirmed)

Day 2: Wednesday, March 12

**COLLABORATION AND TECHNOLOGY TRANSFER BETWEEN UNIVERSITIES
AND THE PRIVATE SECTOR**

INAPI COWORK SPACE
Carabineros de Chile 195, floor 1
Santiago, Chile
(free event)

09:00 to 09:30 **Program and Support Resources for Innovation in Life Sciences Developed by WIPO**

Speaker: Mr. Mattias Karlsson Dinnetz

09:30 to 11.00 **From the Laboratory to the Market: Creation and Success of University Spin-Outs. Role of TTOs and Transfer Hubs, lessons learned.**

How to turn academic research into successful spinouts, structuring high-impact ventures from academia to the market.

- Identification of technologies with spinout potential.
- Business models and structuring of spinouts from academia.
- Funding sources for spinouts: Venture Capital, government funds, and accelerators.
- Legal and contractual aspects in the formation of spinouts.
- Case studies of successful spinouts originating from universities.

Target audience: Entrepreneurial researchers, technology transfer offices, incubators and accelerators.

Introduction:

Mr. Alvaro Ossa Daruich, Director of Innovation, Pontificia Universidad Católica de Chile

Speakers:

Mr. Hernán González, Professor of the Department of Oncological Surgery at the Faculty of Medicine, Pontificia Universidad Católica

Ms. Marcela Carvajal, researcher at the Department of Chemistry and the "Dr. Daniel Alkalay Lowitt" Biotechnology Center UTFSM

Ms. Apolinaria García Cancino, director of the Bacterial Pathogenicity laboratory of the University of Concepción

Mr. Flavio Salazar Onfray, Biomedical Researcher in Cancer and Academic at the University of Chile.

11.30 to 13.00 **Test, Protect, and Pilot: Keys to Success in Contracts and**

Freedom to Operate. Maximizing the value of academic technologies: licensing agreements, collaboration, and freedom to operate analysis.

How to structure pilot contracts and proof of concept with industry. Freedom to operate (FTO) assessment before entering the market.

- Best practices in contract negotiation to mitigate legal and IP risks.
- Collaborations between academia and industry for technology validation.
- Tools and resources for conducting effective FTO analyses.

Target audience: IP managers, academics, researchers, and innovation project leaders.

Introduction:

Mr. Mattias Dinnetz, WIPO

Speakers:

Ms. Varinka Farren, Executive Director, HubApta, Chile

Ms. Catalina Garrido, Executive Director, Liva Company

Ms. Pamela Chávez, Dean of the Faculty of Engineering, Universidad Alberto Hurtado

13.00 to 14.30

Lunch (Free)

13.00 to 14.30

Lunch for special guests (speakers and authorities)

Location: To be confirmed (Sponsors: To be confirmed)

14.30 to 16.00

Cross-Border Transfer: Internationalization and Best Practices in Technology Transfer, International Experiences.

Strategies for internationalizing technologies developed in academia and promoting best practices in technology transfer.

- How universities can leverage international partnerships for global scaling.
- Challenges and opportunities in the internationalization of academic spinouts and licensed technologies.
- Experience in cross-border collaboration models for technology validation and piloting.
- Examples of best practices in technology transfer from a global perspective.

Target audience: Technology transfer offices, researchers interested in international markets, representatives of international organizations.

Introduction:

Mr. Maximiliano Echeverría, Founder & CEO of Eskuad

Speakers:

Ms. Sonja London, Tactotec (SME perspective, collaboration contracts and licenses with universities)

Ms. Viviana Ticona, Senior Patent Counsel for Latin America, EPD Abbott (corporate perspective, contracts with universities and SMEs), Chile

Mr. Fernando Venegas Calderón (collaborative networks perspective), Zenith, Chile

16.00 to 16.15

Coffee break

16.15 to 17.30

Round Table: Connecting Worlds: Challenges and Solutions in the Academia-Industry Alliance

An open space to discuss the challenges and opportunities in technology transfer and strategic alliances between academia and the private sector

Moderator: Mr. Alejandro Roca Campaña, WIPO

Participants: All speakers

Conclusions and closing of the activity (15 min)

Day 3: Thursday, March 13

OFFICIAL MEETINGS

Official meetings aimed at exploring new collaboration opportunities between participating organizations and new trajectories of WIPO assistance towards innovation and technology transfer.

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| 09.00-09.45 | CODELCO (To be confirmed)
Participants: |
| 10.30-11.15 | MINCIENCIA (To be confirmed)
Participants: |
| 12.00-12.45 | INAPI (To be confirmed. Alternatively, MINREL, CORFO, ANID)
Participants: |
| 13.00-19.00 | Tour (foreign guests and paid attendees)
Location: To be confirmed (sponsorship: To be confirmed) |