

Concept to Commercialization Boot Camp
At CNY Biotech Accelerator, 841 E. Fayette St., Syracuse, NY

Workshop I
Concept to Commercialization: Initial Stage
Thursday, September 13, 2018

8:00 – 9:00	A Case Study of Product Design & Development Chris Horacek , Commercialization Expert, Project Advisor, Technology Dean Bell , Commercialization Expert, Adjunct Professor of Law Jack Rudnick , Director, Professor of Practice, NYS Science+Technology Law Center
9:00 – 10:00	NYS Science+Technology Law Center: What Does IP Mean Jack Rudnick , Director, Professor of Practice, NYS Science+Technology Law Center with NYSSTLC Student(s)
10:00 – 10:20	Break
10:20 – 11:30	The Importance of a Comprehensive Market Landscape Miriam Gillett-Kunnath, PhD, MBA , Principal Research Associate, ICIP Consulting Tanya Waite , Partnership Manager, The Research Foundation for SUNY
11:30 – 12:30	Lunch
12:30 – 1:45	Innovation Steps Panel: Desirability, Feasibility, Sustainability Mike Riedlinger , Program Manager, Technology Commercialization, NextCorps Rami Katz , MBA & Attorney, COO, Excell Partners David J. Eilers , Entrepreneur-in-Residence, LaunchNY, Adjunct/MBA@Syracuse, Whitman School of Management, Syracuse University Moderator: Kathi Durdon , MA, CCRP, Director, CNY Biotech Accelerator at Upstate Medical University
1:45 – 2:00	Break
2:00 – 3:00	Making the Go/No Go Decision Dean Bell , Commercialization Expert, Adjunct Professor of Law Jack Rudnick , Director, Professor of Practice, NYS Science+Technology Law Center with SU Researcher(s)
3:15 – 4:00	Importance of Advisory Boards During the Innovation Process David J. Eilers , Entrepreneur-in-Residence, LaunchNY, Adjunct/MBA@Syracuse, Whitman School of Management, Syracuse University

Workshop I
Concept to Commercialization: Legal and StartUp Planning
Friday, September 14, 2017

8:00 – 9:00	Legal Entity Foundations: LLCs and Corporations Steven D. Lickstein , Newman & Lickstein
9:00 – 10:00	IP Due Diligence/Portfolio Management John Boger , Heslin Rothenberg Farley & Mesiti
10:00 – 10:20	Break
10:20 – 11:45	IP (Trademarks, Patents, Copyrights) & Licensing Panel Steven D. Lickstein , Newman & Lickstein John Boger , Heslin Rothenberg Farley & Mesiti Scott Hancock , Director, IP Management and Licensing, Office of Entrepreneurship & Innovation Partnerships, Binghamton University Moderator: James R. Muldoon , Partner, Harris Beach, PLLC
11:45 – 12:45	Lunch
12:45 – 1:45	Start Up Finance – Key Legal Considerations Steven D. Lickstein , Newman & Lickstein
1:45 – 2:30	The Importance of the Team David J. Eilers , Entrepreneur-in-Residence, LaunchNY, Adjunct/MBA@Syracuse, Whitman School of Management, Syracuse University
2:30 – 2:50	Break
2:50 – 4:00	Developing a Business Plan Linda Dickerson Hartsock , Executive Director, Blackstone LaunchPad

Registration Fee – Workshop I	
• \$10.00 Startup Companies, Entrepreneurs, Investors, Service Providers, Support Organizations	• Fee-waived for University Faculty, Students and Staff; CNYBAC Clients and MDIC Participants
On-line Registration: https://www.upstatefoundation.org/CNYBiotech	
Questions? cnybac@upstate.edu , 315-464-9288 or 315-464-9290	
More information: www.cnybac.com	
Lunch/Beverages Included in Registration – Free Parking in CNY Biotech Accelerator Parking Lot	
Workshop II: October 18-19 , to request program: cnybac@upstate.edu	