

# TALENT ACCELERATOR PROGRAMME FOR BIOBUSINESS

A HELIS Academy Programme

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

**HELIS Academy**



**Interreg**   
Vlaanderen-Nederland  
Europees Fonds voor Regionale Ontwikkeling

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**flanders.bio**

# TALENT ACCELERATOR PROGRAMME FOR BIOBUSINESS

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

## What is TAP BioBusiness?

Talent Accelerator Programme for BioBusiness (TAP BioBusiness) is an intensive training & development programme of eight months in which young BioBusiness professionals can learn in a group of peers from experienced executives, experts, and each other by means of inspiring experience stories, training, coaching and consultative sessions. The aim is to accelerate the learning curve of these young high-potentials and thereby enhance the growth and supply of BioBusiness leaders for the Dutch and Belgian Life Sciences & Health sector. TAP BioBusiness is developed in the context of the Health & Life Science (HELIS) Academy by Hyphen Projects in collaboration with flanders.bio with support from a.o. Interreg Flanders-Netherlands 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, 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 development 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 intensive programme offers knowledge and insights, inspiring experience stories, interactive consultative sessions, practical case studies and 1-on-1 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 feedback and discussion.

After the TAP BioBusiness training programme you will not only have gained in-depth knowledge and 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 junior BioBusiness professionals working in the Dutch of Flemish Life Sciences & Health sector, either as a Business Developer in a biotech/pharma/CMO/CRO, a tech transfer officer at a research institute, a financial analyst at a VC or a starting entrepreneur.

Admission criteria for TAP BioBusiness are:

- Working in a Dutch or Belgian Life Sciences organisation.
- Maximum of 4-5 years of experience in a commercial role.
- Motivation and potential to further develop into a BioBusiness leader role.



# PROGRAMME

## Intake

Your first step to officially enter TAP BioBusiness starts with filling in the application form on [www.bdplifesciences.com/TAP](http://www.bdplifesciences.com/TAP). After we receive your application, we will send you a personal intake form to get insight in your background, your personal learning and development goals. The intake also consists of a phone interview to further map your learning objectives. Based on the intake it will be determined if you will be admitted to the programme.

## Thematic modules

The programme of TAP BioBusiness consists of five thematic modules that will take place in eight 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 (provisional) dates and themes of the modules are:

Modules	Thema's	Locatie
Module 1 23-24 September	Introduction to BioBusiness, personal development & leadership Corporate development & company strategy, Growth plan	Netherlands
Module 2 14-15 October	Tech transfer, IP & licensing Contracts & legal factors	Belgium
Module 3 24-25 November	Finance, valuation Deal structures	Netherlands
Module 4 13-14 January 2021	Communication, promotion Negotiation strategies, deal closing	Belgium
Module 5 17-18 February 2021	Managing partnerships, clients, alliances & portfolio Partners' or clients' perspective	Netherlands

## Mentoring by seasoned executives

Besides the thematic training modules you will have the opportunity to benefit from 1-on-1 mentoring sessions with seasoned BioBusiness executives with impressive track records, who have been in your shoes before and know the challenges and issues you may face. You can discuss with them individual questions and advice specific for your situation.

## 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.



# TAP BIOBUSINESS

## Mentors, speakers and/or Advisory Board



**Onno van de Stolpe**  
CEO, Galapagos



**Dinko Valerio**  
Aescap Venture & ProQR



**Erik van den Berg**  
CEO, AM-Pharma  
Co-founder & Chairman, Lava Therapeutics



**Martine van Vugt**  
Chief of Staff, Genmab



**Eline van Beest-Vrijland**  
Venture Partner Thuja Capital &  
Partner Blue Sparrows MedTech



**Eric Claassen**  
Professor of Entrepreneurship in Life Sciences  
Vrije Universiteit Athena Institute



**Sarah Hafith**  
VP Business Development, Sanquinovate



**Wietse Mulder**  
CEO GenDx



**Michel de Baar**  
Executive Director Business Development &  
Licensing MSD



**Hans Schikan**  
Biotech entrepreneur, Board member, Chair  
Various biotech companies & organisations



**Arjen Lemmen**  
Vice President Corporate Development



**Jeroen Blokhuis**  
CBO, Pivot Park



**Tim Knotnerus**  
CEO of AgomAb



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



**Hans Preusting**  
Chief Development Officer, DegenRx



**Richard Janssen**  
VP Search and Evaluation, Galapagos



**Jan Kooiman**  
Vice President, Delaware Netherlands



**Martin Bakker**  
Biotech Training Facility

# TAP BIOBUSINESS

## Testimonials



### 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: 8.8/10



HELIS Academy



# ABOUT US

## About HELIS Academy

TAP BioBusiness is developed in the context of the HELIS (HEalth and Life Sciences) Academy. HELIS Academy is a consortium of 10 public and private partners from the Netherlands and Flanders that strive to optimize the Life Sciences & Health cluster in those countries. The project focusses on developing and offering innovative training programmes to better prepare students and young professionals for the labour market by training them in skills that are in demand. HELIS Academy will provide training programmes in the following domains:

1. Good Manufacturing Practices (GMP);
2. Evidence Based Testing;
3. Data Analysis and Stewardship;
4. Business Development;
5. Technology and Life Sciences;
6. Product and Process Design.

HELIS Academy is financed by the Interreg V-programme Flanders-Netherlands, the cross-border collaboration programme with financial support from the European Fund for Regional Development.

TAP BioBusiness is powered by Hyphen Projects, lead partner for the domain Business Development of the HELIS Academy, in collaboration with partner flanders.bio.

## About Hyphen Projects

Hyphen Projects is a specialized event management company with expertise and a track record in developing and organizing high-level courses, conferences and fairs for the Dutch and Belgium Life Sciences sector. These include a.o. BioBusiness Summer School, BDP Course for Business Development, Innovation for Health and BCF Career Event.

## About flanders.bio

flanders.bio is a dynamic, member driven organisation with currently more than 350 members from Belgium and abroad. We help our members to create value by organising Networking and Training Activities, supporting Internationalisation, providing Services and building Expertise. flanders.bio and its members want to be the proud advocates of a reputable global-impact ecosystem in Life Sciences.

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# PRACTICAL INFORMATION

## Duration and start

The TAP BioBusiness training programme lasts eight months. In September 2020 we will start with the second cohort of participants. The closing date for registration is August 27<sup>th</sup> 2020.

## 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 are included in the tuition fee. Potential accommodation costs are not included.

## Investment

Early-birds: for the first ten applicants who apply before 1 February 2020, the fee is €5.950.

Start-ups & non-profits: start-ups\* and non-profits get an additional discount of €700!

Regular fee: the regular tuition fee for the entire eight month TAP BioBusiness training programme is €6.650. The tuition fee includes: personal intake, course materials, catering during the modules, access to the programme of all modules and assignment of a personal sparring mentor. All prices are excluding VAT.

*\* Registered less than five year at Chamber of Commerce.*

## Financing options

The assumption is that your employer will pay the tuition fee as an investment in your development as BioBusiness professional, so that you will become more productive and effective in your job at an earlier stage. 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 take the costs for your own account. These costs might be deductible from your taxes. Please contact the tax authorities for more information.

## Contact details

For more information visit [www.bdplifesciences.com/TAP](http://www.bdplifesciences.com/TAP) or contact:

Haifen Hu, Hyphen Projects

T: +31 (0)35 628 66 59

E: [h.hu@hyphenprojects.nl](mailto:h.hu@hyphenprojects.nl)

## Registration

To register for TAP BioBusiness 2020 please fill in the registration form on <http://www.bdplifesciences.com/tap>



**HELIS Academy**