

YOUR

U.S. EXPLORATION EXPERIENCE – LIFE SCIENCES

# 2017 BIO+ Program

East Coast June 15-17 in Philadelphia, PA & Wilmington, DE

West Coast June 19 & 23 in San Diego, CA

Optimize your trip to the 2017 BIO International Convention

Are you planning to attend the BIO International Convention, June 19-22 in San Diego, CA or the SelectUSA Summit, June 18-20 in Washington, DC?

Would you like to foster your U.S. network and find gateways to enter the U.S. market for your company or for your members?

Do you want to meet with local actors and learn about the right ecosystems and mechanisms that connect to capital?

Do you want to attract U.S. companies to your region?

Join our pre- and post-mission BIO+ program to optimize your trip.

You will have access to and benefit from:

- Meetings with high-level U.S. officials -
- Insights from US policy and strategy makers -
- Opportunities for transatlantic open innovation & research programs -
- Meetings with U.S. clusters eager to boost transatlantic collaboration -

Our team of international market development specialists proposes tailored business trips according to your needs.



# BIO+ Tentative Agenda

**Thursday, June 15**

**Philadelphia, PA**

**9:00 a.m. – 11:30 a.m. General Program: Welcome & Overview FDI Programs**

- . Overview of the Northeast ecosystem and of the Tri-State region of Greater Philadelphia
- . Presentation of the national and local programs, and the conditions supporting E.U. SMEs and startups looking to launch in the U.S., such as SelectUSA, NIH SBIR/STTR Program, SBA, Ben Franklin Technology Partners, BioAdvance, Delaware Bio, Global Delaware

*Clusters & Universities - Transfer to the [Wistar Institute](#)*

**12:00 p.m. – 2:30 p.m. Company Program: Testimonials**

- . Lunch & Testimonials of 2 E.U. companies on their challenges entering the U.S. market and launching clinical trials, Do's and Don'ts.

*Companies - Transfer to the [Wistar Institute](#)*

**12:00 p.m. – 3:00 p.m. Cluster Program: Local Initiatives, Lobbying & Roundtable**

- . 30-min presentation over lunch of the 3 states' local initiatives to support open innovation, such as the Drug Discovery Program and the Philadelphia Research Consortium, consisting of stakeholders such as the University of the Sciences, Temple University, Drexel University, Penn State, and the University of Pennsylvania.
- . Panel discussion: lobbying in life sciences, the role of the U.S. clusters and trade organizations – changes in light of the current administration.
- . Roundtables with local clusters and key stakeholders – **U.S. Clusters versus E.U. Clusters: how to close the gap?** Exchanges on good practices, avenues for establishing bilateral collaboration to support U.S. companies in establishing partnerships in Europe and welcoming E.U. companies to the region (soft landing/InAGrad programs)

**3:00 p.m. – 5:30 p.m. General Program: Wistar Institute & Open Innovation**

- . Overview & presentation of 3 research projects for potential areas of collaboration
- . How could SMEs and startups partner with U.S. Universities/Institute for sponsored research & clinical trials? [What are the NIH/Horizon 2020 opportunities?](#) - Overview by the National Council of University Research Administrators (NCURA)
- . Discussion about open innovation with a public company, such as GSK, Sanofi Pasteur, Spark Therapeutics, WuxiAppTech, or DuPont
- . Opportunity for individual meetings with researchers from Wistar and local universities

**6:00 p.m. – 7:30 p.m. General Program: Showcase**

Showcase of the European Participants (3 min presentation each) and cocktail reception



**EAEC**



**FRENCH AMERICAN  
CHAMBER OF COMMERCE**  
Philadelphia

## Friday, June 16

### Wilmington, DE

#### **8:30 a.m. – 10:30 a.m. General Program: Hospital Visit**

Visit to a research hospital interested in international collaboration, such as Children's Hospital of Philadelphia (CHOP), Jefferson, or Helen Graham Cancer Center at Christiana Care System.

*Transfer to the [Dupont Experimental Station](#) (or University of Delaware)*

#### **2:45 p.m. – 5:00 p.m. General Program: Visit, Overview Of Local Investment & Roundtables**

There will be a mix of researchers, private companies and experts.

Overview of the experts then the participants will be divided into 3 roundtables:

**Cluster-to-Cluster Roundtable** – exchanges with [Biopharma Manufacturing USA Institute](#), part of the University of Delaware, and discussion on establishing collaborations.

**Company Program Roundtables** – Gene editing & Blockchain technologies and their healthcare applications (Secure health records)

#### **5:00 p.m. – 7:00 p.m. General Program: Next Steps, Conclusion and Cocktail**

*Transfer back to Philadelphia*

## Saturday, June 17

### Philadelphia, PA

#### **10:00 a.m. – 1:30 p.m. General Program: Workshop**

How to set up a business in the U.S.: business law/accounting, immigration law, FDA, cost, soft landing programs.

#### **1:30 p.m. – 4:00 p.m. Tourism Activity**

Walking tour of the city or visit to the [Barnes Foundation](#)

*Transfer to PHL airport – direct flight to SAN airport*



**EAEC**



**FRENCH AMERICAN  
CHAMBER OF COMMERCE**  
Philadelphia

# BIO Convention

## Monday, June 19

### San Diego, CA

#### 9 a.m. – 12 p.m. InnoFest

Participation of SelectUSA, State EDO's, European Commission Representatives (including Enterprise Europe Network), and local Medical/Biotech SoCal clusters, such as Biocom, Social Bio and Octane - Presentations & Panel discussions covering Cluster to Cluster Collaboration Programs.

#### Breakthrough technologies Showcase.

*Breaks with demo-tables for the clusters*

#### 12:00 p.m. – 4:30 p.m. Sponsoring the [International Cancer Cluster Showcase](#)

4:30 p.m. – 6:00 p.m. EAEC University to University InAGrad Program & Special Visas for Global Startups and Scale-ups.

## Tuesday, June 20 to Thursday, June 22

### San Diego, CA

During the BIO Convention - Taking part in the different transatlantic collaboration sessions including Enterprise Europe Network's at the European Commission booth.

## Friday, June 23

### San Diego, CA

#### 9:00 a.m. – 11:00 a.m. PitchFest

EU-US Innovative Financing Forum at **Connect** – Panels and Pitches with government representatives, open innovation executives and top investors.

*11:00 a.m. Break and Networking (with demo tables for the clusters)*

11:30 a.m. – 1:00 p.m. Presentations of Southern Californian Biotech/Medical Associations and Clusters (**Biocom, SoCal Bio and Octane**) and their support programs supported by the State of California.

*1:00 p.m. Lunch and Networking (with demo tables for the clusters)*

#### 2 p.m. – 5 p.m. Site visits

Commuting Program with bus - 3 site visits: UCSD, Research Institute/Hospital and an established European firm.



**EAEC**



**FRENCH AMERICAN  
CHAMBER OF COMMERCE**  
Philadelphia

# About us

## EEN

### Business support at your doorstep

The European Enterprise Network (EEN) helps small and medium-sized enterprises (SMEs) make the most of business opportunities in the EU and beyond. Have a look at the many services offered free of charge by our 600 member organizations, which include chambers of commerce and industry, technology centers, universities and development agencies.

[www.een.ec.europa.eu](http://www.een.ec.europa.eu)

## EAEC

### International Business Advisors Bridging Cross-Atlantic Opportunities

San Diego | San Francisco | Las Vegas | Philadelphia | Miami | Madrid | London | Paris | Luxembourg

The European American Enterprise Council (EAEC) is a private, non-governmental, member-driven organization that aims at promoting Cross-Atlantic cooperation and collaboration while fostering innovation, international trade and entrepreneurship. EAEC is part of EEN, and aims at promoting Transatlantic cooperation, collaboration, trade and investment between European and North American companies, institutions and economic regions while fostering Innovation and Entrepreneurship.

[www.eaecouncil.com](http://www.eaecouncil.com)

## FACC-Philadelphia

### Dedicated to business development in Pennsylvania, Delaware & Southern New Jersey

French-American Chambers of Commerce (FACC) are a U.S. network of 20 binational non-profit organizations that seek to contribute through the efforts of their members to the development and improvement of economic, commercial and financial relations between France and the United States. In partnership with the French local governments and the BioPharma Research Council, FACC-Philadelphia organized the first edition of BIO+ in complement to the 2015 BIO International Convention.

[www.faccphila.org](http://www.faccphila.org) | [www.biopharmaresearchcouncil.org](http://www.biopharmaresearchcouncil.org)

#### Sébastien Torre

President & CEO

[storre@eaecouncil.com](mailto:storre@eaecouncil.com)

+1 (858)-692-3657

#### Blandine Chantepie-Kari

Vice President - Soft Landing Programs

[blandine@eaecouncil.com](mailto:blandine@eaecouncil.com)

+1 (267)-243-5088



# EAEC



**FRENCH AMERICAN  
CHAMBER OF COMMERCE**  
Philadelphia