



Licensing Executives Society
(U.S.A. and Canada), Inc.

WEBINAR SESSION SUMMARY FORM

Location: Online

Dates: March 19, 2018

Sponsor Name (if applicable):N/A

Please send sponsor logo to shouchins@les.org.

Commercialization: Building the Custom Fit for Success

Click or tap here to enter text.

A FEW SENTENCES of background information as a lead-in to your bullet points:

Case study/experience based reflection on IA management focused on start-up and its growth phases: how to work through the assessment of a technology to determine the most appropriate pathway and share innovative models for achieving commercialization with development of NantKwest (life science) as a start-up example.

Click or tap here to enter text.

3-4 BULLETS on what attendees will gain and walk away with:

- **Considerations for Technology Selection**
- **Key elements in building a startup**
- **Resources for identifying funding**

LES MODERATOR:

1. NAME:
JOB TITLE:
COMPANY:
STREET ADDRESS:
CITY, STATE, ZIP:
PHONE:
E-MAIL:

SPEAKERS:

NAME: Gary Keller
JOB TITLE: Chief Executive Officer
COMPANY: Xomix Ltd.
STREET ADDRESS: 3712 N. Broadway #462
CITY, STATE, ZIP: Chicago, IL 60613
PHONE: 773-251-8214
E-MAIL: gary.keller@xomix.com

Are there any others, besides the speaker(s) and moderator, who need speaking privileges on this webinar?

NAME: *Click or tap here to enter text.*

JOB TITLE: *Click or tap here to enter text.*

Please return PROMPTLY to Susan Houchins, Director of Membership (shouchins@les.org). Thank you for your participation!

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E-MAIL: Click or tap here to enter text.

Anyone Else:

Please provide brief bios for all speakers here:

Click or tap here to enter text.



Gary N. Keller, MsB, CEO Xomix Ltd.

Gary Keller is CEO of Xomix Ltd., a global technology accelerator and consultancy providing intellectual asset management, commercialization, and global businesses development services. Keller has more than 30 years of experience in international business development for leading biotechnology companies and is responsible for the development, funding and launch of numerous technology and commercialization initiatives and startup companies. He has addressed a broad

range of intellectual property, technology transfer and tech startup topics in presentations around the world as a keynote speaker, moderator or panelist on behalf of the USPTO and other organizations.

He is President and Managing Director of the Midwest University Research Network (MRUN) and Cofounder and Industry Chairman of H2OTECH, a Water Innovation Cluster for the Southeast U.S. He is author of the World Intellectual Property Organization (WIPO) Guide to Commercialization of Intellectual Property and workshops. His startups include NantKwest (NK NASDAQ), a San Diego based Immuno-oncology Company and the Florida Institute for Commercialization of Public Research. Keller is a cofounder and Industry Chairman of H2OTECH, an Atlanta based EPA Water Innovation Cluster for the Southeast seven United States and an Advisor for Cleantech Open Midwest.

He is and International Delegate and cofounder and Chairman Emeritus of the LES USA Canada Emerging Enterprise Committee, and LESI Vice President for Life Sciences and a LESI Advisor for WIPO GRE and WIPO Research. He is the author of the WIPO Guide on the Commercialization of Intellectual Property and the affiliated workshop. He is a member of AUTM, served as Co-Chair BIO Technology Transfer Committee and served for on the Board of Trustees of Sinai Hospital System - Chicago. Keller has a Masters of Biotechnology from Northwestern University, a Bachelor's of Science from Pennsylvania State University, and is graduate of Second City Improv, Chicago.

Please e-mail a headshot of the speaker(s) to shouchins@les.org (if available)

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If this material has been presented before, please provide an electronic copy of the presentation for review along with any links to online versions, websites or video clips: Click or tap here to enter text.

Please provide a brief organizational description of the sponsor company: Xomix Ltd. is a global technology accelerator and consultancy providing intellectual asset management, commercialization, and global businesses development services.

POLL QUESTIONS: Multiple choice and True and False work best. Please add as many as you have. It is important we have these in advance.

Question(s): Click or tap here to enter text.

Answer Choices: Click or tap here to enter text.

(Please add any additional questions and answer choices below:

BACK POCKET QUESTIONS:

We recommend creating at least five (5).

1. What is the best way to determine the commercial potential of a technology?
2. Which is better a platform technology or one that is more technology focused?
3. How important are partnerships and collaborations in the commercialization process and how you identify the best choices?
4. Click or tap here to enter text.
5. Click or tap here to enter text.

Will your presentation contain video? Yes No

Are we distributing documents ahead of time? Yes No

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