



31 March 2011

Guidelines

1. Introduction

Since 2003 the EUROPEAN BIOTECHNICA AWARD has been organised by Deutsche Messe AG, Hannover, organiser of BIOTECHNICA, Europe's No.1 event for biotechnology and life sciences.

This EUROPEAN BIOTECHNICA AWARD 2011 is devoted to a European entity in the fields of biotechnology or life sciences with proven expertise and success in "**Technology Transfer**". To qualify for the competition, candidates must have a successful track record of at least five years in the above mentioned task. Eligible candidates are transfer organisations of European academic organisations (universities or research institutes).

This year's Award Ceremony will take place on the occasion of the BIOTECHNICA NIGHT on Tuesday October 11th 2011, in the Convention Center (CC) on the Hannover fair grounds.

2. Confidentiality

All information will be treated confidential and will solely be used for the purpose of the EUROPEAN BIOTECHNICA AWARD and will not be disclosed to any third party.

The evaluation by the independent jury of experts in a non-public procedure. Details on the jury, the partners and sponsors, as well as the procedure are published at www.biotechnica-award.de.

For the announcement of the finalist and the winner of the AWARD, no confidential information will be used and disclosed to any third party.

3. Legal framework

The proposals will be evaluated by an independent jury of experts in a non-public procedure. The jury's decision shall be considered final, with no express or implied right to legal recourse. Details on the jury and the procedure are published at www.biotechnica-award.de.

Persons or companies involved in organising or promoting the EUROPEAN BIOTECHNICA AWARD are excluded from participation, including AWARD partners, sponsors and contractors.

Participation in the competition is voluntary and free of charge.

4. Participation and required documents

All European academic organisations that comply to the “Criteria for applicants” (see no. 5.) are welcome to apply for the EUROPEAN BIOTECHNICA AWARD. They can also be proposed by:

- 1) industry experts
- 2) the AWARD Jury
- 3) the AWARD Partner

The proposals have to be given to the contact persons listed at 7. All forms and documents must be submitted in English.

The jury will use the proposals for evaluation and selection of the finalist. The finalist will be contacted to inform him about of its nomination and to ask whether he is willing to accept the prize.

5. Criteria for applicants

The EUROPEAN BIOTECHNICA AWARD 2011 is intended for European academic institutions in the fields of biotechnology or the life sciences successfully performing **“Technology Transfer”**. The criteria for ideal candidates are:

- Universities or Institutes with exquisite “spin off track record” (examples of successful spin off companies)
- Responsibility for technology transfer excellence (transfer is an integral part of excellence)
- Pro-active encouragement / project mining and open reception for respective proposals
- Hands-on mentality, valuation rationality
- Setting up business education complementing scientific education, e.g. Entrepreneurial seminars, encouraging people
- Embedding science/business-relation in academia e.g. being counterpart or complement to Excellence Initiatives and sponsoring expectations
- Capital attractor activities, shareholder ships and university/spin off alliances
- Encouraging founding activities and professional handling of outsourcing activities
- IP-protection and handling activities / patenting history and out licensing activities of IP

The major criteria for the jury’s decision will be prove of excellent performance and strategy as well as examples of best practice shown be track record and achievements.

6. Contact

All documents shall be delivered to Dr. Detlef Lobas - International Business Development (see contact details below).

7. Organisers

The EUROPEAN BIOTECHNICA AWARD is organised by

Deutsche Messe AG

Messeplatz

30521 Hannover

Germany

Nicole Schlegelmilch

Tel: +49-511/89-32 136

Fax: +49-511/89-32 296

Email: Nicole.Schlegelmilch@messe.de

URL: www.messe.de

www.biotechnica-award.de

with the support of

International Business

Development Co. Ltd.

Kastanienallee 5

38329 Wittmar

Germany

Dr. Detlef Lobas

Tel: +49-5337/924 926

Mobile: +49-177/26 30 931

Fax: +49-5337/925 122

Email: DL@DetlefLobas.com

URL: www.detleflobas.com