



**BII** BioInnovation  
Institute

**CBS** EXECUTIVE  
FONDEN

# **BII** August 11–15, 2025 Summer School

In collaboration with CBS Executive Fonden

Commercialisation and Innovation of Your Life Science Project

# Get a glimpse into Life Science Entrepreneurship

Have you ever thought about commercializing your science but do not know how to get started? Join the BII Summer School 2025 - designed by and hosted at Denmark's largest life science incubator, BioInnovation Institute and one of Europe's leading business schools, Copenhagen Business School.



The Summer School will provide you with a systematic overview of key commercialization aspects to guide you through the process of evaluating scientific innovations, potential products, and technologies while developing a science-based business model.

The School includes general sessions in the plenary as well as vertical-specific sessions in break-out rooms, led by field-leading experts.

You will get a unique chance to work in groups on real life cases in the fields of biopharma, health technology, and bioindustrial fields while being part of one of Europe's fastest growing life science hubs in the dynamic city of Copenhagen.



*Have you ever thought about commercializing your science but do not know how to get started?*

*"The BII summer school was an excellent crash course in entrepreneurship. Most useful for me was the complete overview of key concepts and their relative importance. It has helped me prioritize my resources and be more effective in my start-up journey."*

— Søren Karst  
Associate Professor at Aalborg University  
Participant of the 2023 Summer School

## What's in it for you

### Skills & Network

- Tools for planning a commercialisation process for new science innovations.
- Researching for market analysis and competitor analysis.
- Composing a business model in a group of other researchers.
- Create a pitch deck and pitching to investors and other key stakeholders.
- Be capable of applying different commercialisation models for different types of life science innovations and sub-industries.
- Meet like-minded budding entrepreneurs and get to know the Copenhagen Life Science ecosystem!

### Knowledge

- Understand the overall commercialisation process of science innovation.
- Understand technology features important for commercialisation.
- Understand basics of unmet needs, applications, customers, markets and competitor analysis.
- Understand how to develop a strong business model for life science innovation and different financing models.

# Programme

The course starts on **Monday the 11<sup>th</sup> of August** and ends on **Friday the 15<sup>th</sup> of August**, followed by a small reception.

Participants should reserve the whole week from 9-17h, as well as the evenings on Tuesday and Thursday (until 19h). The program manager should be informed about non-participation at certain sessions.

## Day 1, August 11

### What Drives Innovation

#### Morning:

- Introduction to BII
- My Entrepreneurial Journey w. Jens Nielsen, CEO at BII
- Innovation and Push and Pull Mechanisms
- Addressing Unmet Needs: Identifying Your Target Customer

#### Afternoon:

- Patent Strategy
- Casework

## Day 2, August 12

### Market, Competitors and Regulatory Affairs

#### Morning:

- Market and Industry Analysis
- Competitive Analysis and Intro to USP
- Get Your USP's right

#### Afternoon:

- Regulatory and Development Plan
- Casework including mentoring

#### Evening:

- Startup Journeys

## Day 3, August 13

### Building a Competitive Advantage

#### Morning:

- What is a TPP and MVP?
- My TPP/ My MVP
- Market Access and Payer systems – US and EU (focus on therapeutics & health tech)  
Importance of BioManufacturing & infrastructure (focus on Biosolutions)

#### Afternoon:

- Commercial Models
- Casework including mentoring

## Day 4, August 14

### Getting Investment ready

#### Morning:

- Road Map and Value Inflection Points
- Investor's Perspective & Financing Models
- Soft Funding

#### Afternoon:

- My pitch
- Pitch training
- Casework

#### Evening:

- Attracting Investors - Panel Discussion with VCs

## Day 5, August 15

### Sharing Your Idea

#### Morning:

- Participants to Finalize Presentations
- Pitch Session in front of BII staff

#### Afternoon:

- Reflections, Learnings & feedback
- Next steps – Venture Programs
- Wrap up and Goodbye

#### Followed by:

- Goodbye drinks with BII Staff and Startups





## Faculty

### Course leader

**Palle Høy Jakobsen**

PhD & DMSc Teaching Ass Professor  
& Study Director

### Program Manager BII

**Leonie Kellner**

Entrepreneurship Education Specialist

### Speakers & Moderators

**Stephan Christgau**

Managing Director, Eir Ventures

**Emmanuelle Coutanceau**

Partner, Novo Holdings

**Pernille Winding Gojkovic**

CEO, Høiberg

**Lars Johansen**

Assoc. Global Portfolio Director,  
Novo Nordisk

**Stefan Maard**

General Partner, Climentumv Capital

**Mads Mourier**

Director Global Regulatory Affairs,  
Novonesis

**Jens Nielsen**

CEO, BII and Professor at Chalmers  
University of Technology

## Target group

The target group for the program is senior  
PhD students, Postdocs, and young  
research group leaders from  
universities and research institutes.

**Steffen Nielsen**

Senior Market Access Director,  
Coloplast

**Phillip Petersen**

Partner, Prehype

**Miguel Pinheiro**

Partner and Director Business  
Development, Innovayt

**Helene Quie**

CEO, Qmed Consulting

**Andreas Worberg**

CCO, DTU Biosustain

**& BII team members  
and Entrepreneurs in Residence**

Further Speakers will be announced

## Dates & location

**Monday the 11<sup>th</sup> of August to  
Friday the 15<sup>th</sup> of August.**

The course is expected to include evening  
sessions on Tuesday and Thursday  
(catering is included).

The course will take place at:

**BioInnovation Institute**  
**Ole Maaløes Vej 3**  
**DK - 2200 Copenhagen N**

The course fee will be:

**DKK 10,000/EUR 1,342**

(excl. Danish VAT)

The course fee includes educational  
program, course materials and  
catering during the course.

The course is partly sponsored by  
BioInnovation Institute.

**BII** BioInnovation  
Institute





### Get in touch!

**Leonie Kellner**  
Entrepreneurship Education Specialist  
**BioInnovation Institute**

Mail: [lke@bii.dk](mailto:lke@bii.dk)

# Application

Each application should be accompanied with:

1. A cover letter specifying a clear motivation for participation.
2. An abstract describing the science that could potentially form the basis for a business case.
3. A short CV.
4. A recommendation letter from supervisor/mentor or head of a department.

Early application is recommended.

Applications are reviewed on-going and the enrollment will close when the course is full.

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**Registration deadline is June 20.**

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Sign up by using this link:

<https://cbs-executive.dk/en/program/bii-summer-school-2025>