



AcexHealth Scouting- Research towards commercialization and impact.




- There are many decisions that are made early on in investigations in the areas of health technology and life sciences that can impact greatly on whether a technology is patentable, can be put into a spinoff or startup company or licensed to a larger health technology company and ultimately can be commercialized. Because many of these topics impacting decisions are not normally a part of scientific training, they are not a part of the scientific process and planning of experiments. An example is proof of concept. While every investigator understands proof of concept from a technology point of view, proof of concept from a use and investor point of view can be quite different. Not getting it right can mean additional investment and time to redo studies incorporating these concepts.
- The **AcexHealth Scouting** program has been developed to provide an understanding of these critical topics to assist investigators, regardless of the stage of investigation, in maximizing the possibility that the technology you have invested time and effort in developing or are beginning to investigate can move forward towards the market and ultimately make an impact in healthcare or life sciences

El programa **AcexHealth Scouting** ha sido desarrollado para proporcionar una **comprensión integral de todos estos puntos de interés**, críticos en el desarrollo de un proyecto innovador, siendo el objetivo principal ayudar a los investigadores en todas las etapas de la investigación.



Fall 2023 Program Overview – [LINK TO REGISTER](#)

 From **October 18 to November 15**, 4 programs directed at investigators will be presented as shown below. Each program will follow the agenda as shown below:


 **Time:** 12:30-14:30h

-  12:30h Presentation (45 min)
-  13:15-13:45h Q&A (30min)
-  13:45-14:30h Networking lunch (45min)

Open to all investigators in Andalusia Virtual and presencial.

 **October 18th - Session 1- Understanding where you are going:**  Unmet medical need, use proof of concept, clinical and economic advantage. Speaker: [Todd Snowden](#) *Ascent Business Advisors*

 **October 23th- Session 2- Leadership**  Project Leadership, Time and Funding
Speaker: [Juan José Díaz](#), *Destina Genomics*

 **November 8th- Session 3- Intellectual Property Strategy- Barriers to entry**
Business viability (will somebody buy and pay?). Speaker: [Gustavo Fuster](#),
Hoffmann Eitle

 **November 15- Session 4 – From idea to impact.**

Speaker: [Martha Gray](#), *Professor of Health Sciences and Technology, Massachusetts Institute of Technology (MIT).*

During this workshop, teams will explore their project (or product) idea with a focus on ensuring the potential for impact is clearly stated and defended. We will leverage a methodology developed at [MIT linQ](#), as used in their Catalyst, IMPACT, and IDEA² programs. Work in advance of the workshop will be expected.

Learning objectives: Upon completion, teams should have made progress in developing:

- A 1-3 sentence impact statement of why and how their work may lead to impact
- A logically-connected problem definition, with evidences supporting the potential for impact

Follow the link below to sign up for the sessions to maximize the possibility that your investigations lead to impact in the healthcare of life sciences sectors. We encourage you to attend all the programs as all the topics are important in investigations towards development of a product or service.

https://docs.google.com/forms/d/1I_3KUwvXpQ5Bk8OR_9gNO3sg5t35e-lbxNrpO3y7-Zc/viewform?edit_requested=true