

From: Mark Edwards <mark.edwards@emig.org.uk>
Subject: FW: EMIG BD Presentation
Date: 24 March 2014 16:13:22 GMT
To: Leslie Galloway <leslie.galloway@emig.org.uk>

Dear Leslie,

I assume the slides will go on to the website, but will you send out the H2020 and InnoLife information to the members?

thanks

Mark

From: Magdalenic-Moussavi, Vjera [mailto:v.magdalenic@imperial.ac.uk]
Sent: 21 March 2014 16:00
To: 'Andrew SM Dean'
Cc: Leslie Galloway; Mark Edwards
Subject: RE: EMIG BD Presentation

Dear Andrew, Mark and Leslie,

Many thanks for the opportunity to present to your members. The presentation should be OK to share, however I'd prefer to share it in PDF form, please find attached.

No need to justify or apologise – that was not really awkward at all. Academics can be difficult. Clinical academics doubly so.. it's all about setting expectations and roles at the beginning and managing the process. However even with the best of planning, things can go wrong. I would be very happy to talk to the EMIG members, to discuss possible ways of working together and will look out for emails from those who are interested.

In the meantime, please find enclosed the Horizon 2020 SME invitation from the School of Public Health who are looking for partners as well as a bit of background on InnoLife, where we are looking for

commercial partners to join the programme. I would greatly appreciate if you could circulate both of these to your industrial membership – would it be possible to include me in that email?

I look forward to your response and working with you all in the future.

Best regards

Vjera

Dr Vjera Magdalenic-Moussavi
Corporate and Enterprise Partnerships Manager
Faculty of Medicine
Level 2, Faculty Building
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SW7 2AZ
M: 07872 850068
T: 020 759 42717

From: Andrew SM Dean [<mailto:andrew.dean@presentvaluelttd.com>]
Sent: 21 March 2014 13:40
To: Magdalenic-Moussavi, Vjera
Cc: 'Leslie Galloway'; 'Mark Edwards'
Subject: EMIG BD Presentation

Dear Vjera

I didn't have a chance to say good bye yesterday.

Vjera, thank you very much for taking the time to come up to Oxford to introduce Imperial to the group.... An excellent presentation. Are we ok to share that?

I think you did well with that rather awkward question... the chap concerned had obviously had some bad experiences... please don't think his opinions were a reflection of the group... I overheard a lot of

people thinking about potential projects and even eyeing up future office space at Imperial West.

All the very best and have a restful weekend

Andrew

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From: Magdalenic-Moussavi, Vjera
[<mailto:v.magdalenic@imperial.ac.uk>]
Sent: 26 February 2014 11:07
To: 'Mark Edwards'
Cc: Leslie Galloway; Andrew Dean
(andrew.dean@presentvalue ltd.com)
Subject: RE: Presentation in March

Dear Mark,

I wanted to confirm that the meeting was going ahead on the 20th of March and just a few basic questions. Do you need the presentation in advance? Do you have the full agenda for the day and if so what time would I be presenting? The slot is 30 mins – shall I keep the presentation to 15 mins and allow 15 for questions?

I will be coming by train - I guess the best station is Bicester North? Do I just take a taxi, or would you book one for me?

Many thanks and best wishes

Vjera

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From: Mark Edwards [<mailto:mark.edwards@emig.org.uk>]
Sent: 17 January 2014 13:00

To: Magdalenic-Moussavi, Vjera
Cc: Leslie Galloway; Andrew Dean (andrew.dean@presentvaluelttd.com)
Subject: RE: Presentation in March

Yes. It's funding!

From: Magdalenic-Moussavi, Vjera [<mailto:v.magdalenic@imperial.ac.uk>]
Sent: 17 January 2014 12:54
To: Mark Edwards
Cc: Leslie Galloway; Andrew Dean (andrew.dean@presentvaluelttd.com)
Subject: Re: Presentation in March

Excellent, thanks.

Would it be appropriate to express interest in SME involvement in the upcoming Horizon 2020 calls?

Best regards

Vjera

From: Mark Edwards <mark.edwards@emig.org.uk>
Date: Friday, 17 January 2014 08:29
To: Vjera Magdalenic <v.magdalenic@imperial.ac.uk>
Cc: Leslie Galloway <leslie.galloway@emig.org.uk>, "Andrew Dean (andrew.dean@presentvaluelttd.com)" <andrew.dean@presentvaluelttd.com>
Subject: RE: Presentation in

Dear Vjera,

I'd plan for 30 mins to include questions. A brief overview of Imperial's key research strengths and ways of working with industry would be good. However, as it's a BD meeting, you might also want to consider highlighting a couple of specific areas/corporate partnership opportunities that you'd be interested to "sell" to our SMEs.

all the best

Mark

From: Magdalenic-Moussavi, Vjera [<mailto:v.magdalenic@imperial.ac.uk>]

Sent: 16 January 2014 21:46
To: Mark Edwards
Cc: Leslie Galloway; Andrew Dean (andrew.dean@presentvalue ltd.com)
Subject: Presentation in

Hi Mark,

Many thanks for the update. 20th March looks fine at the moment. I doubt I would be able to stay for the evening proceedings.

It would be great to learn a bit more about what kind of presentation you expect.

Just run over general Imperial research strengths? How we work with industry? How long is the presentation slot?

I look forward to your response.

Best regards

Vjera

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From: Mark Edwards <mark.edwards@emig.org.uk>
Date: Thursday, 16 January 2014 12:34
To: Vjera Magdalenic <v.magdalenic@imperial.ac.uk>
Cc: Leslie Galloway <leslie.galloway@emig.org.uk>, "Andrew Dean (andrew.dean@presentvalue ltd.com)"

<andrew.dean@presentvalue ltd.com>

Subject: RE: Imperial "sweet-spot" to go along with our 2 pager

Dear Vjera,

The date has had to change to **Thursday March 20th**, but if you (+ colleagues as relevant) are OK to take part in the agenda that afternoon, the "Science Now" slot is yours.

Andrew will firm up on logistics with you in due course, but the general format is;

- venue is Weston Manor Hotel - Weston-on-the-Green in Oxfordshire
- networking lunch
- afternoon session
- networking dinner (optional)
- overnight stay (optional)

all the best

Mark

From: Magdalenic, Vjera [<mailto:v.magdalenic@imperial.ac.uk>]

Sent: 02 January 2014 11:57

To: Mark Edwards; Clough, Kerry

Cc: Leslie Galloway; Andrew Dean (andrew.dean@presentvalue ltd.com)

Subject: Re: Imperial "sweet-spot" to go along with our 2 pager

Hi Mark,

Happy New Year, I hope you've had (or are still having) a lovely break. Yes, 13th March is still free at the moment. Please let me know what time it's on.

Best regards

Vjera

From: Mark Edwards <mark.edwards@emig.org.uk>

Date: Wednesday, 18 December 2013 08:47

To: Vjera Magdalenic <v.magdalenic@imperial.ac.uk>, "Clough, Kerry" <k.clough@imperial.ac.uk>

Cc: Leslie Galloway <leslie.galloway@emig.org.uk>, "Andrew Dean (andrew.dean@presentvalue ltd.com)" <andrew.dean@presentvalue ltd.com>

Subject: RE: Imperial "sweet-spot" to go along with our 2 pager

Hi Vjera,

I think our BD meetings would probably be the best venue for you. We hold these 4 times a year at Weston Manor Hotel, Weston on the Green, in Oxfordshire. The next meeting is March 13th. Would that be suitable for you?

all the best

Mark

From: Magdalenic, Vjera [<mailto:v.magdalenic@imperial.ac.uk>]

Sent: 17 December 2013 09:31

To: Mark Edwards; Clough, Kerry

Subject: Re: Imperial "sweet-spot" to go along with our 2 pager

Hi Mark,

Thank you for offering the opportunity to speak at one of the meetings. Did you have any particular date in mind?

Best regards

Vjera

From: Mark Edwards <mark.edwards@emig.org.uk>

Date: Tuesday, 10 December 2013 17:56

To: Vjera Magdalenic <v.magdalenic@imperial.ac.uk>, "Clough, Kerry" <k.clough@imperial.ac.uk>

Subject: RE: Imperial "sweet-spot" to go along with our 2 pager

Hi Vjera,

I haven't forgotten you, but as per below, we have just done a major call for UCLP. I need to get feedback from them before launching another call. Most likely I will do one for you early in the New Year. It's just about not overloading SMEs with too many calls for information all at once.

However, all that being said, would you like a speaking slot at one of our main business meetings or business development meetings next year? That would be another good way for you and colleagues of your choice to present Imperial's capabilities to a representative group of our members?

all the best
Mark

From: Magdalenic, Vjera [<mailto:v.magdalenic@imperial.ac.uk>]
Sent: 10 December 2013 13:19
To: Clough, Kerry; Mark Edwards
Subject: RE: Imperial "sweet-spot" to go along with our 2 pager

Hi Mark,

I am just following up on the conversation below and to gauge what the next steps are.

Many thanks
Vjera

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From: Clough, Kerry
Sent: 25 November 2013 09:11
To: Mark Edwards
Cc: Magdalenic, Vjera
Subject: RE: Imperial "sweet-spot" to go along with our 2 pager

Sure Mark, no problem. Yes, we are pretty well linked into the MRC on this and other areas.

Have a good week.

Kerry

From: Mark Edwards [mark.edwards@emig.org.uk]
Sent: 25 November 2013 08:52
To: Clough, Kerry
Cc: Magdalenic, Vjera
Subject: RE: Imperial "sweet-spot" to go along with our 2 pager

OK, thanks Kerry. You'll need to give me a little time here, simply because I want to get feedback from a few other "calls" out there. It's one thing putting out a call. It's another entirely trying to find out how things went! But, this is important to keep the enthusiasm levels up of those being asked!

all the best
Mark

PS do you have an MRC link here as I know they have a strong interest in infectious disease programmes right now (via Des Walsh).

From: Clough, Kerry [<mailto:k.clough@imperial.ac.uk>]
Sent: 25 November 2013 08:29
To: Mark Edwards
Cc: Magdalenic, Vjera
Subject: Imperial "sweet-spot" to go along with our 2 pager

Hi Mark,

As requested please see the following paragraph to go alongside our 2 pager:

“Imperial College London (ICL) is one of EMIG's associate members, and has world-class capabilities and facilities in infectious diseases research. It is keen to identify and make contact with research-led SMEs that have infectious diseases expertise amongst their research interests. The scope is broad and includes therapeutics, vaccines and diagnostics, but there is particular interest in tackling healthcare associated infection and antimicrobial resistance. ICL is keen to engage with companies in order to explore research and public funding partnership opportunities.”

Cheers

Kerry

From: Mark Edwards [<mailto:mark.edwards@emig.org.uk>]

Sent: 18 November 2013 17:03

To: Clough, Kerry

Cc: Magdalenic, Vjera

Subject: RE: Imperial College 2 pager

Thanks Kerry.

Can you tell me what you're off to do next?!

We need to think carefully about how to get best "impact" for this, because there is a danger that a simple email circulation won't achieve much.

You might have seen the recent neuroscience "call" from UCL Partners I put out a week or so back. That has had a phenomenal response, from OBN members as well as EMIG.

I'm wondering if there is a specific area of your life sciences interests (a "sweet spot") where you're especially keen to get SME partnerships going? We would highlight this first of all, and put out a call to be

accompanied by this two-pager?

all the best

Mark

From: Clough, Kerry [<mailto:k.clough@imperial.ac.uk>]

Sent: 18 November 2013 16:00

To: Mark Edwards

Cc: Magdalenic, Vjera

Subject: Imperial College 2 pager

Hello Mark,

as discussed please see attached our 2 pager for circulation to your EMIG members. We would be delighted to have a discussion with any of them regarding collaborative working.

Also, fyi I will be leaving Imperial at the end of Jan 2014. My replacement, Vjera Magdalenic, is copied-in as she recently joined and will be managing all new collaboration initiatives going forward.

Best Wishes

Kerry