

## GRK 2576 Guest Lecture

**Title: Commercialization of academic research results in the form of a spin-off company**

**Speaker: Dr. Dr. Peter Kayatz**  
Waterbergh Management e.U., Austria

**Date: 29. June 2022**

**Time: 16:00 h CET**

**Location: Oskar Minkowski-Saal & Paul Langerhans-Saal, DDZ** (due to limited number of participants, **please register** in advance by **June 24<sup>th</sup> 2022** at [vivid@hhu.de](mailto:vivid@hhu.de))

### Biography



**Dr. Peter Kayatz** received his master's degree in biology (Dipl.-Biologe) from the University of Cologne in 1994. He wrote his diploma thesis at the Diabetes Research Center, Düsseldorf, entitled "*In vitro* Serinphosphorylierung des Insulinrezeptors". After finalizing his PhD thesis in cell biology "Eine neue Methode zur ultrastrukturellen Lokalisierung von Lipidperoxiden in der sensorischen Retina" at RWTH, Aachen, he became "Head of Life Sciences" in the Berlin office of the management consultancy IVP - Innovations & Venture - Partners (Berlin / Munich / Nuremberg). Holding this position, he supported scientists in drafting business concepts for start-up companies and supported the acquisition of venture capital financing. As interim investment manager of a venture capital fund (IMH - Industrie

Management Holding, Hanover), he was responsible for the deal sourcing, due diligence and drafting of investment documents for the board decision of the fund. Additionally, he served as interim manager in a venture capital-backed life science company (Innovatis AG, Bielefeld), later sold to Roche.

In 2002 he moved to Tyrol, Austria, where he still lives today.

As managing director, he took a drug development start-up from the lab bench through public funding to a corporate venture funding of 12 Mio. € in 2006. Since 2008 he has supported start-ups as a coach for licensing, financing and general management. Currently, he holds positions as managing director at two small diagnostics companies (Sola Diagnostics and Stams Diagnostics).

**\*Information on access:** please visit <https://www.vivid.hhu.de/qualification-program/guest-lectures> **Contact: Dr. Nicole Rockel, +49-211-3382-558, [vivid@hhu.de](mailto:vivid@hhu.de)**

## Talk teaser

Guest lecture with Dr. Dr. Peter Kayatz

### ***Commercialization of academic research results in the form of a spin-off company***

Starting a business venture in the form of a start-up company may present founders with many surprises. That is especially true for founders having an academic background in natural sciences. Such wonders may begin with insights into cultural differences in behavior and status acknowledgment and continue with frustration about differences in the perceived monetary value of achievements or scientific data. Finally, they could learn about property rights, legal bureaucracy and personal legal and financial liabilities. A 60-minute lecture cannot cover all of these fields. Still, the audience may benefit from some dos and don'ts or anecdotes, especially if the lecturer is guided by topics of particular interest to the participants.