



# Innovation in New Business Models for High-Tech Sectors

Session /Tuesday April 26th						
Foreign Investment						
Chairman: M.Sc. Norkis Arteaga Morales						
		Speakers	Institution			Country Modality
10:30	11:00	Ms. Katia Alonso Cañizares. "Foreign Investment in Cuba, novelties and perspectives".	Ministry of Foreign Trade and Foreign Investment	Cuba	Face to Face	
11:00	11:30	Ms. Ana Teresa Igarza Martínez. "ZED Mariel, an opportunity for the development of the Biopharmaceutical Industry".	Mariel Special Development Zone Office	Cuba	Face to Face	
11:30	12:00	Dr.C. Thomas Schwaab. "Innovative Immunotherapy Alliance: an opportunity to develop Cuban biotech drugs for US patients".	Roswell Park Cancer Institute	USA	Virtual	
12:00	12:30	M.Sc. Einard Blanco. "IncubIO: A Special Purpose Vehicle to funnel venture capital investment into Cuban biotech assets".	Incubio	Cuba	Face to Face	
12:30	13:00	Dr.C. Antonio Vallín. "Investing in injectable generic drugs in Cuba. A safe bet".	AICA Laboratory	Cuba	Face to Face	
13:00	14:30	Lunch				
Chairman: M.Sc. Norkis Arteaga Morales						
		Speakers	Institution			Country Modality
14:30	15:00	Dr.C. Mario Pablo Estrada. "High Tech Joint Venture Enterprise for the Grain Seed Production."	Center for Genetic Engineering and Biotechnology	Cuba	Face to Face	
15:00	15:30	M.Sc. Michel Santana. "Logistic operator. Foreign investment opportunity in the Cuban biopharmaceutical industry".	Drug Marketing and Distributor Company	Cuba	Face to Face	
15:30	16:00	Lic. Liana Vega. "Manufacturing and marketing of medicines in semi-solid form. Foreign investment opportunity in the pharmaceutical sector in Cuba".	Roberto Escudero Pharmaceutical Laboratory	Cuba	Face to Face	

**Session/ Wednesday April 27th**

**Products and Services Promotion**

**Chairman: M.Sc. Norkis Arteaga Morales**

		<b>Speakers</b>	<b>Institution</b>	<b>Country</b>	<b>Modality</b>
09:00	09:30	Dr.C. Verónica Vargas. "Pharmaceutical sector in Latin America".	Harvard University	USA	Face to Face
09:30	10:00	M.Sc. Indira Utria. "IFV: Vaccine technology platforms and business opportunities. The experience of SOBERANA® vaccines".	Finlay Vaccine Institute	Cuba	Face to Face
10:00	10:30	Dr.C. Miladys Limonta. "Abdala Vaccine: from R&D to marketing".	Center for Genetic Engineering and Biotechnology	Cuba	Face to Face
10:30	11:00	Dr.C. Kalet León, M.Sc. Einard Blanco. "NeuroEPO: A first-in-class drug for the treatment of Alzheimer's disease. Phase II/III results and market potential".	Center of Molecular Immunology - IncuBio	Cuba	Face to Face
11:00	11:30	<b>Coffee Break</b>			
11:30	12:00	Dr.C. Gilliam Martínez. "Jusvinza, a novel therapeutic product for the control of inflammation associated with rheumatoid arthritis and acute respiratory distress syndrome."	Center for Genetic Engineering and Biotechnology	Cuba	Face to Face
12:00	12:30	Dr.C. Ivonne Fernández. "Promotion of a line of natural products."	National Center for Scientific Research	Cuba	Face to Face
12:30	13:00	Juan Andrés Bello y Alejandro Ramos. "Insurance as support for the development of the biotechnological and pharmaceutical industry in Cuba".	Special Business Sales Office of International Insurance of Cuba, ESICUBA S.A.	Cuba	Face to Face
13:00	14:30	<b>Lunch</b>			
<b>Chairman: M.Sc. Norkis Arteaga Morales</b>					
		<b>Speakers</b>	<b>Institution</b>	<b>Country</b>	<b>Modality</b>
14:30	15:00	Dr.C. Evelio González Dalmau/ Dr. C Laura García Pupo / M.Sc Yainelis Garrido Nicot. "New Amylovis molecules for the diagnosis and treatment of Alzheimer's Disease."	Neuroscience Center	Cuba	Face to Face
15:00	15:30	Dr.C. Ernesto Rodríguez "IC NEURONIC S.L. Experience in the production and certification of medical devices in Europe".	Neuroscience Center	Cuba	Virtual
15:30	16:00	Arch. Carmen Orquídea Álvarez. "Promotion of the new image of HISPLACEN products and its International Plus Clinical Service".	Placental Histiotherapy Center	Cuba	Face to Face
16:00	16:30	M.Sc. Catalina Alvarez. "Promotion of CIGB Mariel Company".	Center for Genetic Engineering and Biotechnology, Mariel	Cuba	Face to Face
16:30	17:00	Eng. Raúl de la Nuez Morales. "ETI Business Ecosystem: Technological Solutions".	Information Services Company	Cuba	Face to Face

Session/ Thursday April 28th							
Successful Business Models							
<b>Chairman: M.Sc. Norkis Arteaga Morales</b>							
		<b>Speakers</b>		<b>Institution</b>			
09:00	09:30	M.Sc. Norkis Arteaga / Dr. C. David Curbelo Rodríguez. "BioCubaFarma main business models".		Group of Biotechnology and Pharmaceutical Industries BioCubaFarma			
09:30	10:00	Dr.C. Robert Ellerson. "Special Access Programs as an alternative route for early access to the European biotechnology market".		Oncoscience			
10:00	10:30	Mr. Bai Xianhong. "Biotech Pharmaceutical: Collaboration Experience on Biotechnology between China and Cuba".		Biotech Pharmaceutical Ltd.			
10:30	11:00	Mr. He Yongshan, Ms.Li Wenlan, Raúl Armas Ramos, Marianela García Siverio, Amarilys Torres Domínguez. "Changheber, Cuban-Chinese joint venture: 20 years of experience".		Changheber – Center for Genetic Engineering and Biotechnology			
11:00	11:30	<b>Coffee Break</b>					
11:30	12:00	Mr. Artur Roberto Couto. "BioManguinhos-BioCubaFarma Alliance: Successful experience in South-South collaboration in biotechnology".		BioManguinhos			
12:00	12:30	Dr. Alejandro Castaño Dra. Amparo Macías Abraham "Laboratorios Delta, CIMAher. Introduction in Colombian market: Successes and Challenges".		Delta Laboratories			
13:00	14:30	<b>Lunch</b>					
<b>Chairman: M.Sc. Norkis Arteaga Morales</b>							
		<b>Speakers</b>		<b>Institution</b>			
14:30	15:00	Mr. Antonio Panariello. "Evolution of Heberprot-P (Epiprot) and Praxis in Colombia."		Praxis			
15:00	15:30	Mr. Timucin Bilgor. "Buba Ventures/Hasbiotech. Expansion of Heberprot-P opportunities in regulated countries".		Buba Ventures			
15:30	16:00	Mr. Jason, Lee. "Rainbow Vision with CNIC".		Rainbow			
16:00	16:30	Dr.C. Ernesto Chico. "JVC IIA Cuban-American partnership experience".		Innovative Immunotherapy Alliance, S.A.			
16:30	17:00	M.Sc. Alina Hernández, Yodira Pérez. "CIM-CIMAB Alliance, thirty years of commercial experiences."		Center of Molecular Immunology, CIMAB			
17:00	17:30	Vilma Hidalgo de los Santos, Annia Hernández Rodríguez, Lissy Wong Hernández. "Innovation management model in the UH-BioCubaFarma alliance: main results of the sectors of biomedical specialization, data science and artificial intelligence in the health field".		University of Havana			

Session/ Friday April 29th					
<b>Outside Tour to BioCubaFarma Companies and visit to the Mariel Special Development Zone</b>					
08:00	12:00	Outside tour to BioCubaFarma companies and visit to the Mariel Special Development Zone			
14:00	15:00	Signing of Agreements			

**Session/ Tuesday to Friday April 26 - 29th**

**POSTERS PRESENTATIONS**

	<b>Poster</b>	<b>Institution</b>	<b>Country</b>
<b>1</b>	CIE-CPM Cooperative production of diagnostics, its impact from the industry to the laboratory. Authors: Niurka Margarita Carlos Pía, Claudio Piermattei, Giovanni Duranti, Gustavo de Cárdenas, Fabio Ronci, Ariel Palenzuela, Irina Valdivia, Yamilia Garriga	Immunoassay Center	Cuba
<b>2</b>	Current trends in biotechnology financing. Possible application in the particular conditions of Cuba. Authors: Lic. Nivaldo Pedro Puldón Ibarzábal1, M.Sc. Amarilys Torres Domínguez2.	Center for Genetic Engineering and Biotechnology	Cuba
<b>3</b>	Hainan, a fast-tracked pathway to market nationwide in China. Authors: Lic. Arianna Rojas	CIMAB, S.A.	Cuba
<b>4</b>	China's new foreign investment law. Business Challenges and Opportunities at the market. Author: M.Sc. Zulaine Guerra Montané	Group of Biotechnology and Pharmaceutical Industries BioCubaFarma	Cuba
<b>5</b>	Financing opportunities for biotechnology: a glance to the stock market in China. Authors: M.Sc. Claudia Orozco Rodríguez, Zulaine Guerra Montané, Reinaldo López Arteaga	CIMAB, S.A., BioCubaFarma	Cuba
<b>6</b>	BioCen's experiences as a high-tech company, in its relationship with contract service clients and its new business opportunities. Authors: Yusleidis López Martínez, Tamara Lobaina Rodríguez, José Benito De Armas Rodríguez, Nilda Mieres Díaz, Claudio Rodríguez Martínez, Alexis Labrada Rosado, Gabriel Odenis González García7, Isabel Cristina Rojas Gattorno, Lesly Rodríguez Suarez, Héctor Díaz Venereo	National Center for Biopreparations BioCen	Cuba
<b>7</b>	Biotechnology, international biopharmaceutical business and biopharmaceutical law. Challenges. Author: Rafael Jiménez Estrella	MedSol Laboratories	Cuba
<b>8</b>	Technology Transfer in the context of COVID-19 pandemic: international and national overview. Authors: Liz Alvarez-Lajonchere, Saily Martínez Gómez, Dinorah Torres Idavoy,	Center for Genetic Engineering and Biotechnology	Cuba
<b>9</b>	Diversification of the portfolio of suppliers of nitrocellulose membranes for production in DAVIH (DAVILAB) Laboratories. Authors: Raisa Betancourt Torres, Yanelis Cruz Santana, Lucy Montano Tamayo, María Teresa Pérez Guevara, Otto Cruz Sui	CICDC	Cuba
<b>10</b>	International Business in Biotechnology – Legal Protection. Author: Lic. Max Borrero Delgado, CIMAB, S.A. (Cuba)	CIMAB, S.A.	Cuba
<b>11</b>	Market opportunities for SOBERANA®02 vaccine in Europe and Latin America. Author: Mario Perez Davidov, IFV (Cuba)	Finlay Vaccine Institute	Cuba
<b>12</b>	SOBERANA®Plus, a universal booster vaccine. Author: Lic. Adriana Teresita Nadal Estrada, IFV (Cuba)	Finlay Vaccine Institute	Cuba
<b>13</b>	CIMAB's professional services: building long lasting alliances in biopharma. Author: M.Sc. Elizabeth T. Arias Valdés, CIMAB S.A., (Cuba)	CIMAB, S.A.	Cuba
<b>14</b>	Abinis: A Cuban-Thai Joint Venture Company to capitalize intangible assets. Author: M.Sc. Dainerys Infante Santana, CIMAB S.A. (Cuba)	CIMAB, S.A.	Cuba
<b>15</b>	Technological parks as a source of financing to contribute and accelerate the development of Cuban biotechnological early stage projects. Authors: Dr.C Beatriz García Verdecia y M.Sc. Yodira Pérez Díaz, CIMAB S.A. (Cuba)	CIMAB, S.A.	Cuba
<b>16</b>	Competitive benchmarking of projects at different stages of development from the business portfolio of CIMAB S.A. Authors: Lic. Claudia del Toro, Omaris Díaz-Marante, M.Sc. Luis Hinojosa, Dr.C. Pedro C. Rodríguez, CIMAB S.A. (Cuba)	CIMAB, S.A.	Cuba
<b>17</b>	Securing business after collaboration. Author: M.Sc. Luis Hinojosa	CIMAB, S.A.	Cuba
<b>18</b>	Support for scientific research from the Russia government in modern conditions: Skolkovo Foundation example. Author: Sr. Dmtriv Chelosvsky	Institute of Biorganic Chemistry ·"Shemyakin-Ovchinnikov"	Russia