

ENRIITC eatris



- Translational Medicine - collaborations with industry
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EATRIS – Research Infrastructure for Translational Medicine

- Main activities:
 - Consortium building for large EU grants
 - Research collaborations with biotech/pharma companies
 - Hub model: permanent collaboration between 1 company and multiple academic groups
- ESFRI domain: life sciences
- Established in 2014
- Distributed RI: 110 research institutes in 14 countries
- 18 FTE in main “Coordination & Support” hub in Amsterdam
 - National coordinators in various countries

Outsourcing by pharmaceutical industry

- Pharmaceutical companies:
 - Buy early clinical stage biotech companies
 - “outsource” early drug discovery & development
- Biotech companies:
 - IP creation vehicles
 - Lean: small team, outsource everything
 - Commercial service providers
 - Collaborations with academia

Modes of interaction: industry as a user

- ◇ **Advanced Therapy Medicinal Products**
Tissue engineering, gene therapy, cell therapy, GMP facilities
- ◇ **Biomarkers**
Biobank facilities, multiplexed immunostaining, deep genome sequencing
- ◇ **Imaging and Tracing**
(pre-) clinical PET imaging, GMP tracer development and production,
(ultra) high field MRI, optical and hybrid imaging
- ◇ **Small molecules**
Advanced screening (also in 3D cultures), development of xenograft and *in vivo* models, drug (re-)formulation,
(pre-)clinical validation of nanomedicines
- ◇ **Vaccines**
Antigen characterisation, vaccine formulation, process development

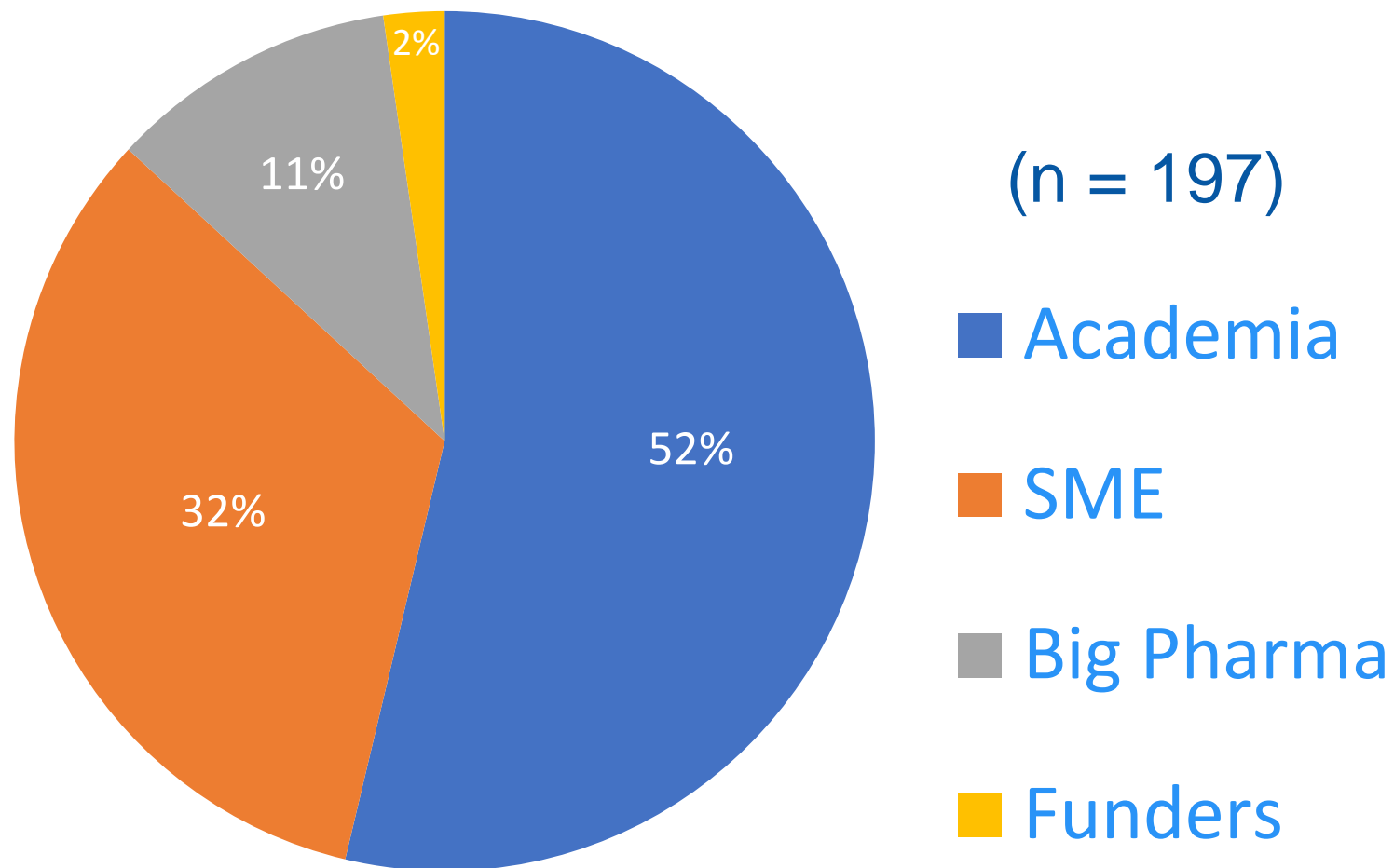
Aspects of the ICO role

- Identify biotech/pharma companies in need of specific academic expertise
 - Industry partnering events
 - 1 on 1 meetings
 - BIO, Bio-Europe, Biofit, Phacilitate, etc.
- Business model: 5% success fee (based on the project budget)
 - Success = collaboration agreement between company and institute
- “Freebie”: beta-testing
 - Academic groups get free access to new assays/tools/reagents
 - Provide feedback
 - Potential future collaborations based on positive results

Who is the right person to interact with?

- Small companies: CEO/CSO
- Larger: business developers
- Investment funds/charities:
 - Support their portfolio companies
 - Help them create academic collaborations

User Portfolio 2014 - 2019



Partnering examples



Request: Long term access to translational imaging capabilities for immuno-inflammation R&D

Result: GSK-EATRIS imaging hub



Multi-site collaboration to develop imaging tools for GSK:

- Novel PET ligands as inflammation markers
- MRI for characterization of inflammation
- Optical imaging in RA, OA, etc.

6 EATRIS institutions coordinated by EATRIS

- Covered by master research agreement, GSK funded
- Fast-time to contract and initiation of projects
- Pre-competitive or GSK asset development possible



ENRIITC Project



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Newsletter



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