• Translational Medicine - collaborations with industry
• Chris Tieken – Business Development Manager EATRIS
• 27 May 2021
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

(n = 197)

- Academia: 52%
- SME: 32%
- Big Pharma: 11%
- Funders: 2%
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