

6th International VPM Days
September 6 – 7, 2012, Hannover

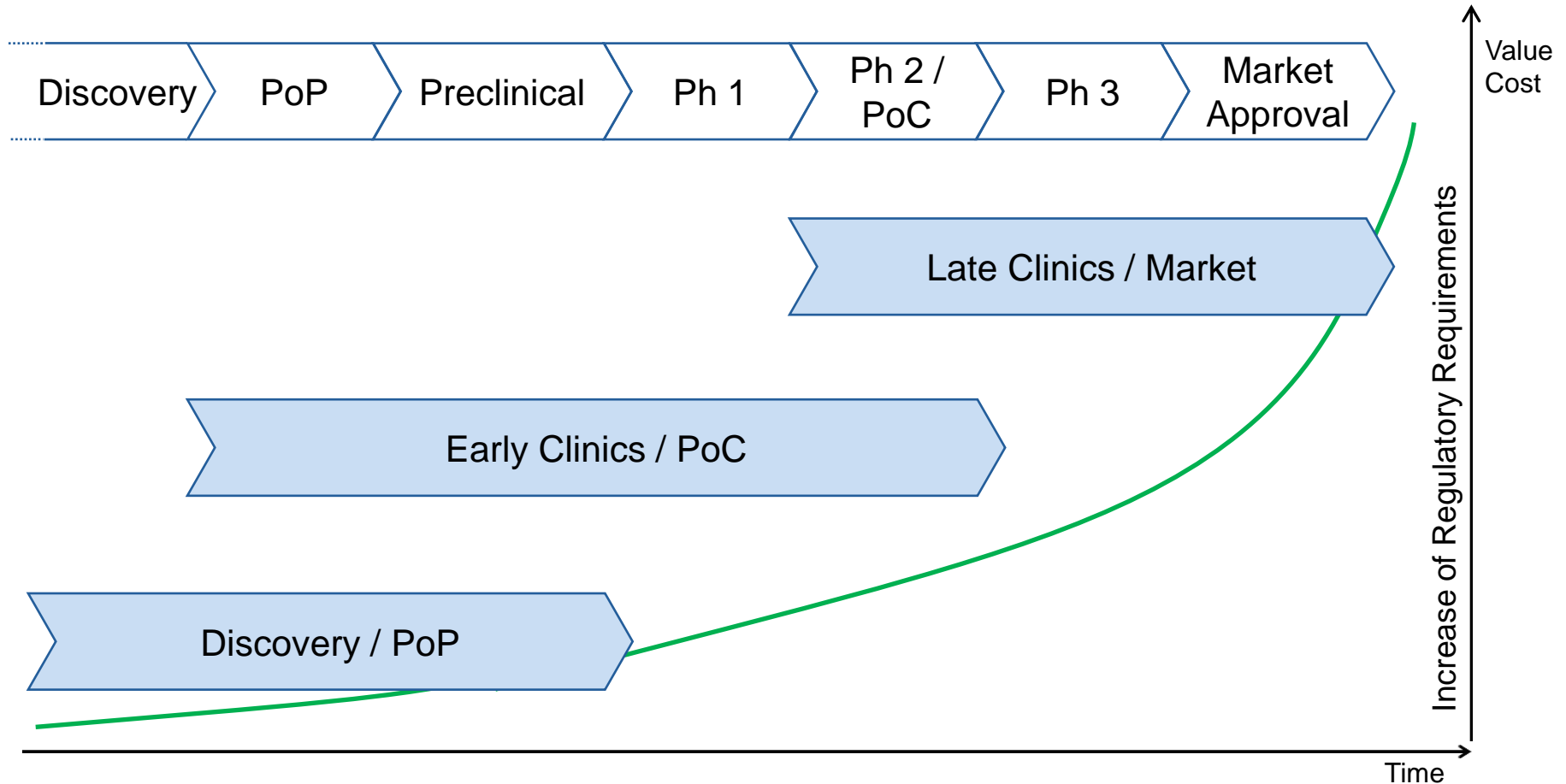
Peter Buckel

”When Academia meets Business:
Collaboration of two Worlds”

Why two Worlds have to collaborate

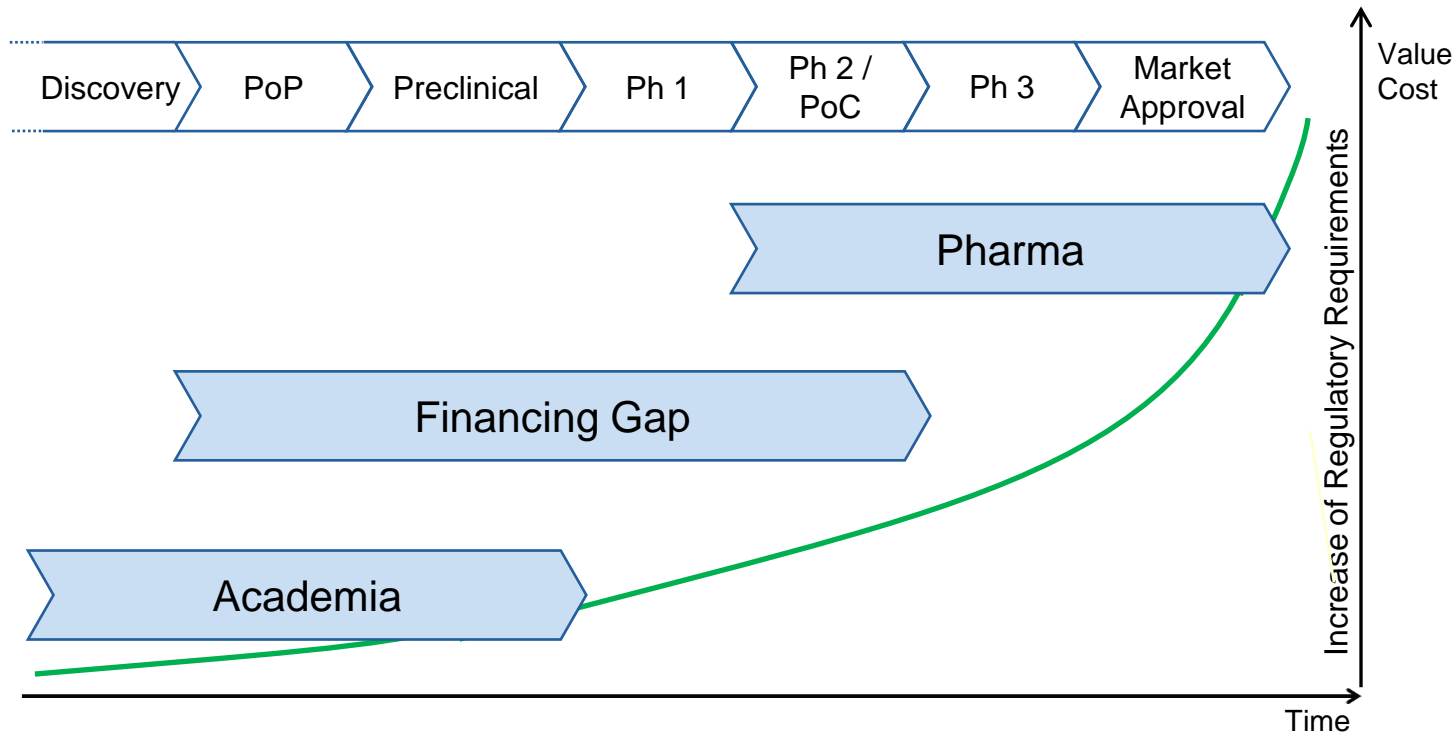
- In the past drug discovery research was nearly exclusively done in industry R&D
- With a paradigm shift in drug discovery industry has established strong search tools for new drug candidates
- Academia has to find a development partner very quickly, otherwise they are losing valuable patent running time

Competence Distribution along the Drug Development Pathway



Three different competences are driving the drug development process. Value and cost accumulation increase exponentially.

Drug Development: Financing the Gap



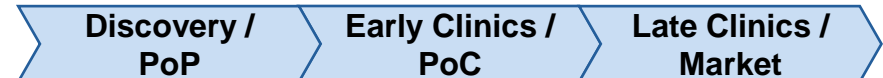
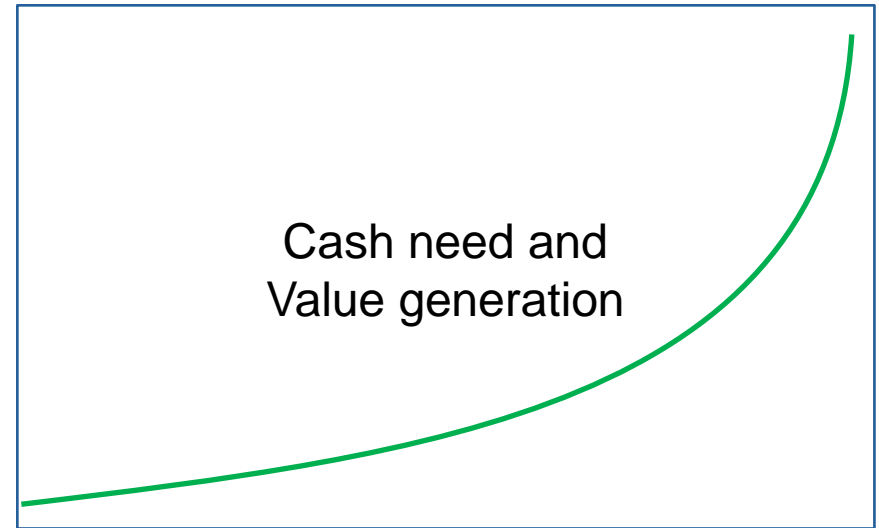
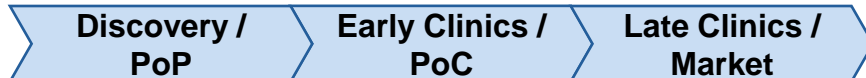
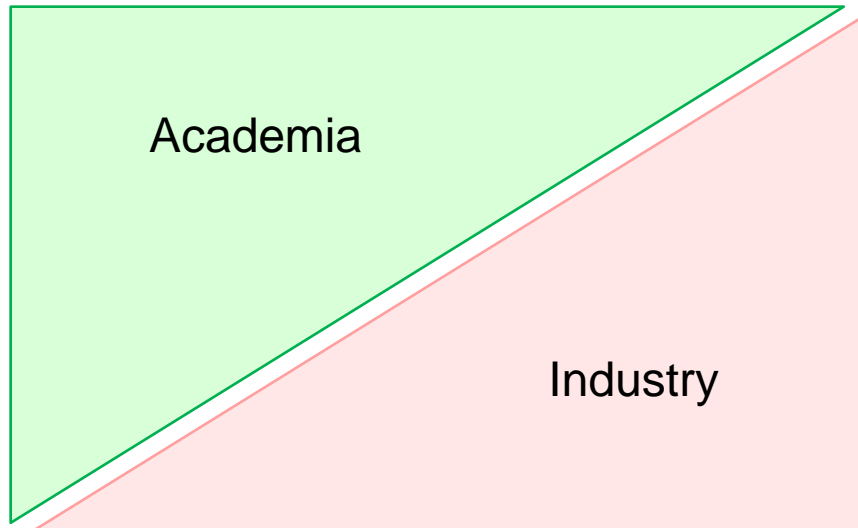
Different Models have been developed to closing the Gap:

- Traditional Pharma R&D (high attrition rate)
- Biotech with full infrastructure
- Academia extension (Discovery and Development centers)
- Virtual company (VPM)

Closing the Gap requires the Collaboration of two Worlds

- Goal academia: Knowledge generation (Publication/Presentation)
- Goal industry: Business generation (Patents/Products)

Joint goals and value generation:



Important:

Both sites should focus on their genuine competences and goals

Success Factors for productive Drug Development Collaboration:

Academic partner

- leading academic lab in the field
- high level publications
- solid patent status
- interest to work with product candidate (mode of action, further indications, next generation products, etc.)
- strong interest for joint product development success
- understanding the industrial success factors

Success Factors for productive Drug Development Collaboration: Industry Partner

- strong competence in the product field
- strong analytical competence in the field
- wet lab facilities to control IMP development and analytics
- preclinical and clinical competence
- experience with funding bodies
- regulatory and QA competence (e.g. documentation of academic R&D data)
- understanding the academic success factors

And finally.....

.....it all depends on people.

Thanks to the VPM team!