



Corporate Partnerships

# Commercialising Academic Healthcare Science

Find out how your  
organisation could be  
using our resources  
and expertise

**IP MANAGEMENT**

**COMMERCIAL DEVELOPMENT**

**DRUG DISCOVERY**

# Choosing a partner you can trust

MRC Technology is a not-for-profit charity, generating over £65 million a year in income for the UK's Medical Research Council alone, by adding value to cutting edge scientific discoveries.

## What we offer your organisation

We can now help you generate income for your organisation. We are offering our expertise and resources to academic partners, to help drive your scientific research to market. MRC Technology is flexible in its approach and will work with your organisation to achieve mutually beneficial return.

From protecting and partnering intellectual property, through to developing and adding commercial value to your research, we can create true value, not only in income, but in delivering improved healthcare products.

However your organisation prefers to collaborate, we can help.

## Key MRC Technology achievements:

- Filed over 300+ patents
- Granted 300+ licences
- Generated over GBP£500m
- Participated in 18 start-ups including the UK's largest and most successful biotech companies
- Negotiated largest royalty deal to arise out of breakthroughs by British scientists (Humira buyout for US\$265m)

## Drugs we have helped to develop:

Actemra <sup>®</sup>	Raptiva <sup>®</sup>
Avastin <sup>®</sup>	Soliris <sup>®</sup>
Campath <sup>®</sup>	Synagis <sup>®</sup>
Herceptin <sup>®</sup>	Tysabri <sup>®</sup>
Humira <sup>®</sup>	Vectibix <sup>®</sup>
Mylotarg <sup>®</sup>	Zenapax <sup>®</sup>



Corporate  
Partnerships

# Intellectual Property Management

## Experienced, dedicated teams

MRCT has considerable skill and experience in a wide range of IP services for all stages of scientific discovery, including:

- Identification of IP
- Filing and management
- Managing 3rd party interests
- Developing and commercial exploitation of IP
- Post-licensing activities/ monitoring
- IP support

## Expertise you can rely on

We have an excellent track record of IP diligence and commercialisation. Our teams are ready to work with your experts, including liaison with scientists, organising disclosure agreements and working with your technology transfer office.

---

To discuss your IP management partnering options in more detail please contact:

Mike Johnson  
Director of Corporate Partnerships  
+44 (0)20 7391 2825  
[mike.johnson@tech.mrc.ac.uk](mailto:mike.johnson@tech.mrc.ac.uk)



## Corporate Partnerships

Often scientific research needs a bit more development in order to get to a position where it is partnerable with industry; even the greatest ideas may need extra data or research for industry to look seriously at a project.

### Connecting with industry

We run a pre-seed managed fund programme for the UK Medical Research Council called the Development Gap Fund. This is designed to increase scientific robustness and the commercial potential of discoveries and intellectual property.

This programme examines MRC intramural research and identifies strategic and scientific means of moving a project forward.

We can manage a similar proposition for your own organisation.

# Commercial Development

## MRC Development Gap Fund success

Our fund management process has proven highly successful, so far delivering:

- 90 projects, of which 60 are now complete
- Average project receives £115k over an 18 month period - funding maybe used for proof of concept, validation studies, or patent exploration.
- Licences negotiated for 22 DGF projects in deals valued at £54 million
- 5 spin out companies have been created

---

Mike Johnson  
Director of Corporate Partnerships  
+44 (0)20 7391 2825  
[mike.johnson@tech.mrc.ac.uk](mailto:mike.johnson@tech.mrc.ac.uk)



## Corporate Partnerships

Pharmaceutical companies are pulling out of doing their own early stage drug discovery. Various pressures on their closed loop model of internal development and exclusive IP, means they can no longer invest in high R&D costs and are seeking that development elsewhere.

### Creating a commercially viable proposition

With pharma preferring the creation of strategic alliances, and for partners to share development risk, now is the prime time to take your organisation's early stage drug discovery research to them. However, that research needs to be in a commercially viable position. By adding value to novel IP, it increases the likelihood of translation into real clinical benefit.

# Drug Discovery

## MRCT's Centre for Therapeutics Discovery

Our Centre for Therapeutics Discovery (CTD) is focused on 'de-risking' early-stage academic drug discovery projects.

- A highly experienced team of mostly industry recruited scientists
- Our own dedicated laboratories
- A large compound collection, including access to AstraZeneca's libraries
- A proven model with the first small molecule project already partnered with industry in a multi-million pound deal

---

Mike Dalrymple  
Director of Business Development  
+44 (0)20 7391 2776  
michael.dalrymple@tech.mrc.ac.uk

MRC TECHNOLOGY  
Lynton House  
7-12 Tavistock Square  
London WC1H 9LT  
United Kingdom

Tel +44 (0)20 7391 2700

Fax +44 (0)20 7391 2800

[info@mrc.tech.ac.uk](mailto:info@mrc.tech.ac.uk)

[mrctechnology.org](http://mrctechnology.org)

All details correct at time of going to press, June 2011, E&OE.

Medical Research Council Technology is a company limited by guarantee no. 2698321, incorporated in England and a charity registered in England and Wales no. 1015243, and a charity registered in Scotland no. SC037861. Registered office Lynton House, 7-12 Tavistock Square, London WC1H 9LT, UK.