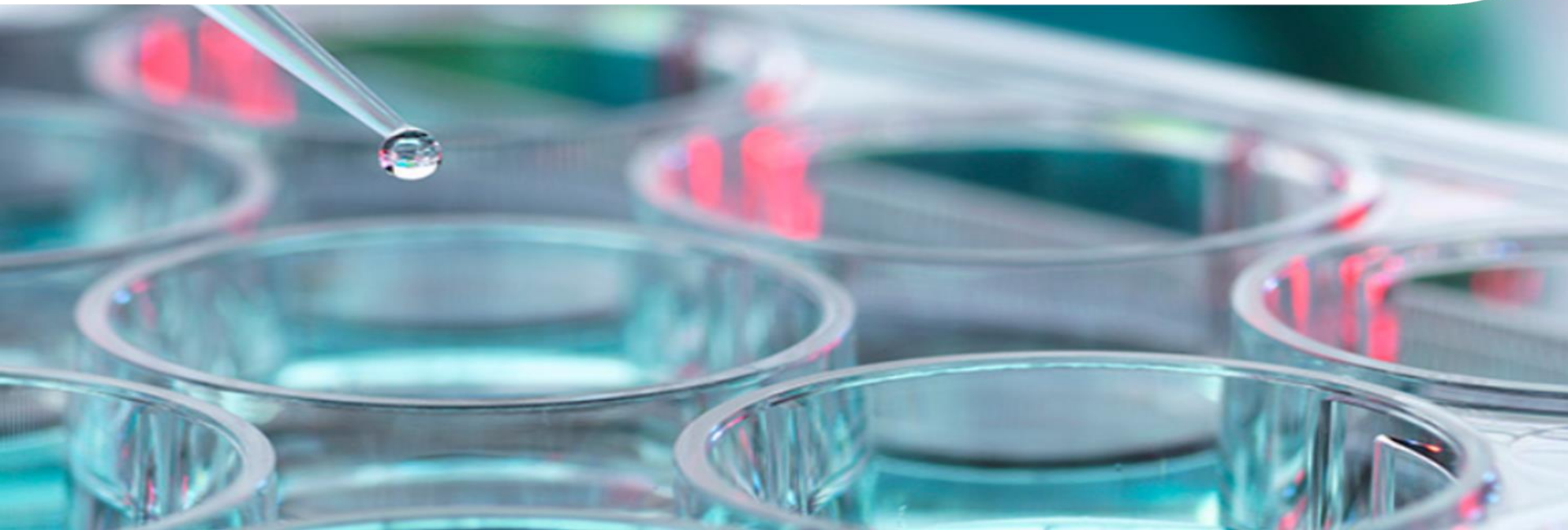


Preclinical Research Collaborations in the Pharmaceutical Industry: incentives and barriers

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Preclinical Research Collaborations in the Pharmaceutical Industry

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Introduction

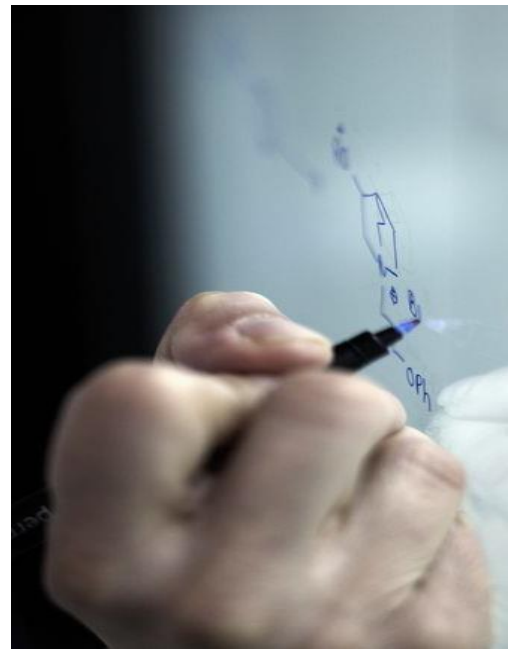
Is the Pharmaceutical industry still interested in early research? **Yes, of course.**

Why?

- Early research implies INNOVATION.
- INNOVATION = *Main driver for growth in the pharmaceutical industry.*
- INNOVATION implies an IDEA that solves an UNMET NEED for PATIENTS.

How?

- Isolationism and closed innovation is history !!!.
- Collaborations and PARTNERSHIPS with KEY STAKE HOLDERS (Academia, Biotechs, Other Pharma, Funding Bodies) is essential for a successful business in research and to transform knowledge and innovative ideas into valuable solutions for patients.



Public-private partnerships with public funding

NANO4DERM

- Almirall collaborates with ICMAB-CSIC and Leitat Technology Center in Nanomedicine applied to Dermatology.
- Nano4Derm will lead to the development of two types of nanocapsules containing active ingredients, Quatsomes and Polymeric Nanocapsules, aiming to address current unmet needs and challenges on topical treatment of Acne and Psoriasis.
- This project is funded by the Spanish Ministry of Science, Innovation and Universities through the modality Retos de Colaboración 2016, and co-financed by FEDER funds from the European Commission.



MULTI2HYCAT

- Almirall collaborates in MULTI2HYCAT, an EU project aimed to develop new multi-site organic-inorganic hybrid catalysts for multi-step chemical processes that will improve production of active ingredients.
- The MULTI2HYCAT consortium consists of 8 partners from 6 different European countries (Italy, Spain, UK, France, Belgium and Germany): 4 research centres (U. Piemonte Orientale, ITQ-CSIC, U. Southampton, and CNRS) and 4 companies (CAGE, Solvay, PNO and Almirall).
- This project is funded by the European Commission through Union's Horizon 2020 Research and Innovation program.



Open innovation platform: AlmirallShare

- AlmirallShare (sharedinnovation.almirall.com) is the Almirall Open Innovation platform created to facilitate collaborative projects and find innovative solutions in skin health.
- It is focused on R&D needs and challenges.



- Launched in 2017, AlmirallShare is the first crowdsourcing platform focused in Dermatology that offers a diversity of collaboration opportunities to the scientific community.

AlmirallShare calls 2017-2018

Looking for a high throughput system to evaluate topical drug delivery

2017

We are looking for partners who are capable of designing an automated, high throughput system to evaluate accurate flux profile of an active compound in the skin.

[Read more](#)

Preclinical Models

2017

Together, we can fight psoriasis, atopic dermatitis, acne or rosacea. We offer financial and scientific support to develop novel pharmacologically validated in vitro and in vivo research models in any of those skin diseases.

[Read more](#)

Adding value to your assets, our aim

2018

Finding a use for existing advanced small molecules in the therapeutic treatment of atopic dermatitis, psoriasis, actinic keratosis, acne, and related dermatological diseases.



For Universities, Research Centers, Start up, Biotech and Pharma companies



Submit your proposal at any time

[Read more](#)

[Share](#)

[Submit your proposal](#)

Novel targets for skin health

We provide research funding on novel druggable targets which may configure the basis for new medicines in dermatological diseases

Coming soon

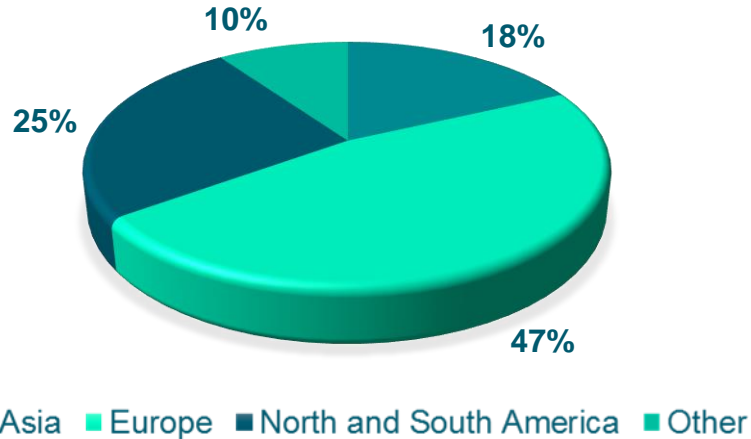
Move your ideas forward

If your idea doesn't fit with our current initiatives, share your innovative proposals with us here.

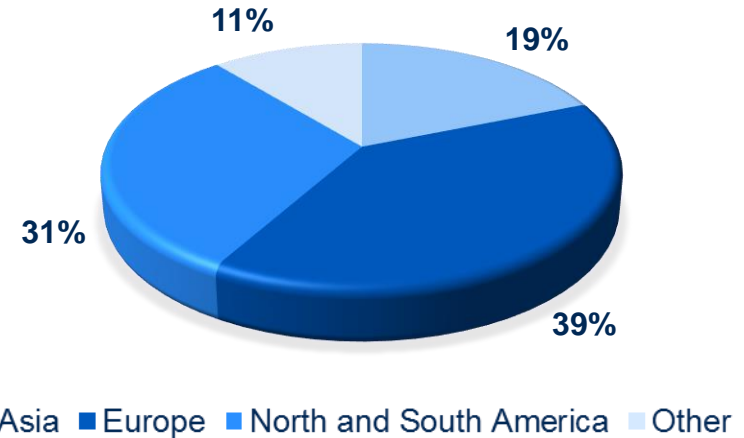
[Submit your proposal](#)

AlmirallShare results

384 SUBSCRIPTIONS



128 PROPOSALS



Evaluation process for new proposals ongoing
4 proposals selected for a new partnership
3 collaboration projects ready to start

Incentives and Barriers in Research Collaborations

INCENTIVES / BENEFITS	CHALLENGES / BARRIERS
<ul style="list-style-type: none">▪ Opportunity to access disruptive innovation through public funding.▪ Capability and capacity expansion.▪ Opportunity for cross-fertilization between partners: access to knowledge, expertise, different views.▪ Increased portfolio of programs/projects.▪ Opportunity for early investment in innovative technology and science.▪ Can focus internal efforts on high-value activities▪ Risk-sharing and generation of potential revenues.	<ul style="list-style-type: none">▪ Balance between public programs rules vs internal business priorities.▪ Resources / logistics required to manage collaborations.▪ Cost, which can be high in some business cases.▪ Time to identify partner and set up agreement.▪ Risk of dealing with new partners.▪ Communication between different organizational or institutional cultures.▪ Integration into internal processes.▪ Alignment with internal objectives & expectations.

Some recommendations to manage challenges / barriers

CHALLENGES / BARRIERS

- Balance between public programs rules vs internal business priorities.
- Resources / logistics required to manage collaborations.
- Cost, which can be high in some business cases.
- Time to identify partner and set up agreement.
- Risk of dealing with new partners.
- Communication between different organizational or institutional cultures.
- Integration into internal processes.
- Alignment with internal objectives & expectations.



Recommendations

- Integrate partnerships as part of the routine company business model.
- Foster a relationship based on trust, respect and shared ownership.
- Due diligence on potential partners (run pilot studies when appropriate)
- Ensure involvement of company staff to minimize “not invented here” syndrome.
- Do not underestimate internal resources required to manage collaboration.
- Recognize and minimize risk of failure.

Overall, collaborations enrich our organizations, may have a high impact and can lead to long-term friendships.

Thank you