

# FROM BLUE SKIES TO POTS OF GOLD AT THE END OF THE RAINBOW

## Successful collaborations between research and industry

NOV 03, 2009  
*Brussels*

*Best practices in IP and patent  
applications*

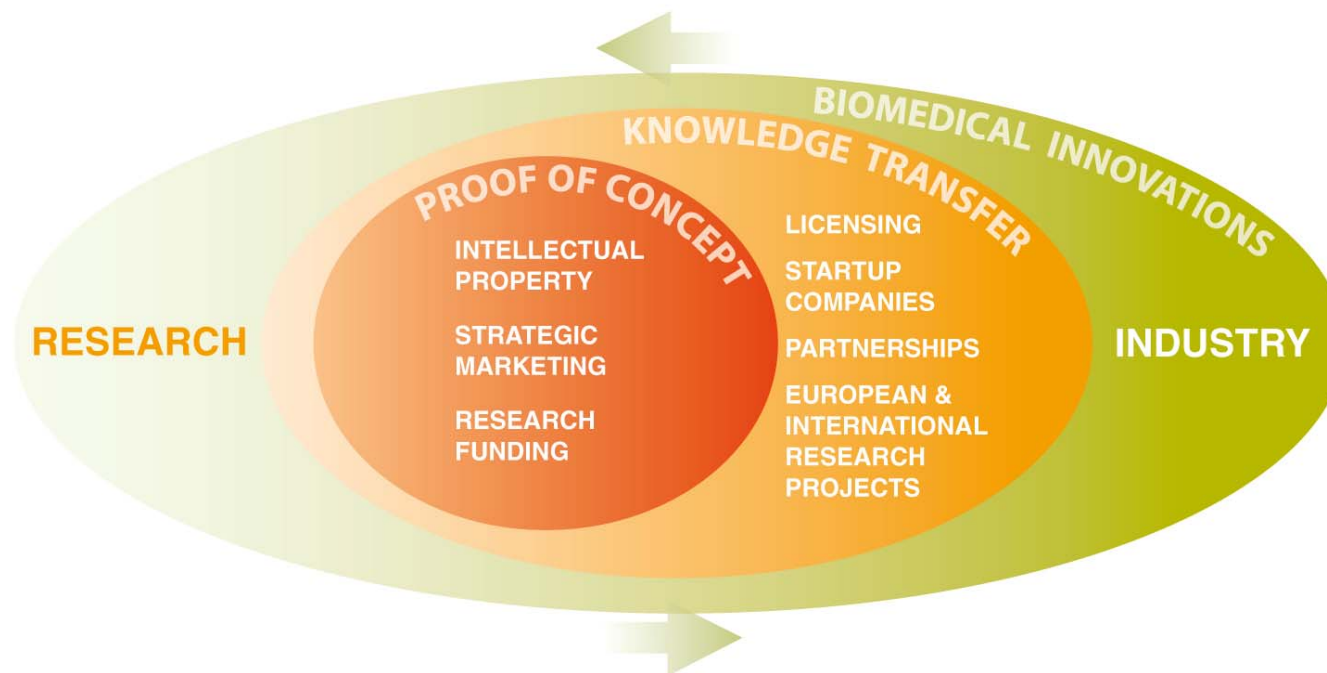
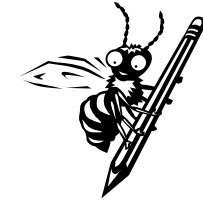
*Denise Hirsch*  
**INSERM TRANSFERT**

*Inserm Transfert - Paris Biopark - 7, rue Watt - 75013 Paris - France -*



# Inserm Transfert

## Organisation: core competencies



### « Partnerships »

- R&D collaborations, including preclinical and translational research
- Clinical studies
- Post marketing studies
- Preferred partnerships with selected companies

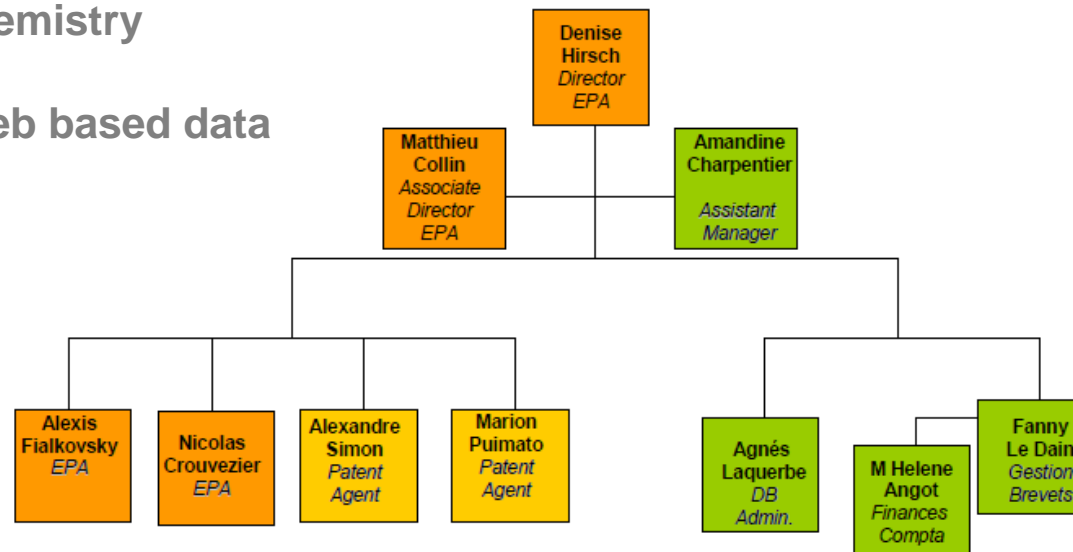
## IP DEPARTMENT

✓9,5 FTEs

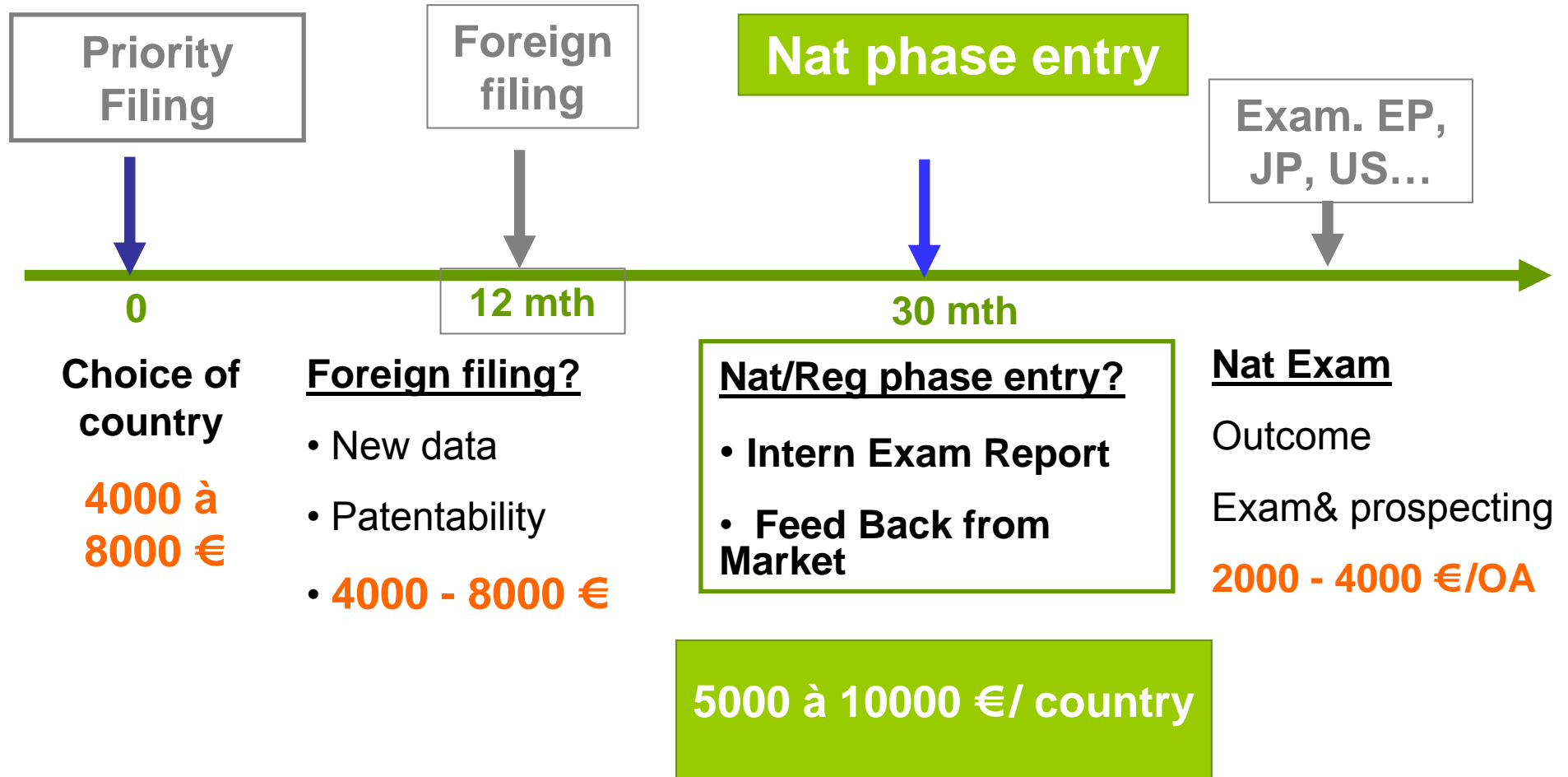
✓6 Patent Experts / 4 European Patent Attorneys with background in Biology/Biochemistry

✓Advanced web based data base

**OUR MISSION:**  
Protect the results of the Inserm labs with the purpose of an efficient technology transfer



## Reminder: Life cycle of patent



## Decision criteria for filing a patent

- **New patentable results: Patentability analysis**
  - NOVELTY
  - Inventive step
- **Response to a medical need**
  - **Robust science**
    - Expertise of team in the domain of invention
    - Relevance of preliminary data/ animal model with respect of an industrial exploitation
    - Specific clinical application
  - **Proof of principle**
    - Sufficiency of *in vitro/vivo* data.
- **Response to a market need :Existing market/ Future market?**
  - **Balance costs/ financial returns expected/** ( Ex: orphan diseases)
  - Feasibility
  - Advantage with respect of existing solutions

Intellectual Property

Scientific Affairs

Technology Transfer

## Our constraints

- **Adapt strategy to publication/ disclosure constraints of inventors**
  - Reactivity needed ( average 21 days)
  - IP Strategy: Little room for flexibility
- **Need for maturation**
  - Early filings
    - Biological data which need to be substantiated
    - Clinical validation insufficient
  - Funds available
- **Multiple co-owners**
- **Costs**
  - Need for take over by industrial partner when co-ownership or exclusive license

## Our strategy : (Foreign) Filing at risk (1/2)

- Change of paradigm of pharma industry
  - More « early » deals
  - Growing interest for disruptive technologies
- Emerging markets/ Licensing deals on mature portfolios
- Examples:

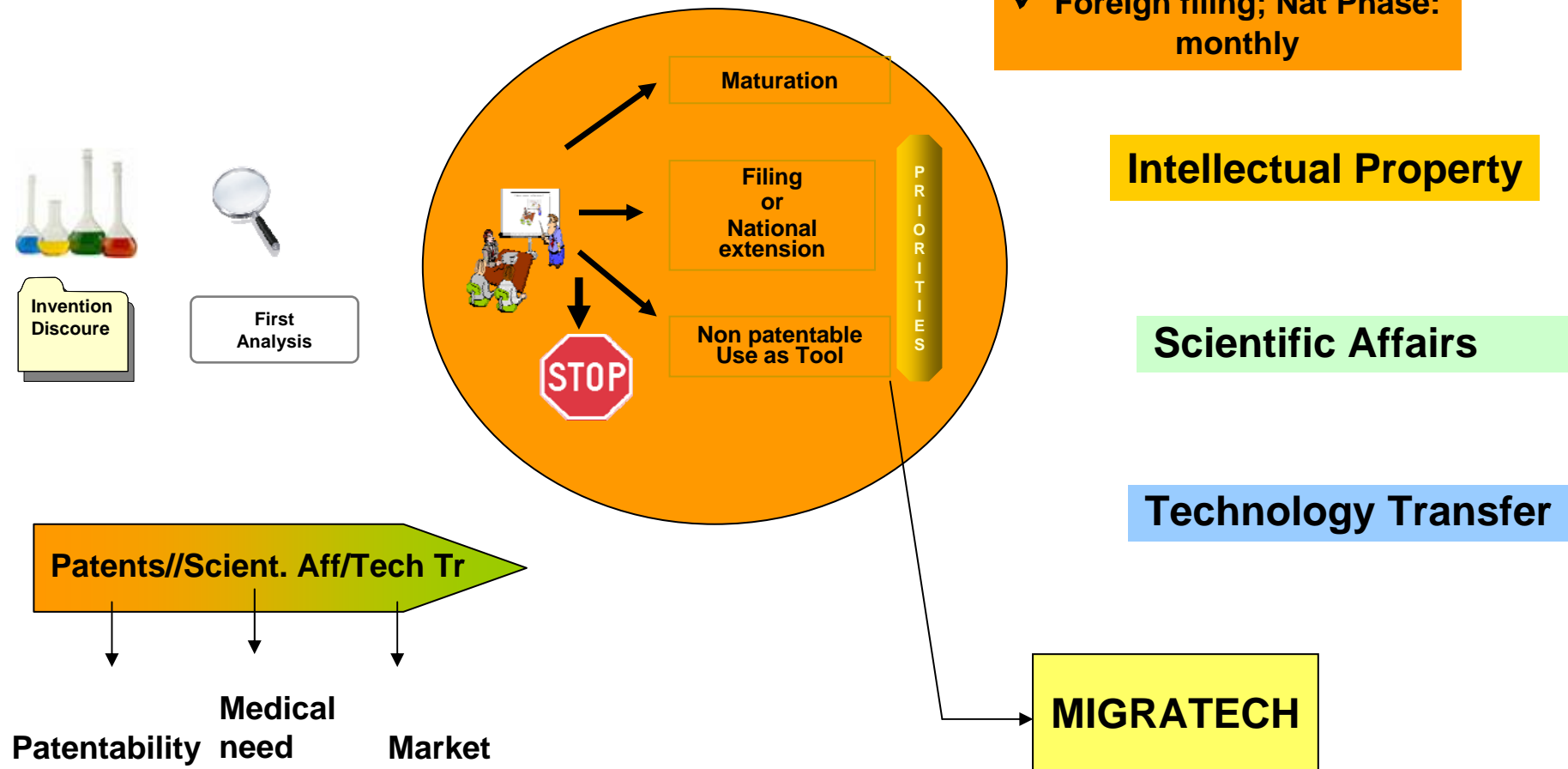
	Priority date	Date of license
HPV Therapeutic vaccine	1999	2009
Diagnostic Spinal Muscular Atrophy	1994	2009

Our strategy : (Foreign) Filing at risk 2/2)

- Reactivity ≠ in depth market analysis
  - Jan 09- Oct 09: 151 Invention Disclosures submitted/  
very short period of time left before publication**
- Confront a robust portfolio to demand of industry
- Maturation funding on selected projects
- Take at- risk decisions on early stage portfolios
  - What budget to dedicate?
  - Which part of our global portfolio?
- Monitor efficiency of portfolio/licensing and reassess strategy



## Evaluation Process



**Patent Committee**  
✓ New inventions:  
Weekly  
✓ Foreign filing; Nat Phase:  
monthly

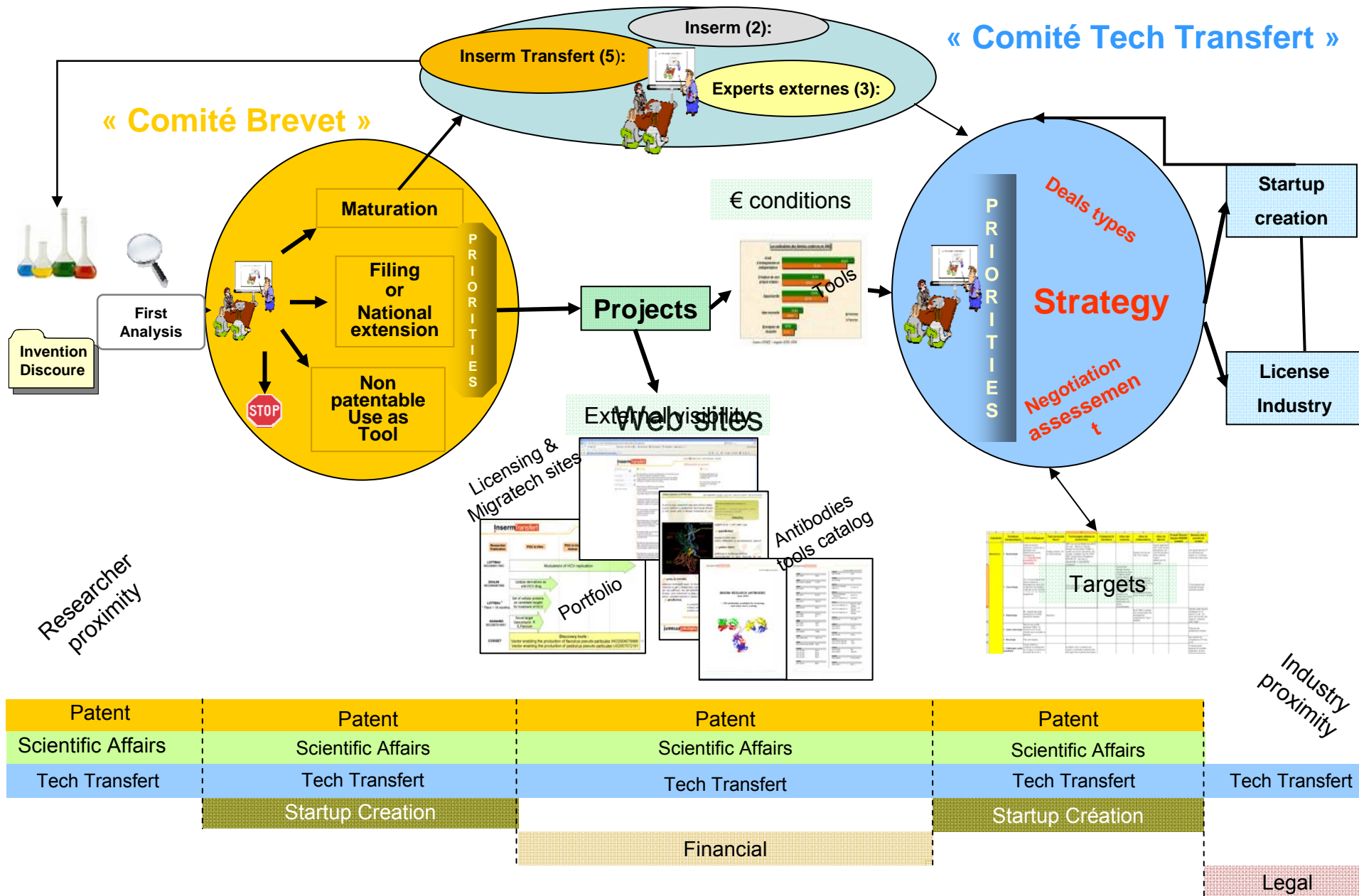
**Intellectual Property**

**Scientific Affairs**

**Technology Transfer**

**MIGRATECH**

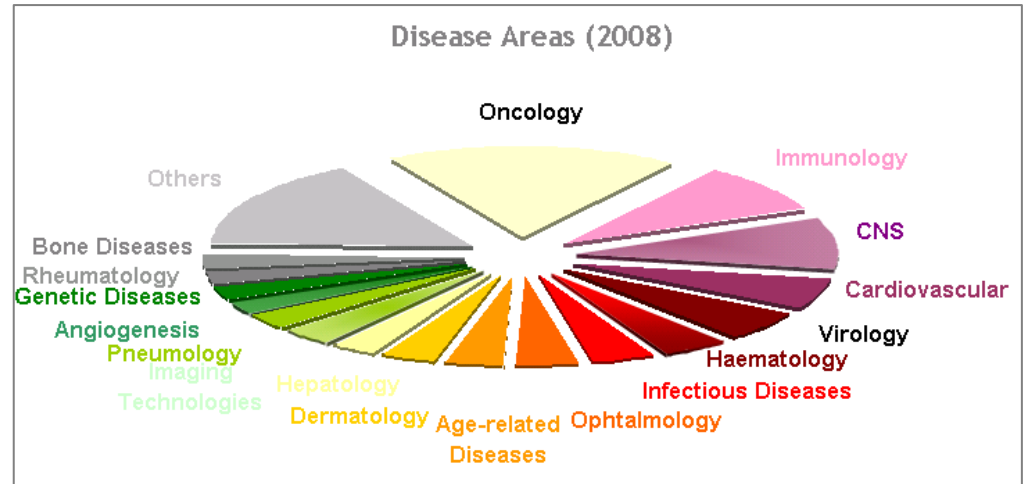
# « Proof of Principle » Committee



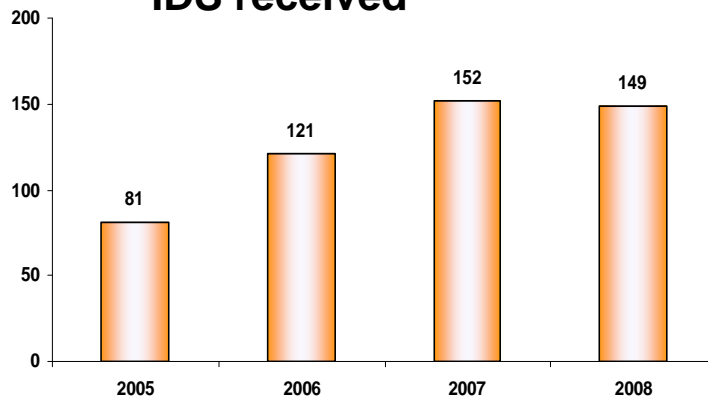
## Inserm's portfolio

### An enriched portfolio

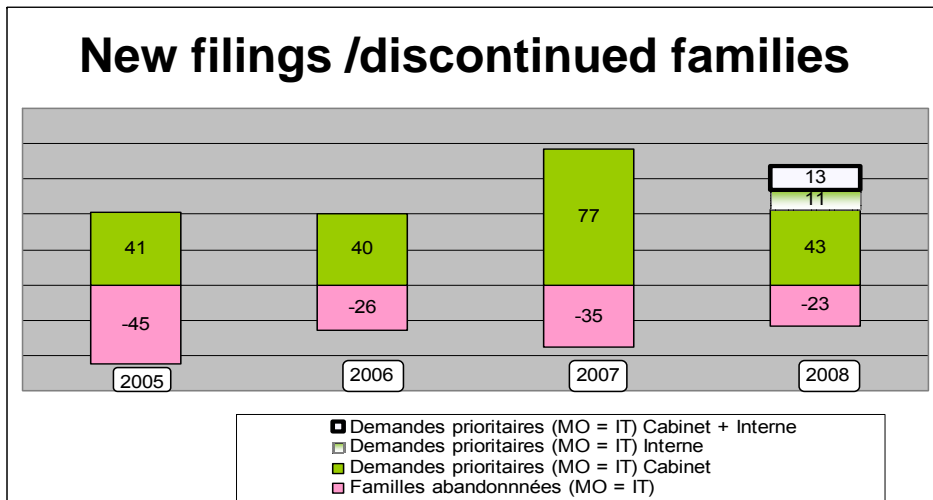
- Increase of IDS
- Sustained sourcing effort



### IDS received

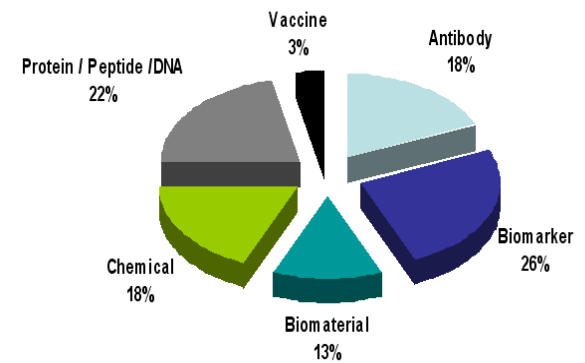
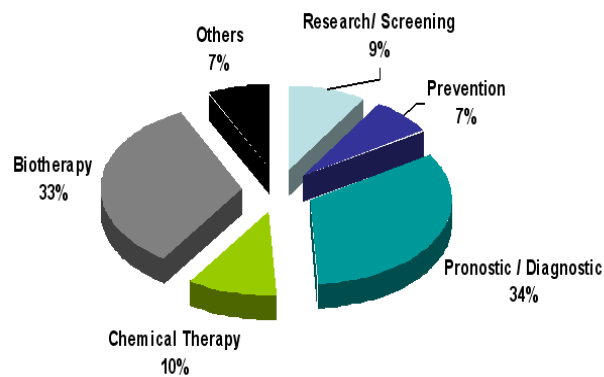
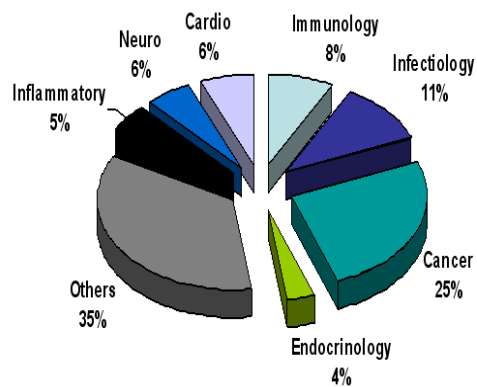
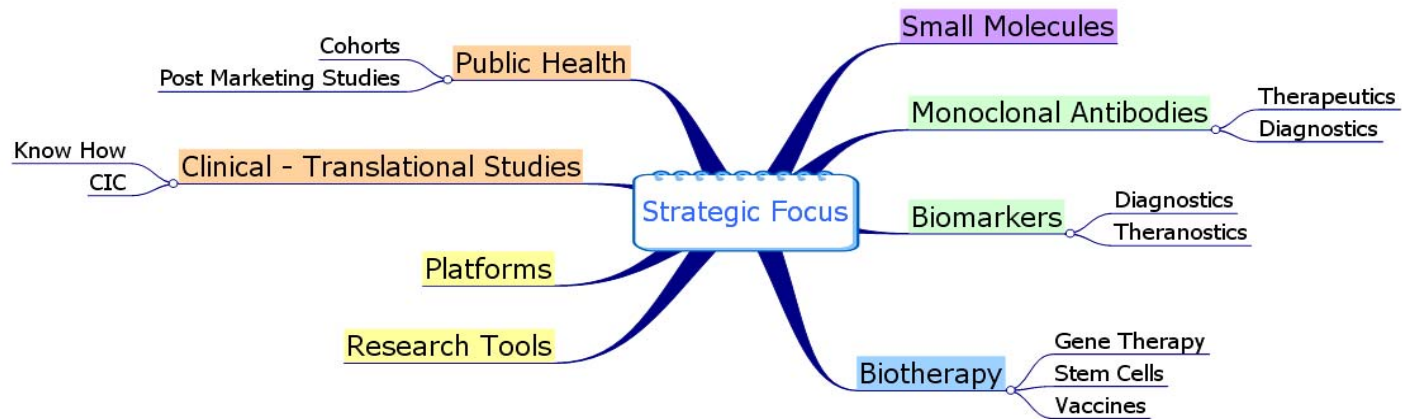


### New filings / discontinued families



## Our priorities

<http://licensing.inserm.fr>



thank you!

**Inserm** **Transfert**

*NURTURING INNOVATION IN HUMAN HEALTH*

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