Office of Strategic Industry Initiatives

Melissa S. Thompson, Ph.D.
Associate Director
Melissa.Thompson@uth.tmc.edu
Industry is increasingly tapping into university discovery to feed their pipelines:

- “Boehringer Ingelheim boasts numerous university partnerships…”
- “Takeda’s university partnerships a key part of retooled R&D strategy…”
- “Pfizer’s open innovation partnerships a key part of R&D strategy…”

Academic institutions are reorganizing to capitalize on industry’s shift in focus:

- “U Penn ramps up industry sponsorships as percent of funding jumps from 6% to 15%…”
- “To match industry needs, university applies ‘lean’ principles to labs and faculty…”

And these are just the pharma examples…
**UTHealth: Research Collaboration & Sponsorship**

**Change in Pharma/Industry R&D**

- **Government Agencies**
- **Pharma/Industry**
- **Philanthropy**

"...advance the quality of human life by enhancing the diagnosis, treatment, and prevention of disease and injury..."

Decreasing federal funding
UTHealth: Research Collaboration & Sponsorship

Education, Research and Patient Care

Supporting Missions

Varies, generally ROI for stakeholders

Benefits through Transactions
- Research and program funding
- Equipment/facility donation
- Commercial perspective in labs
- Expanding faculty knowledge through consulting
- Real world opportunity for students
- Curriculum development

Benefits through Transactions
- Industrial focused research that will positively impact market/patient care
- Objective testing ground for new technology
- Access to university resources
- New technology licensing for commercial purposes
- Support education of future workforce; employment of trained students
UTHealth: Research Assets

- >7,700 faculty and staff across six schools; >1,000 faculty clinicians
- $220M in research expenditures annually
- Clinical research from 1.6M patient encounters, a diverse data set
  - Clinical trials (Investigator-initiated or Industry-initiated)
  - Clinical research utilizing extensive patient data and biobanking sets
- Basic and translational research across all schools
- Major Clinical Partners:
  - Memorial Hermann Hospital System
  - Harris County Psychiatric Center
  - Harris Health
  - MD Anderson
Office of Strategic Industry Initiatives

But what does it all mean?

- Confidential Disclosure Agreements
- Proposal Development
- Research Agreements
- Opportunity Mining
- Funding Opportunities
- Local Opportunities for Concept Development (iCorps)

Idea

Concept Research

Business Discovery

Product Development (Prototyping, Drug Screens, etc.)

Testing and Validation

Business Development

Industry Collaborations (OSII)

IP Protection (OTM)

IP Commercialization (OTM + OSII)
Office of Strategic Industry Initiatives: Championing UTHealth:Industry Collaboration

Champion:

- **Intensely engages** with the objectives and goals of the project and plays a driving role in many of the research-engineering interactions, overcoming technical/organizational obstacles, and propelling the effort through to its final achievement.
- **Promotes** ideas to firms and generates interest to obtain commitment and financial support, acting as a firefighter as needed.
- **Facilitates** relationships and provide a basis for communication on other issues, hereby improving outcomes.
- **Persuades** collaboration partners to adapt and redefine their working goals and plans over the course of a project as needs and environments change.

Office of Strategic Industry Initiatives

Long Term Goals

- Valuable point of contact for faculty and industry
- Significantly increase industry:UTHealth engagement by increasing the number and magnitude of:
  - Industry-faculty connections
  - Industry-faculty sponsored research agreements
  - Industry sponsored alliances for seed grants
  - Clinical trials
  - Consultative Agreements
  - Trainee sharing

Office of Strategic Industry Initiatives: Initial Activity (Year 1-2)

- Discovery program on novel pathway for breast cancer (GlaxoSmithKline)
- Collaborative device development for new dental product (Zirc)
- Three iAwards granted through sponsored research program (Sanofi)
- Collaborative project on image handling with AT&T
- New product testing in clinical efficacy (Kiss Industries)
UTHealth: Initial Activity

Under development:

- New tools for low vision patients, particularly in pediatrics
- New biomarker for glioblastoma progression/diagnosis
- New device design for novel electroconvulsive therapy
- New therapeutics in a variety of indications
- New uses for old drugs

- Tapping into Houston’s start-up community to engage our service cores!
  - Understanding capabilities and bandwidth
  - Novelty of our cores to company needs
  - Contracting
Office of
Strategic Industry Initiatives

Contact Information:
Melissa S. Thompson, Ph.D.
Associate Director
Phone: 713-500-3415
Email: Melissa.Thompson@uth.tmc.edu
www.uth.edu/osii

Within OTM on 7th floor of UCT, suite 720

➢ Starting a quarterly newsletter: email me to join the list!