

CERIM STRATEGY-CARD PVA-MV PFAENDLER

	Date:	07.09.2010
Case name:	Betalactamase - antibiotics	
Organisation:	Greifswald University + München University + PVA-MV	
Involved actors:	Prof. Pfaendler, Prof. Lindequist, Lars Krüger, Moritz von Grothhuss	
Long term exit strategy and required		
<p>License the original substance to a pharmaceutical company. In order to succeed with this, clinical phase II studies must be successfully completed and the IP portfolio must be widely internationalized and cover other areas than the original substance like for example similar substances to prevent competitors, production methods, etc. Likely the project needs to take in capital (VC, IPO, milestone payments from pharma) in order to finance clinical studies.</p>		
Brief description of milestones for the next 18 months		
<p><i>Technology:</i> Completed preclinical testing <i>Market:</i> Developed a strategy for executing clinical studies. <i>IP:</i> internationalize the IP portfolio and file further patents of interesting substances. <i>Team:</i> Strengthening the team with clinical testing and regulatory competence <i>Business Case:</i> received investments or funding for executing clinical phase I studies. Established contacts to life science VC</p>		
Brief description of actions required to reach milestones		
<p><i>Technology:</i> Perform preclinical tests at Uni München and Uni Greifwalds <i>Market:</i> Identified demands for required further clinical testing and involve new resources in developing a strategy for executing these studies. <i>IP:</i> Identify in which countries the IP-portfolio should be internationalized (consider both potential customers and the cost factor). Investigate adjacent areas to file in. <i>Team:</i> Identify which competence need the project requires in 1-3 years of time. Start scouting for such personnel. <i>Business Case:</i> Identify public funding programs and apply if suitable. Identify early stage VC.</p>		