

CERIM STRATEGY-CARD INNO AG

Date:	07.09.2010
Case name:	Cancer Research: peptides inhibiting angiogenesis
Organisation:	Karlsruhe Institute of Technology + inno AG
Involved actors:	Dr. Matzke
Long term exit strategy and required	
Establish a company offering contract research towards the pharma industry related to peptide research for oncology. Moreover, develop and license IP related to certain peptides for angiogenesis.	
Brief description of milestones for the next 18 months	
<ul style="list-style-type: none"> • <i>Technology</i>: Complete preclinical trials for the angiogenesis peptide. Package the technological know-how for contract research. • <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>: Establish a team with the KIT researchers and actors having 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 	
Brief description of actions required to reach milestones	
<ul style="list-style-type: none"> • <i>Technology</i>: Execute in-vitro and preclinical tests at KIT • <i>Market</i>: Identified demands for required further clinical testing and involve new resources in developing a strategy for executing these studies. Investigate how other CRO package their offer. • <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. 	