



Networking the Biopharmaceutical Value Chain

Presented at the HP 2008 Health and Life Sciences Symposium

Orlando, May 2008

The evolution of an idea

Life Science IT

- Digital Strategies in the Pharmaceutical Industry (MacMillan)
- How much has changed – the current state of the industry
- The social networking “boom”

Technology Transfer

- The state of Life Science technology transfer – research and case
- The results of a range of interventions – EU, VC/PE
- Lessons from Gulf

Life Science Finance

- Finance boutique to support value creation in global life science
- Emerging market focus
- Wealth/healthcare system imbalance

Health Services

- The role of health services
- What strategy and what technology?
- How to transfer technology?

New Collaboration Paradigms

“There is an enormous need for new knowledge in healthcare and concerning the environment. When we speak of competition, we should rather think about a new form of creative collaboration. It is vitally important to facilitate the movement of ideas and human capital”.

Elias Zerhouni, Director of the NIH, March 2007

“The best companies are the best collaborators...The next layers of value creation - whether in technology, marketing, biomedicine, or manufacturing - are becoming so complex that no single firm or department is going to be able to master them alone:”

Thomas L. Friedman, The World is Flat

“We intend to make Pfizer the destination of choice for the energetic, ambitious scientists...Our message to institutions and scientists around the world is: we want to collaborate with you, and we want you to bring us your ideas and suggestions.”

Kindler vows to transform Pfizer into a scientific powerhouse (Financial Times, Dec 1, 2006)

“In essence, university scientists and venture capitalists tightly linked to social networks have the "inside edge" on acquiring the rights to commercialize university generated science”

Gary Pisano, Science Business, The promise, reality and future of biotech. Harvard University Press

New Collaboration Paradigms (cont'd)



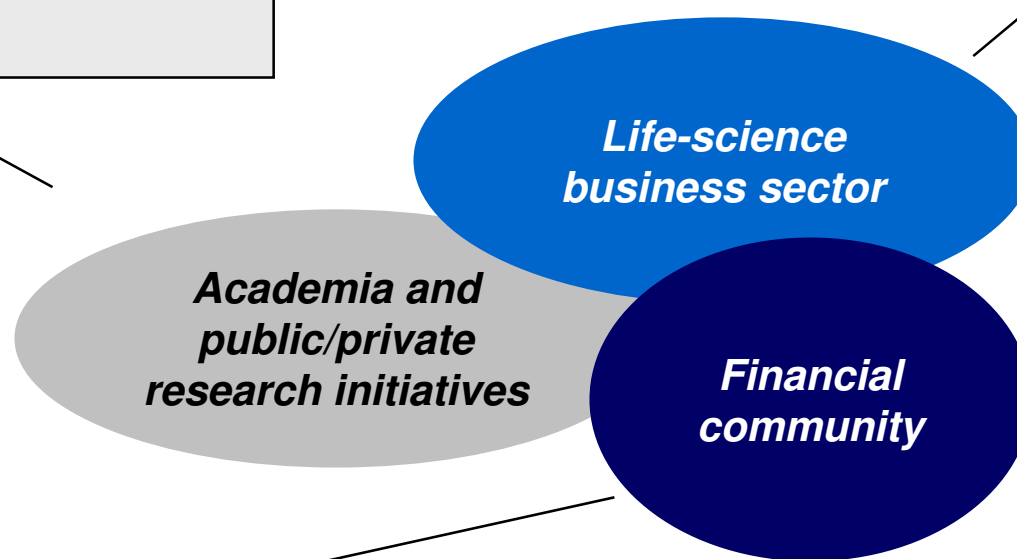
- **Under-investment in life science innovation**
- **Inappropriate resource allocation in life science innovation**
- **The decline in pharmaceutical R&D has commenced**
- **The biotechnology industry has not fully delivered on its promise**
- **Declining R&D productivity and empty pipelines have resulted in life science M&A frenzy**
- **A crisis of credibility coupled with networked healthcare and cost-containment is taking its toll**

The value chain between innovation and the markets is Inefficient

Collaboration: A New Healthcare Core Competence

Lack of resources to fully capitalize on opportunities. Many institutions lack the necessary infrastructure and network to match a project with the right developer/buyer.

The collaborative approach is new to the life science sector and is not yet a core competence. Thus there is a need for a network driven approach.



Often motivated by a short-term revenue generation perspective. Lack of expertise in early stage life science technology transfer.

About implecto (www.implecto.com)

Electronic Platform Dedicated to Life Science Innovation

implecto is an online networking platform that is exclusively dedicated to promoting innovation, technology transfer and value creation in the healthcare sector

Experienced Professionals and Partners

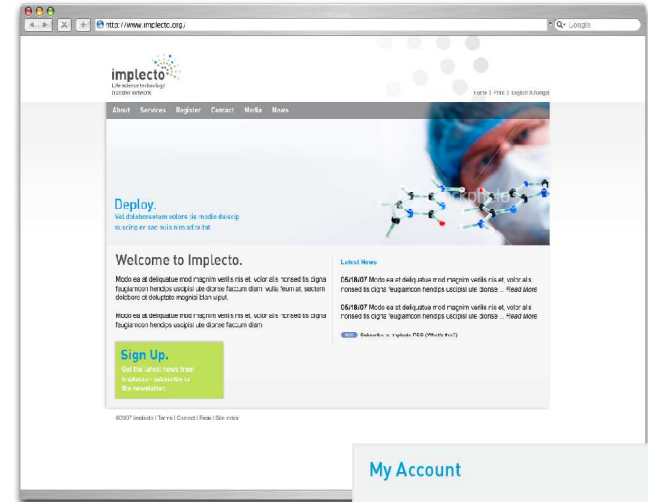
implecto was established in collaboration with INSEAD HMI, Santeum Partners, Capitol Health and CERT. implecto's vision is to become the premier collaboration tool for individuals, research institutes, governments, and corporations with an interest in the life science and health services sector

Meeting the Collaboration Challenge

implecto connects academic institutions, research institutes, investors and biotechnology, pharmaceutical and life science industry partners across the world acting as a knowledge and experience resource - a talent pool of researchers, entrepreneurs and finance and business development partners

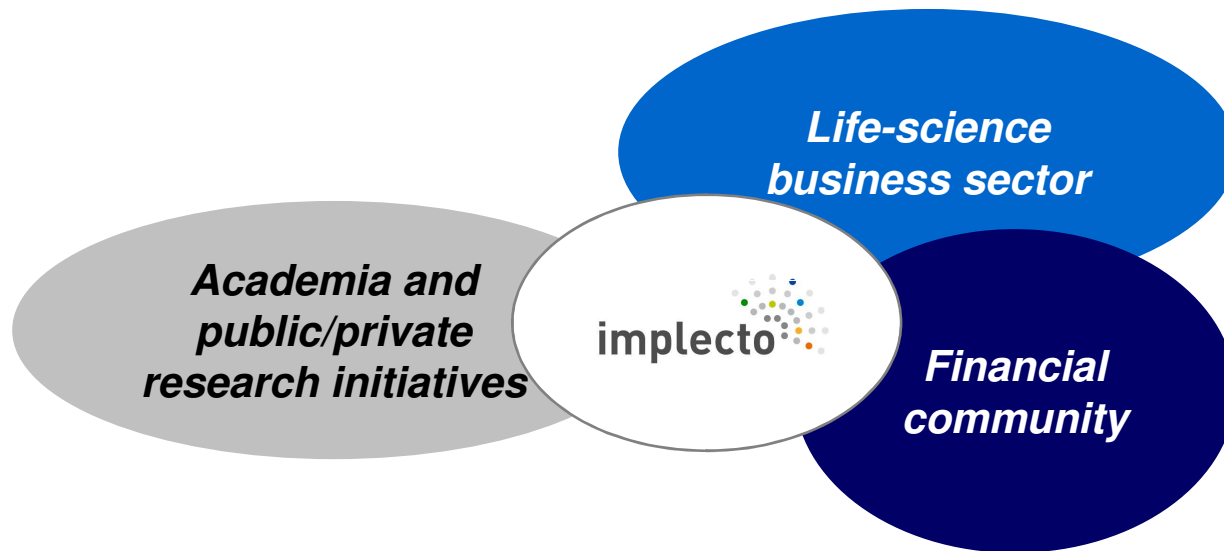
Defining the challenge

- The current life science technology transfer eco-system is weak and inefficient in many parts of the world
- Many of the technology transfer structures that have been created simply do not work due to focus on databases and processes
- Technical support, formal international cooperation and IP exploitation and marketplaces is not enough
- There is a urgent need to create informal, global technology transfer networks that focus on sharing and the promotion of a seamless value chain between R&D and entrepreneurship in life science

A screenshot of the 'My Account' registration form. The form is titled 'My Account' and contains a section for 'Basic information about me'. It includes fields for 'Salutation' (with radio buttons for Mr., Mrs., Ms., Dr., Prof.), 'Name', 'Surname', 'E-Mail', 'Website', 'Phone', 'Address', 'Postal Code', 'City', and 'Country' (with a dropdown menu). There is also an 'Upload image' field and a 'Save' button.

Why implecto?

Bridging the innovation gap:



implecto plays a role in promoting innovation, entrepreneurship, business transformation and global health

implecto – Aims and Objectives

Aims:

- In order to promote sustainable diffusion of life science innovation, implecto aims to harnesses the synergies within the local, national and regional science and technology sources and clusters and builds a global technology transfer structure by connecting people, knowledge, technologies and resources

Objectives:

- To support healthcare sector development priorities (and diffuse relevant innovation across the globe)
- To promote innovation, entrepreneurship and life science business
- To facilitate international knowledge exchange and research collaboration

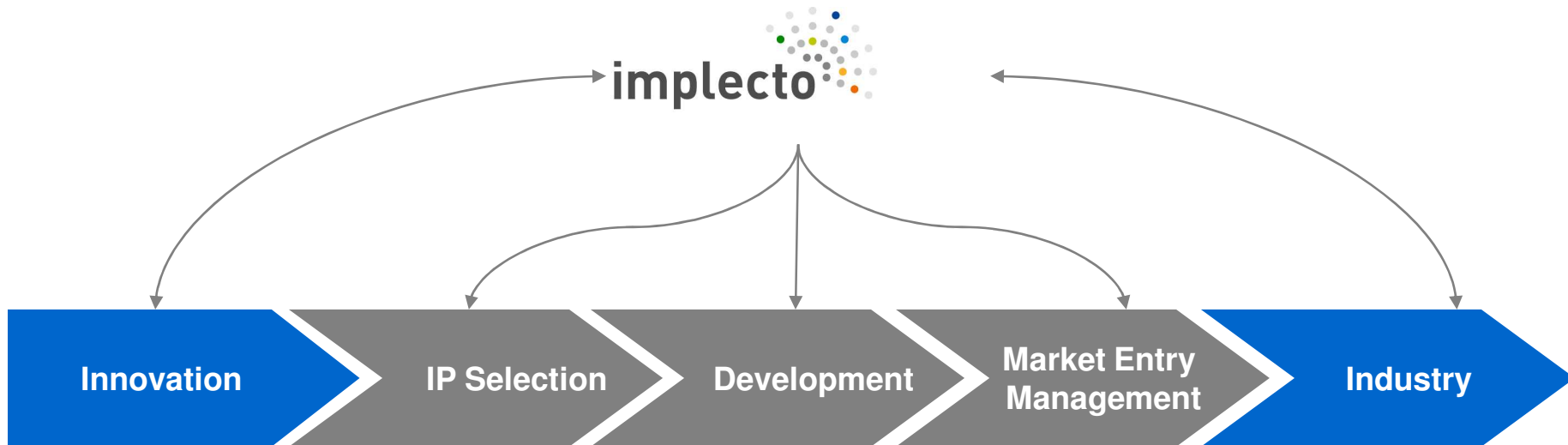
**implecto is dedicated to supporting innovation and value
creation in the life science sector**

implecto – Goals

- **Growing life science entrepreneurship and promoting innovation** – promoting global health through increasing the scope, scale and speed of life science technology transfer
- **Forging Partnerships** – to provide a comprehensive networking platform for researchers, entrepreneurs, investors, government agencies, corporate collaborators and leading research and education institutions to facilitate technology transfer across the life science value chain
- **Promoting business development** – with a focus on building enterprises and a life science sector
- **Advancing Knowledge in Life science Technology Transfer** – building and sharing knowledge and experience in life science entrepreneurial business development and finance and sharing this through training and mentoring
- **Ongoing Assessment & Improvement** – to better understand the effects of network's efforts by evaluating impact and documenting the outcomes

implecto – Concept

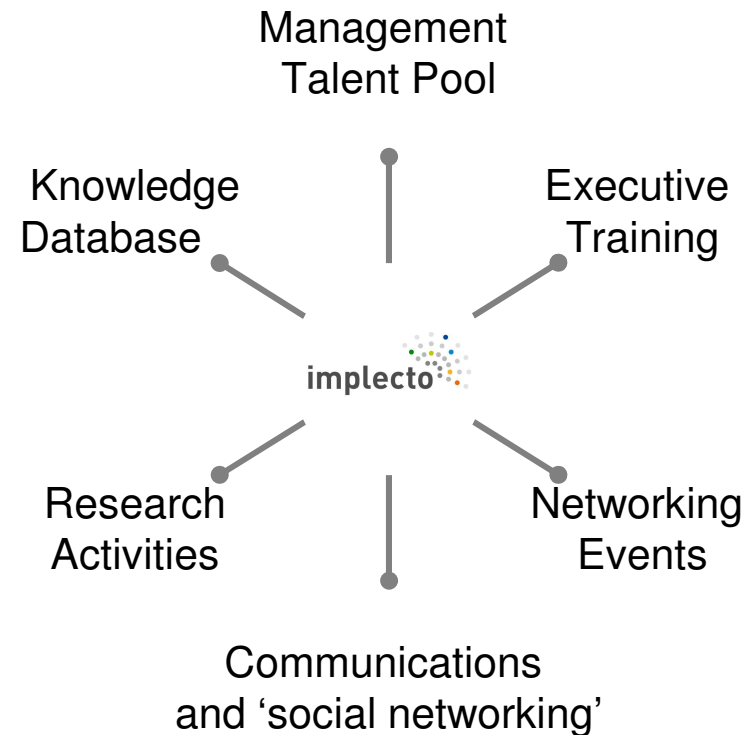
Innovation Value Chain



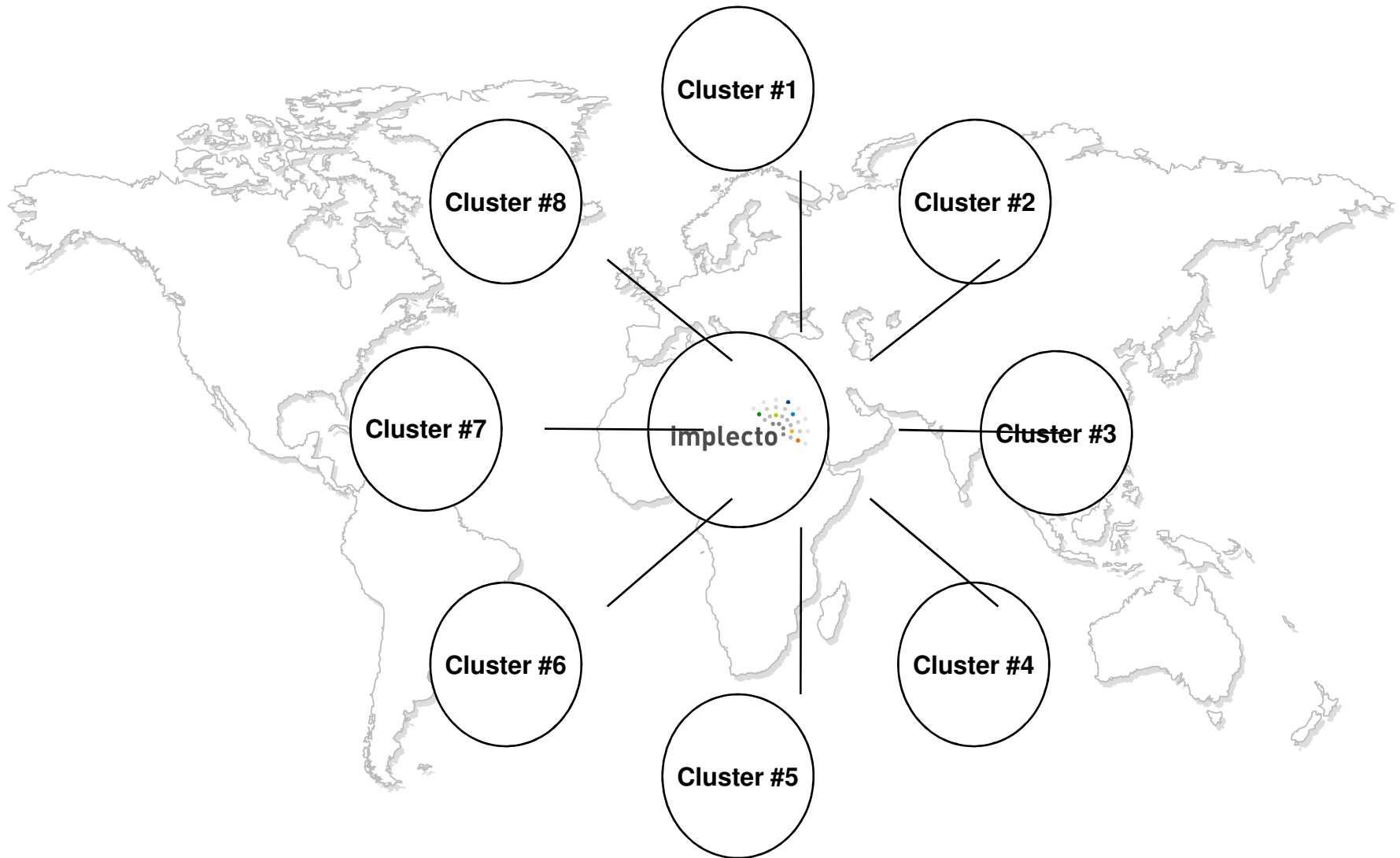
implecto creates a seamless chain between discovery, development and commercialization of health technologies

implecto – Concept (cont'd)

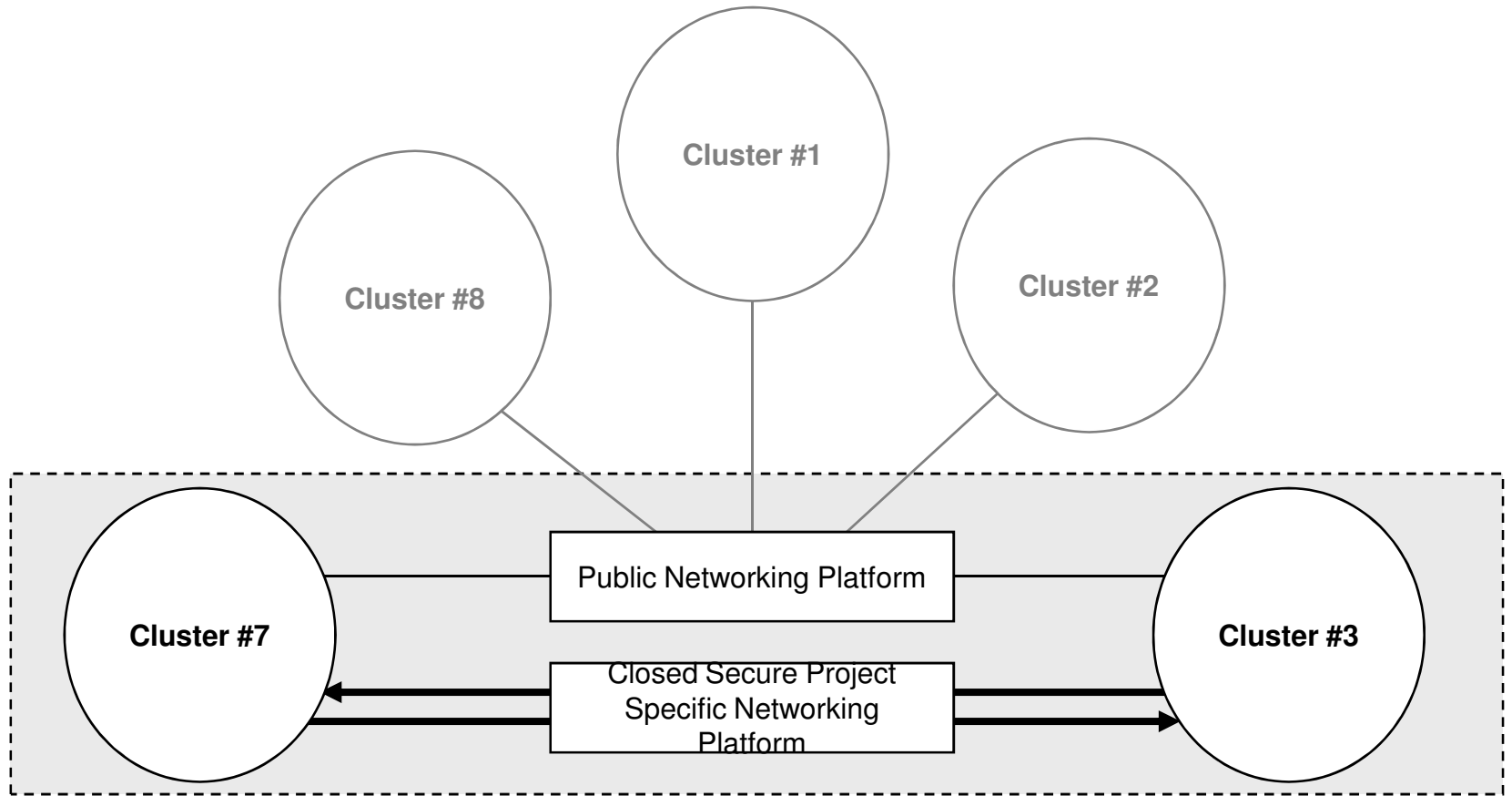
Platform Concept



implecto – Clustering of Clusters



implecto – Collaboration Overview



Summary

A unique life-science network to promote innovation, value creation in the healthcare sector



Platform to facilitate collaboration and global knowledge exchange



Creating a sustainable, growing networking platform to bridge the gaps between stakeholders on the life science value chain



Long-term life science development partnerships without conflict of interest



implecto - the partner for life science innovation and communication

