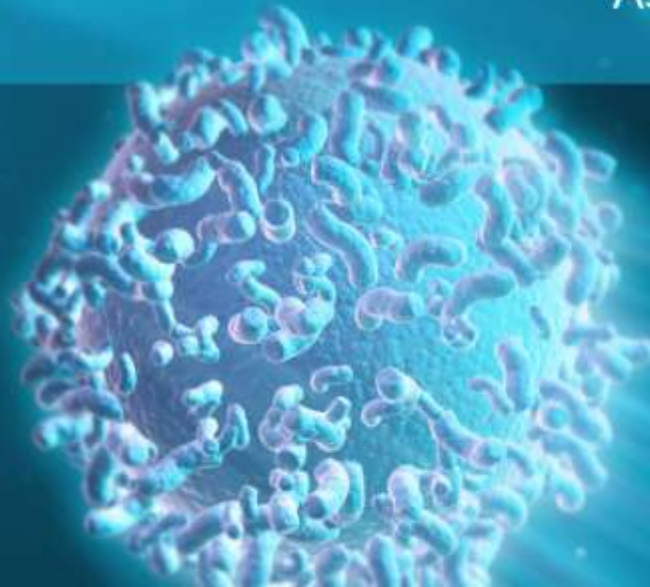


Pushing the Boundaries of Science Together Through '*Open Innovation*' Partnerships

openinnovation
Advancing research together

AstraZeneca 



Ana Rita de Lima
Medical & Regulatory Affairs Director

2nd October 2014

Past Open Innovation Partnerships

Lessons learned and credibility built



- Pioneering industry/academic/government partnership (Scrip Award in 2012)
- 22 AZ compounds made available
- 15 projects funded



- 8 companies participate
- Ph 2a PoC objective
- Template agreements created and utilized
- 14 AZ compounds made available
- 3 projects w/ AZ compound funded



- Early clinical and discovery compounds made available
- Case study successes (see OI website)
- Selumetinib, olaparib
⇒ Ph 3



Rationale for Open Innovation

Benefits to External Investigator & AstraZeneca

AstraZeneca has created tools and technologies that are unique, of interest, and enabling to external investigators

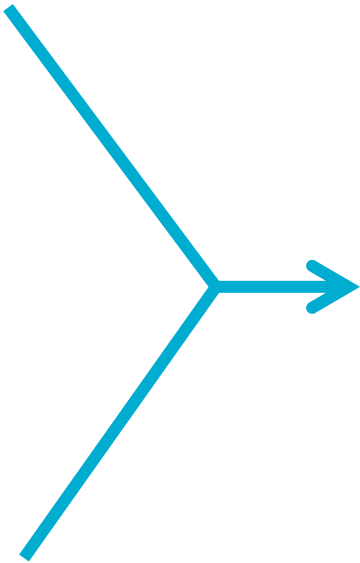
For example:

- Compounds
- HTS facility
- Cheminformatic analytics
- Gene ↑↓

External investigators have developed insight, tools, technologies and access to resources distinct to those of AZ

For example:

- Breath of disease/mechanism insight
- Patients / subpopulations
- Assay technology
- Facilities



Hypotheses that otherwise would not be advanced



Pushing the Boundaries of Science Further to Deliver Breakthrough Medicines

- *Include 'live' compounds*
- *Extend to worldwide*
- *Across all stage of drug research*

**AZ Open Innovation
web portal
Launched March 2014**



Open Innovation offering across all stages of research (page 1 of 2)



• Clinical Compound Bank

- 'Patient-ready' compounds with evidence of human target coverage and manageable tolerability are being offered for novel clinical and translational research



• Pharmacology Toolbox

- Compounds with optimised pharmacological properties are available for preclinical research to explore novel disease biology and advance scientific knowledge



• Target Innovation

- Do you have an innovative target idea for a drug discovery project? We may be able to help you validate your idea, by providing access to our compound library



Open Innovation offering across all stages of research (page 2 of 2)



• New Molecule Profiling

- Sophisticated cheminformatic and screening technologies are offered to explore the properties and therapeutic innovation potential of novel compounds



• R&D Challenges

- To expand our problem solving ecosystem, we are sharing key R&D hurdles and looking to collaborate with and reward those who bring innovative solutions



• Suggestion Box

- Do you have an idea, technology, or suggestion that fits outside of the above mentioned collaboration offerings?



How Does it Work

Guiding Principles

- Review what we offer
- Submit a non-confidential proposal
- If mutual interest \Rightarrow discuss further (CDA, MTA)
- If positive results \Rightarrow AZ option to negotiate license

More details:

- Pre-existing IP remains with original owner
- New IP – ownership framework taking into account the contribution of each party and where possible using industry-approved templates (e.g., Lambert/mICRA templates in UK and NIH/NCATS CRA in US)
- Publication encouraged after allowing AZ to comment, patent to be filed, AZ confidential information protected



Summary

Together we can ..., but are we willing?

- Unlocking the collective power of industry/academic/public partnership will advance medical science and, consequently, benefit patients
- Open collaboration is required
- Pioneering partnerships have piloted the path – but most still stuck in the traditions of the past
- Bold steps are necessary, but parties seem ready



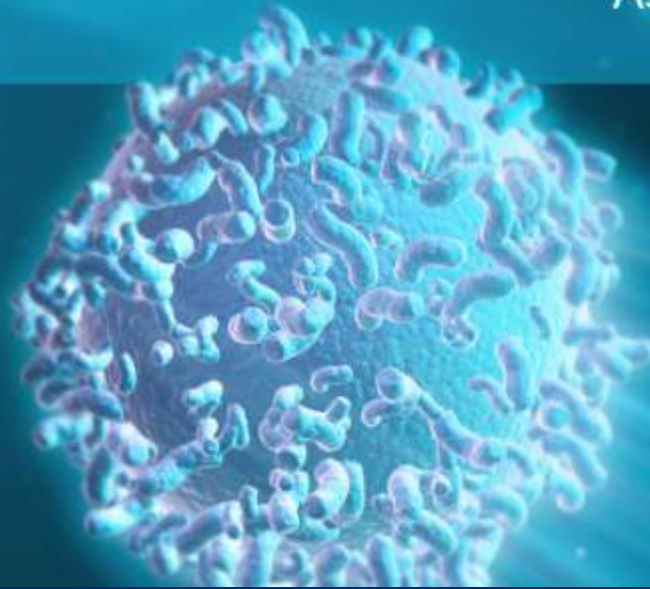
"Your proposal is innovative. Unfortunately, we won't be able to use it because we've never tried something like that before."



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