Cambridge Enterprise:
Do you have research ideas with commercial potential? We can help....

Event: Career paths in cardiovascular and metabolism - making the connections

11th March 2022

Dr Katja Kostelnik
Commercialisation Manager
WHY commercialisation?

The mission of the University of Cambridge is to contribute to society through the pursuit of education, learning, and research at the highest international levels of excellence.

Cambridge Enterprise Limited, which facilitates the commercialisation of expertise and ideas that emerge from the University, is central to that mission.

Commercialisation is a way to generate IMPACT.
WHY commercialisation?

- Societal benefit
- Impact (REF)
- New products and services
- Economic contribution
- New jobs
- Industry connections
- Career path
- Collaborative funding opportunities
- Enhance CV
- Financial rewards
Technologies from a Research Laboratory

- Antibodies
- Assays
- Proteins
- DNAs
- Mouse models
- Methodologies
- Drug targets
- Cells
- Cell therapies
- Gene therapies
- Gene knockdown
- Proteomics
- Signatures/panels
- Imaging
- Diagnostic
- Biomarker
- Cell culture
- Reagents
- Prognostic
- Small molecules
- Sensors
- Cell lines
- Software
- Thera pies
- Combinations
- Enzymes
- Software
- Microscopes
- Equipment
- Senso rs
- Genomics
- Seque ncing
- Proteins
- ADMET Signatures/panels
- Cells
- Therapies
- Sequencing
- Stem cells
- Gene knockdown
- Scaffolds
- Cells
- Gene therapies
- Software
- DNA
- Equipment
- Scaffolds
- Senso rs
“I want my **research tools** to be used by other researchers”

“I have a **research idea** that could solve a significant commercial problem”

“I want to use my **expertise** to advise another organisation”

“I want to set up a **company** to commercialise my research idea”

**Cambridge Enterprise Support to Researchers**

- **Inventions**
- **Companies**
- **Technology Transfer**
- **Seed Funds**
- **Consultancy Services**
- **Research Tools**

Keywords:
- Tools / Materials
- Knowledge / Expertise
- Inventions
- Companies
- Technology Transfer
- Seed Funds
- Consultancy Services
- Research Tools

**Technologies**:
- Gene knockdown
- Sequecing
- Microscopes
- Equipment
- Sensors
- Tools / Materials
- Signal process
- Reagents
- Drug targets
- ADMET
- Proteomics
- Genomics
- Proteins
- Scaffolds
- Enzymes
- Cells
- Cell lines
- Stem cells

**Consultancy & Services**:
- Biotechnology
- Cancer
- Drug discovery
- Gene therapies
- Small molecules
- Biomarker
- Prognostic
- Diagnostic
- Mouse models
- Methodologies
- Software
- Consultancy
- Services
- Reagents
- Publications
- Knowledge / Expertise
- Inventions
- Research
- Technology transfer
- Seed Funds
Commercialisation journey for a University idea

1. What is your solution? Market? IP?
2. What are competitor solutions?
3. Market feedback & relationship building
4. Develop idea/solution
5. Team strategy & planning

Build an attractive commercial opportunity

6. Commercial deal with existing company or new spinout
7. Product development

Led by you/your university team (typically using grant funding)
Support from Cambridge Enterprise

Led by company champion/investors

Market roll-out
DIOSynVax Limited

- **DIOSynVax Ltd** is a spin-out founded by Prof. Jonathan Heeney and his team in November 2019.

- The company has a promising new technology platform designed to **accelerate vaccine development** with a novel computational biology approach to reveal and identify the optimum antigens on the virus surface.

- CE supported and developed **investment case and business plan** with the founders.

- CE Seed Funds **provided initial seed investment** (£250k) to the company.
Before publishing ideas with commercial potential in:
- abstract
- poster/presentation
- publication
- PhD thesis

Please come and talk to CE!

Cambridge Enterprise Limited
University of Cambridge
Hauser Forum
3 Charles Babbage Road
Cambridge
CB3 0GT
UK

Tel: +44 (0)1223 760339
Email: enquiries@enterprise.cam.ac.uk

www.enterprise.cam.ac.uk

Katja.Kostelnik@enterprise.cam.ac.uk

https://www.enterprise.cam.ac.uk/our-services/academics-researchers-and-students/develop-a-commercial-opportunity/disclosure-form/idea/