



Discovery  
Partnerships  
with Academia

Innovative medicines  
through integrated partnerships





“ Discovery Partnerships with Academia is a new model that is built on the principle that originality, passion, deep knowledge and technical know-how are required to make truly innovative medicines. This needs partnership between world class academics and industry-leading drug finders, with each party playing to their strengths.”

Dr Patrick Vallance

Senior Vice President and Head of Medicines Discovery and Development, GSK

## What is this new approach?

Discovery Partnerships with Academia brings together the insight and creativity of the academic world with the drug discovery expertise of GSK to establish truly integrated partnerships. In this way we can translate innovative research into medicines that benefit patients.

## What makes a good Discovery Partnership?

We are looking for projects which have a specific and testable hypothesis for how a future medicine would deliver therapeutic benefit to patients. This could be in any disease area and involve either a small molecule or biopharmaceutical approach.

Our focus is to translate existing ideas into potential medicines, and some ideas will stand out as fitting best with this approach. We will undertake projects starting at any point in early drug discovery, whether or not lead molecules have already been identified, but we are not looking to support exploratory research or the development of technology platforms. We are specifically looking for those opportunities where there is a complementary match of skills and where GSK can make a positive contribution to success.

## Who do we want to partner with?

We are looking to partner with academic researchers who have recognised expertise in their chosen field, and who want to be involved in a collaborative approach to turn their innovative research into medicines.

We recognise that great academic science takes place at many places all over the globe, so we will establish partnerships wherever the best opportunities are located, and will not be limited to any particular academic institution or geography.



## What's in it for academic researchers?

Through these Discovery Partnerships, GSK offers academic researchers and their institutions:

- A single partner from idea to medicine
- A key role in the project, working alongside a drug discovery expert from GSK who will build a team that complements the academic group
- Access to a broad array of people, tools and techniques within the GSK scientific community
- High quality joint publications and generation of new research tools
- A financial share in the success of a future medicine



## How does it work in practice?

Each project will be undertaken by a joint team, with members from both the academic group and GSK working towards agreed common goals.



The academic principal investigator will play a key role, contributing a proportion of their time and effort. The knowledge and skills of the academic group will shape the project and provide a critical source of biological and disease understanding for the team.

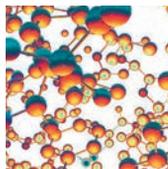
GSK will provide an experienced drug discovery expert to every partnership, who will coordinate and integrate the application of the vast range of expertise, experience and resource available within GSK to meet the specific needs of each project.

There will be a straightforward and consistent agreement framework to enable rapid project initiation and clarity of purpose, responsibilities and rewards.

GSK will provide financial support for the project on a stepwise basis. When a project stage is successfully completed, payments will be made to recognise this achievement and support further progression.

Where a project leads to the successful launch of a medicine, financial rewards will be shared through royalty payments.

If a project fails to meet its agreed objectives at any stage it may be terminated. In this event commercial rights will be granted to the academic partner, thereby maintaining the opportunity to develop a medicine.



## Who will you work with?

We have established a dedicated team of scientists within GSK to run these Discovery Partnerships with Academia, each of whom has extensive experience in early drug discovery. The team includes:



Duncan Holmes  
Head of DPAC EU



Iain Uings  
Biology Leader



John Liddle  
Chemistry Leader



Danuta Mossakowska  
Biology Leader



Jeremy Griggs  
Biology Leader



Ann Walker  
Chemistry



Mark Bamford  
Chemistry Leader



Andy Pearce  
Biology Leader



Stephane Huet  
Biology Leader

If you think your work has potential in any therapeutic area, and you would like to be part of turning that idea into a medicine, we'd like to hear from you. To find out more about Discovery Partnerships with Academia, send an introductory email to: [dpac@gsk.com](mailto:dpac@gsk.com)

If you would like to work with GSK, but this approach doesn't seem right for your project, you can explore other ways to collaborate by visiting [www.gsk.com](http://www.gsk.com).