

eatris

European infrastructure
for translational medicine



1. Service request

- Letter of engagement
- Outline of project goals & service request



2. Matchmaking

- Database identifies relevant infrastructure, disease knowledge and patient cohorts
- Client has lead in selecting partners



3. Exploration

- Institutes explore project with client
- Client chooses institute(s)
- Project Plan created



4. Initiation

- Define steps, milestones, budgets
- Draw up bilateral contracts - from template or master agreement



Case 1 - Japanese Large Pharma

Successful imaging/animal study leads to new
global public-private collaboration

CASE OF: Matchmaking

COMPANY REQUIREMENT: Centre with specialized technology (PET/MRI imaging) and specialized animal model (primate) to validate findings on a new candidate drug.

PROCESS: Centres in NL, IT and FR proposed. Client selected French centre and commissioned complex PET/MR imaging study.

KEY SUCCESS FACTORS:

- Network functioned to quickly identify specialist centres and offer a choice
- Client's requirements well understood
- French site provided professional engagement, high quality and timely delivery.

FUTURE: Relationship will continue after initial study

Case 2 – Swedish Biotech

European cooperation harnesses
specialist academic skills for SME drug development

CASE OF: Matchmaking

COMPANY REQUIREMENT: Highly specialized mass spectrometry (MS) for SME drug screening

PROCESS: Site with exactly the required capability identified in Prague via local EATRIS Vaccine Platform contact person. Pilot activities, service contracts agreed. KEY SUCCESS

FACTORS:

- **Involvement of EATRIS in partnering event, unexpected match quickly identified**
- **Service oriented mindset of institution**

FUTURE: Longer term partnership supporting the European SME drug development

Case 3 – Strategic Project (Imaging)

Pre-competitive collaboration to establish
global standard for new imaging research technique

CASE OF: Development of global accreditation program for clinical PET/CT image acquisition using ^{89}Zr

REQUIRED: Strategic collaboration with European Association Nuclear Medicine (EANM)

PROCESS: Harmonisation of PET/CT scanners to enable multi-site clinical trials. 10 Eligible EATRIS sites identified (CZ, FI, ES, IT, NL, FR). Collaboration agreement.

KEY SUCCESS FACTORS:

- Combination of EATRIS and EANM critical mass and expertise

FUTURE: Acceleration of the use of Zr-89 imaging in clinical development of antibodies and antibody-drug conjugates. Standardization will improve the quality and applicability in biomedical R&D. Over 125 global centres eligible.

Case 4 – Strategic Project (Drug Screening)

Global collaboration to establish quality standards to benefit HT screening

REQUIRED: A robust quality assurance system to benefit high throughput drug screening centres

PROCESS: A global collaboration group in Translational Medicine is implementing a robust assay to be run at multiple sites in a ring test setting, allowing the inter-site comparison of data. 5 eligible HTS sites within EU/EATRIS have been identified, in addition to 10 public and private global screening sites.

KEY SUCCESS FACTORS:

- Critical mass and organization
- Incentives large for industry to improve reproducibility and confidence

FUTURE:

- Extension to other QA/QC systems, with key role for RIs

Case 5 – Hub Consortium (Imaging)

Multi-centre PP collaboration across a wide expertise range, involves big pharma company

WHAT? Development of a Hub for multi-institute public-private collaboration.

COMPANY: A top 10 pharma company interested in access to a broad range of academic research topics through an organized consortium

PROCESS: After introduction through EATRIS imaging contacts, 5 EATRIS sites (NL, SE) + central EATRIS office to administer the Hub. Master Research Collaboration Agreement (IP, publication, governance and operations)

KEY SUCCESS FACTORS:

- Good collaboration between centres of excellence
- Single entity to negotiate Master Agreement
- Pre-competitive, open innovation approach

FUTURE Individual underlying tailored project agreements, accommodating an estimated 3-5 various projects (preclinical and clinical) per year, exploring a range of expertise. Open for other companies to join.