

APRIL 2020



ON eNews



Welcome to our April 2020 edition, updating you on our own planned engagement activities, those of others in the sector and some pointers on how to utilise the One Nucleus platform to maintain your profile during this disrupted time. Disrupted doesn't really feel like a sufficient description of how Covid-19 has forced all of us to adapt to new ways of day-to-day living, new business approaches and new perspectives on what collaboration really means. It has been fantastic to see how the sector has responded to the call to action across the board, including donating equipment or time, focussing R&D efforts to accelerate the development of tests, vaccines and treatments and not forgetting the smaller actions of simply supporting a colleague or friend who is finding the uncertainty tough. Everyone doing what they can to meet a collective challenge. Is this the closest any of us will get to a truly win-win collaboration?



It has been our pleasure to support members that seek help as far as we are possible. Disseminating [calls for donation of PPE](#) locally and nationally, signposting to relevant web pages for those looking for advice, promoting webinars our expert members are delivering, convening virtual meetings on key topics and one-to-one introductions where useful have all been undertaken. Of course, sometimes noise does not create impact, so rather than repeat in this eNews, you'll find details of much of these posted on one or more of our [website](#), [LinkedIn](#), [LinkedIn Group](#) and [Twitter](#). In a similar approach to avoiding simple duplication, I would also highlight the dedicated Covid-19 web portals set up by our national trade associations at [ABHI](#), [ABPI](#) and [BIA](#) accompanied by their weekly webinars. Collaborating with MedCity and SEHTA we are keen to ensure as far as possible the voice of SMEs in our sector is not lost in the noise. A short and simple [online survey](#) will enable us to gather key concerns for the short and medium term, MedCity being well placed to feed this into the Mayor of London who now attends the UK Government's COBRA meetings and for sharing with other politically facing associations and bodies.

This is a strange and uncertain time with disruption of an unknown duration. We have seen many planned events and courses move to a digital format and we are doing likewise for those that are adaptable, whilst continuing the already online services. Recognising the time and financial pressures our members are under, do rest assured we will be adapting our activities to formats we feel are effective, efficient and engaging. We have already informed members about a free 3-month extension to their membership throughout the year, made significant progress on developing online event plans and evaluated how we can enable 1-2-1 partnering at a cost lower than a traditional event.

Watch out for updates, opportunities and calls to action as we move through this challenging time together. In the meantime, the One Nucleus team wishes you health, true collaborations and successful navigation of the challenges.

Tony Jones, CEO, One Nucleus

Maintaining Your Profile Whilst Socially Distant

In the current environment of heavily restricted travel, global conferences and meetings we are acutely aware that our members are having to adapt in their business development and marketing strategies. I am sure, like us, you are now thinking of other ways to profile the partnering/investment opportunities or services you offer. **We want to be sure you are aware of the ways you are still able to engage with One Nucleus and the free or discounted digital options we offer to members.**

Events Online

We are preparing to adapt or replace the planned events in the near term with digital versions as far as possible that will still enable the knowledge exchange, discussion and profiling you associate with One Nucleus engagement. These will launch soon and we will continue to promote webinars delivered by members that others can access. Do keep up-to-date on the plans by watching out for the alerts [here](#). For more information or to discuss any suggestions please contact [Alicia Gailliez](#).

Who would you like to hear chatting?

A new element we are exploring is to set up a series of fireside chat webinars to enable participants to listen in to key opinion leaders and those with interesting stores to tell in one-to-one discussion. The challenge is finding the pairs, so we would love to receive your suggestions of who you'd like to hear sharing their views. Do email any suggestions direct to [Aline Charpentier](#).

Free and Available to Members

- Your company automatically listed on our website and in the [Annual Review & Directory](#)
- Ability to post news, job adverts and events (including webinars) on our website
- Social media coverage of member news and events (including webinars)

For more information or to discuss these options, please contact [Laura Hicks](#).

Available to All, but Discounted for Members

- Annual Review & Directory advertising options – 40% reduced pricing for members over 2019 prices, starting from £600 +VAT
- Monthly eNews advertising options - £500/£800 +VAT for members/non-members

For more information or to discuss these options, please contact [Laura Hicks](#).

You can always catch the latest news and updates on our social media channels ([Twitter](#) & [LinkedIn](#)) and in the [One Nucleus Group](#) on LinkedIn, which is open to members and non-members.



Membership Extension and Event T&Cs

As a not-for-profit membership organisation, One Nucleus have always viewed our activity and existence as a true collaboration with our members. We want to continue that collaborative relationship by supporting our members when they most need it, now and as they recover from the disruption, as far as we are able to do so. To this end, when you renew your One Nucleus Gold or Silver membership it will be extended for an **additional 3 months free of charge**. This will also apply to new Gold and Silver members should being part of our community now feel attractive.

It is also apparent that there are a number of different approaches to event terms and conditions across organisers that have come into focus as a result of Covid-19. We would like to reassure anyone registering for a One Nucleus activity our standard T&Cs remain that a full refund will be offered if One Nucleus cancels the event for whatever reason.

For further information about the membership offer please contact accounts@onenucleus.com.

Scientists on Standby

Calling all scientists!

There is a war on coronavirus and the world needs your help. Can you lend your scientific skills and experience to support COVID-19 testing and screening?

The good news is that there is a surge in the supply of COVID-19 diagnostic tests, which we need to get this pandemic under control. However, we'll also need more scientists to process samples and run assays, as existing labs may be overwhelmed by the demand.

That's why Scientists on Standby are looking for volunteers with expertise in a number of key areas, including: **rtPCR**, **Immunoassays** and **GLP**.

How you can help:

Scientists on Standby are putting together a database of volunteers who may be able to step in and support with sample processing, rt-PCR, immunoassays etc. to meet the need of healthcare systems and diagnostic labs, should they become overwhelmed.

If you are interesting in joining the standby list or to find out more, please click [here](#).



Life Science SME's, your opportunity to share your business challenges during this turbulent time



MEDCITY

**one
nucleus**



MedCity, One Nucleus and SEHTA are working together to support economic growth and development in the health-tech and life science industry. We are looking at ways in which we can offer support to companies to navigate the challenges that we face during this pandemic. In order to understand what the biggest challenges you face are, please spend 5 mins to complete the following survey.

Your input through this survey will be used to provide insight to the Greater London Authority (GLA), national government and other relevant organisations on the short and mid-term challenges that life science SMEs are facing. This insight will help to surface the right solutions to enable life science SMEs to manage through this current period.

We are asking SME's we work with and support across the sector, to help us understand their current and medium-term major business concerns, so we can collate this information and use it as a basis for discussion with relevant government and ecosystem stakeholders.

In order to do this, we would like you to answer 4 questions so we can work to raise common critical issues on your behalf.

Please complete by Sunday 5 April 2020 by 24:00 hrs - click [here](#) to complete the survey.



Upcoming Webinars & Digital Events

One Nucleus Led

Weekly | Life Science Marketing Masterminds - [find out more](#)

06 April | Online Introduction to Managing Life Science Projects - [register](#)

16 April | Career Pathways Webinar: Progressing to Senior Lab and Non-Lab Based Roles - [register](#)

22 April | BioWednesday Webinar: Leading Teams Through Uncertainty - [register](#)

22-23 April | Introduction to Drug Discovery Webinar - [register](#)

5 May | Innovation Seminar Webinar - [save the date](#)

Member Led

Various | RSSL offers webinars and digital Pharmaceutical Training - [find out more](#)

Weekly | KPMG COVID-19 Webinar Series - [find out more](#)

27 April | **MEMBER DISCOUNT:** SysMIC Module 1 Course - [find out more](#)

28 April - 1 May | **MEMBER DISCOUNT:** Digital BioTrinity 2020 - [find out more](#)

29 April | DIT: Creating Captivating Content Webinar - [find out more](#)

Members, get in touch if you would like your webinar/event promoted on our website and social channels, laurahicks@onenucleus.com

Corporate Patron

AstraZeneca 

Corporate Sponsors

CHARLES
STANLEY
Wealth Managers

CHESTERFORD
RESEARCH PARK
CAMBRIDGE

FISH.
FISH & RICHARDSON

MSD
INVENTING FOR LIFE

Roche

TaylorWessing

ThermoFisher
SCIENTIFIC



Advertise your company in our Annual Review & Directory!

Click here to get in touch and learn how you can be seen by thousands.

Advertising options from £600