

CEO Second Anniversary Update

It's approaching two years since I was delighted to accept the opportunity to become CEO of One Nucleus and lead its on-going development. The sector continues to change at pace as we all know and we continue to evolve too, advocating the excellence and needs of our members, the region and UK as we feel able and appropriate.



Our context:

We continually assess ourselves and strategy against the founding principles of our constituent parts, ERBI and London Biotechnology Network (LBN) ahead of their 2010 merger to form One Nucleus. By way of recap for those who know us well and scene setting for those who are new entrants and less familiar with One Nucleus, I felt a brief reminder of what we see as our mission would be useful here at the outset.

Those founding aims were to:

- Support and enable the Life Sciences sector in the region to communicate and collaborate in order to capture the maximum value from the world-leading research and innovation taking place here. That perceived value is dependent on perspective and includes improved patient outcomes, return on investment, economic development and entrepreneurial success as great research is translated into life changing medical interventions.
- To promote the strengths and opportunities the region offers investors, entrepreneurs and industry partners in order to attract and facilitate the deployment of capital in our companies and research base.
- To highlight the challenges our region faces and the barriers to even greater growth and success. Regionally, this includes such issues as calling for creation of more commercial R&D space, aligning the skills agenda with the needs of our employers, investment in infrastructure and continuing funding of research and innovation.
- To coordinate business support initiatives in disciplines such as Learning & Development, Purchasing, Facilities Management, Recruitment and connecting to the extremely expert advisory community supporting our businesses.

Communicate & Collaborate:

Continuing redevelopment of our website and communication tools such as our monthly eNews, trainingNEWS, events and Annual Directory is enabling us to keep our global network up to date on what our members are achieving, emerging themes within the sector, business offers and engagement with third parties to explore new opportunities. Our 'Future of Communication' video collaboration with Giggabox, which launched at Genesis 2018, captured the insights of numerous members on how they saw the current trends playing out towards a communication interface that would be increasingly dynamic and interactive. A conversation with their stakeholders rather than a one-way information push.

These insights continue to be promoted and forming on-going discussions, most recently in a dedicated session at ON Helix 2019.

Collaboration and partnering is the life blood of our sector and remains a key element of how One Nucleus delivers. A very important collaboration for One Nucleus is that with our members. Engagement with the expertise in our member companies is what enables us to bring high quality content and learning to our event agendas where the aim is focussed on how we can share knowledge in order to be the best possible versions of ourselves, our companies and collectively to deliver better health outcomes for society. Our sector is global in nature of course, a fact not lost on One Nucleus whilst we retain a regional heart. We maintain extremely positive relationships with international groups supporting two-way trade and collaboration in order to facilitate our members in exploring growth opportunities. This was highlighted at the 2019 BIO International Convention where, exhibiting for the first time, we were able to display our global connections across USA, Canada, Asia and Europe within our **on-stand materials**, in 1-2-1 meetings and through their events. Collaboration with groups closer to home is valuable too and it's a pleasure to be working with complementary membership groups such as CW, Innovation Forum, Business Weekly, MedCity and more.

Promoting Our Assets:

Whilst not a Government-funded economic development agency of which there are several active, One Nucleus still invests significant resources in being a champion of our members, our region and the UK sector as a whole. The driver for us in such promotion is clear. One challenge all our members refer to when asked is access to capital. This can be in the form of venture investment, corporate deals or customers. Attracting those with budgets to spend to consider who and what is here in the region we feel is a great way to open some of these routes to finance. We take every opportunity possible at our conferences for example, to ensure we offer our members the opportunity to be contributing content and speakers in order to showcase their excellence. Our credibility and the assets we have to promote are entirely outside of our office and take the form of the network of high quality companies, research institutes and people in the network of which we are lucky enough to be the custodians. Above, I mentioned our presence at BIO 2019 in Philadelphia where we exhibited for the first time. This was the largest example of our increasingly visibly presence at events to capture interest which have included Anglo Nordic Conference, The Future of Swedish and Danish Life Science Sector, Global BioMedical Innovation Summit, BioIntegrates and will, this November, include exhibiting at BioEurope. We utilise these areas to showcase our members and region, offer enhanced profiling options to members and to provide a 'home base' to visit between partnering meetings or sessions.

Unmet Needs:

Far from being a lobbying organisation, that is the responsibility of others, the One Nucleus role is to provide a platform for our sector's voice to those influencing policy makers in central and regional government who have within their gift the ability to address the barriers that restrain growth in our region. The relatively recent past has seen the publication of strategy documents such as the Life Science Industrial Strategy, Regional Science & Innovation Audits, the Cambridge & Peterborough Independent Economic Review and just this month the 'Towards a Growth Prospectus for the UK's Innovation Corridor'. We will continue to gather and validate the Life Science data that provides evidence to the owners and drivers of these multi-sector lobbying activities. Pressing for investment in areas such as infrastructure, connectivity, skills, transport and housing is important. These are all wider enablers of unrestrained growth if delivered in a well planned and timely manner.

There are also sector-specific needs we are keen to see addressed of course, and we see advocating our members needs in this regard vitally important.

Supporting lobbying groups where their key recommendations to Government align with what we hear from our members and stakeholders shall continue. We are also more than happy to engage directly where we are consulted by the policy makers. In cases where we are not being asked and we disagree with other recommendations being made, I am very comfortable with proactively voicing views we hear from members and the region directly or via publication. Increasing our research and consultation in this area is high on our agenda. I have always felt a strong relationship between the regional groups and national groups is key if we are to have maximal impact and clarity of message to Government since regions have varying needs across the UK and we all need to be heard. There is no formal mechanism for this at present to demonstrate to members their voice is heard. So some work to do for our members and the wider region here as we move forward.

Coordinating Support:

As a membership group with a strong people-factor ethos it will surprise no reader that enabling communication, knowledge-sharing and networking is deemed a very effective mechanism through which to enable our members to access world-class advice and guidance as they grow. It's not just any networking we strive for however, it is disciplined networking where relationships are built, key insights are shared and a collaborative ecosystem nurtured that attracts investment, talent and further innovation seeking to be translated.

More formally, we deliver directly or with partners, access to one of the largest Learning & Development suite of **courses** available in the sector. We continue to grow this aspect with the addition of **ON Career Track** and the establishment of the Skills Special Interest Group. Our members can benefit from significant savings on their day-to-day burn rate through our Preferred Suppliers (Gold members only) and One Nucleus **Marketplace** (all members). The **Purchasing Scheme** is the longest established such scheme in Europe and saves our members in excess of £3M per year on list price goods and services. Many will be aware that finding available R&D space at the right time, in the right location and at suitable cost is always a challenge when growing a company. We have all the regional science parks and some form further afield in membership and help companies locate space on a weekly basis. Moreover, we can support companies in project managing the **design and fit out** of the identified space via our facilities consultancy service. The Business Intelligence, Innovation Seminars and Leadership Days bring focussed sharing of knowledge and awareness from key One Nucleus Partners, complementing the networking **events** and larger annual conferences.

Hopefully the above provides a whistle-stop tour of the One Nucleus activities, aims and ethos as your champion. Personally, I feel extremely fortunate to be supported by a first class chairman and board of directors, corporate sponsors and a network that is always happy to help. As CEO, I am also fortunate to have the support of an effective, professional, innovative and collaborative team who work incredibly hard to deliver on the above aims. They, like me, very much look forward to continuing the journey to improving patients' lives as we all move forward.

Tony Jones, CEO, One Nucleus

ON Member Offers

A UK-based SME flying to the US to grow your business?

Our longtime collaborator United Airlines have launched a **tailored package** of support to make non-stop trips to Chicago, San Francisco, Los Angeles, New York, Houston, Denver and Washington DC from four UK airports and onward connections through the US a little easier.

The special travel programme immediately offers complimentary seat assignments in Economy Plus from Economy, benefitting from extra legroom, plus United Club lounge access at London Heathrow and introductory points on Partner Plus Benefit.

The first 20 One Nucleus members to purchase a transatlantic ticket

with United Airlines in any cabin, will receive a complimentary business class amenity kit. Email info@onenucleus.com if you're interested in this offer.

In addition to the above, we provide UK SMEs special corporate fares when flying from UK to the US. For more information on this, please contact Deirdre.Moloney@united.com.



Is the availability of the right R&D space in the right place at the right price a limiting factor to your growth?

One Nucleus is pleased to be working with the team at **Creative Places** to research the current and future needs for our cluster and wider UK via the short survey [here](#).

The information gathered will serve two main functions. First it will be timely to fit into local property development and Local Industrial Strategy planning via the relevant regional government departments. Second, it will inform R&D space providers, such as universities, hospitals and science park developers of the future needs such that they can tailor their pipelines and investments accordingly.



Member Offers **Cont.**

Your chance to engage employees of the future at Nature Careers EXPO
3 October 2019, London

Members tell us frequently that one of the major concerns about their growth and success is whether they can access and recruit the best people.

To assist in this, One Nucleus have recently renewed their Partner Programme engagement with **Nature Careers**. An early benefit of the collaboration is One Nucleus member companies having the option to showcase themselves to thousands of potential employees at this year's Careers EXPO in an open pavilion format to keep costs down.

Full details are available [here](#).

Why you should be a part of Careers Live



naturecareers

ABHI US Accelerator – Growing your business in the world's biggest healthcare market

ABHI have launched their **US Accelerator program** and calls for engagement in their forthcoming trade missions for those businesses seeking to access the US market.

A year round support framework provided by ABHI, partners such as Dell Medical School and a high calibre mentor portfolio.

Full details available [here](#).



ABHI
HealthTech **for Life**

ON Charity of the Month

Parkinson's Concierge supports Spotlight YOPD

Parkinson's Concierge is a vehicle to support charities that represent People with Parkinson's, like Spotlight YOPD.

Gaynor Edwards runs Spotlight YOPD, a charity representing the 7000+ people diagnosed with YOPD (Young Onset Parkinson's)

The YOPD community often find themselves in a catch 22 when it comes to getting awareness and better services... Many struggle to accept their diagnosis and keep it quiet, for fear of it impacting on their work life and earning potential. Some even keep their diagnosis quiet from friends and family.

"YOPD is not new," says Gaynor, although official recognition of it having separate disease status only came to light a few years ago. So many are told - correctly, as it turns out - that they are too young for it to be Parkinson's.

Spotlight YOPD's vision statement is 'YOPD will have universal recognition to counter the stigma and better address the specifics of a younger Parkinson's diagnosis'.

This is not an old person's condition - it's hard to be too young for a condition with 'young' in its title.

"It sounds bizarre" she says "but this is partly a rebranding exercise. Parkinson's suggests an elderly condition and no one likes the word 'disease'. The name alone create stigma, especially for younger people who are trying to live busy active lives. Many don't understand the condition themselves; many are in denial.

"Working with YOPD advocates, like Russ and Charlotte from Parkinson's Concierge is invaluable," she says. The couple talk the talk and walk the walk, running a business and helping others understand YOPD and the gaps to be addressed.



"We need people to step out of the shadows and show the reality of YOPD," says Gaynor, 'and that's exactly what Russ and Charlotte are doing.

Find out more at spotlightYOPD.org and parkinsonsconcierge.com

ON Training

SEPTEMBER

- 10 The Safe Use and Management of Laboratory Gases - [register](#)
- 18 Introduction to Drug Development – Non-Scientific Professionals - [register](#)
- 20 Introduction to Drug Development – Scientific Professionals - [register](#)



ON Marketplace

Offers Member Discount

We've added new vendors to our Marketplace!

The Member Marketplace is a convenient destination to find products and services at discounted rates from One Nucleus members to other members.

Services and products are sorted into departments for ease of navigation as well as a full list of our Marketplace vendors for browsing.

Have a look [here](#) to see where you can save.

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ON Mentors

Getting The First Steps Right

Each month we will be highlighting our mentors so you can get to know them better.

Our Mentor of the Month is **Andrew Muncey**.

Andrew brings over 30 years' experience in finance and management to Artios Pharma. He previously served as Co-founder and Chief Financial Officer of Acacia Pharma, and Chief Executive Officer of Amura Therapeutics.

Andrew has been Chief Financial Officer of several healthcare companies, including Bicycle Therapeutics, Kymab,

Mission Therapeutics and Virttu Biologics. He has raised significant amounts of equity and debt funding, including over \$250 million in private equity, and has completed many acquisitions, disposals and restructuring deals in the healthcare market.

He has over 15 years' corporate finance and capital markets experience from PricewaterhouseCoopers and UBS.

To find out more about Andrew and to learn more about our mentor program click [here](#).



What's ON?

AUGUST

- 14 **BioWednesday Cambridge:** One Nucleus Summer Social, with [AZoNetwork](#) exhibiting - [register](#)

SEPTEMBER

- 4 **BioWednesday Cambridge:** Collaboration - The Key to Success and Delivering Innovative Solutions in Life Sciences - [register](#)
- 25 **BioWednesday London:** The Evolution of Funding and Support for Early Stage Research - [register](#)
- 26 Regulatory Strategies and Market access in the UK, The USA and other Markets - [register](#)

ON Other Events

AUGUST

- 13 Connect2Innovate Meetups in Cambridge - [find out more](#)
- 15 Careers @ Mogrify Day - [find out more](#)
- 21 Connect2Innovate Meetups in Oxford - [find out more](#)

SEPTEMBER

- 4 Getting NHS Market Access for Medicines - [find out more](#)
- 5 NICE Scientific Advice Masterclass For Biotech Companies - [find out more](#)
- 10-12 **MEMBER DISCOUNT:** Nordic Life Science Days - [find out more](#)
- 11-12 **MEMBER DISCOUNT:** Biopharm America - [find out more](#)
- 12 Breakfast Networking: Recruitment and Retention After Brexit - [find out more](#)
- 23 **MEMBER DISCOUNT:** RAREsummit19 - [find out more](#)
- 23-25 The MedTech Conference - [find out more](#)
- 25-26 Healthcare Sensor Innovations - [find out more](#)



Cambridge Rare Disease Network presents

RARE
summit | 2019
PATIENTS AS PARTNERS

ON Blog

Five PR tactics to boost your life science tradeshow success and maximise ROI - a guest blog post by BioStrata

It's no secret that life science tradeshow can provide an invaluable opportunity to raise your profile and boost awareness of your latest offering. However, these events can also consume substantial amounts of budget – including booth set-up costs, sponsorship fees and travel expenses, not to mention a significant chunk of your team's time. So, how can you make sure you secure a good return on your investment?

The key to success is to use the event as a platform to engage with life science media, who can help you extend your reach beyond the show itself. With the help of media partners, you can effectively amplify your message to reach a wide range of potential customers, whether or not they attend the show.

In order to achieve this, you'll need to develop and implement an appropriate public relations (PR) strategy, but this can be a complex task. There are a wide range of tactics to consider, many of which you'll have to initiate before the event itself. **To help you out, we've put together five of the most effective techniques you might like to use when you're preparing for your next show.**

[Continue reading here.](#)

Buckle up Dorothy Moment with the New MDR & IVDR change - a guest blog post by Alpha MD

We are seeing an era of change by the Global regulatory bodies for Pharmaceuticals, Medical devices and in-vitro diagnostics - and companies in the Life Sciences sector are working overtime to understand and adopt this brand new world.

While the companies in the US are facing regulatory headwinds on Patient safety, the EU region is shaking the world with the new MDR and IVDR guidelines.

The overall intent is good but the journey towards bringing this change is going to disrupt a lot of companies in the way.

The main challenges for the Medical device or in-vitro diagnostics companies are:

- Accurate classification of the device based on risk to patients
- Deeper Clinical testing
- Higher role for Notified bodies
- Strong post market surveillance

[Continue reading here.](#)

Interested in being a guest blogger? Get it touch with [Laura](#) to find out more.