

JANUARY 2020



ON eNews

Delivering More Than a Roar!

Welcome to our first eNews of the decade. I am certain there will be a number of dynamic and exciting tags applied to the 2020s when history looks back, much like we now look back on a century ago and the way the 1920s roared. The symbols often used to portray the Roaring 20s are jazz bands and flappers yet the decade was about much more than that. It was a period of extraordinary social, political and industrial change. Henry Ford, Alexander Fleming, and Robert Goodard were among the science and technology fraternity making waves. I'm not sure the term STEM had been utilised at that stage. The pace of change through the decade was remarkable, including Otto Frederick Rohwedder inventing pre-sliced bread. How many things since have referred back to that progress when claiming to be the best thing since. There was political unrest, a growing equality agenda and new fashions too as a back drop which makes me think there are a number of parallels to the current 20s we enter.



Technological change has never happened as fast as it is currently and leading into this decade we are already seeing how advances in biomedical and engineering research are enabling more effective and precise medical interventions than ever before. Within the region we see emerging companies such as Healx, Bit Bio, Freeline Therapeutics, Owlstone Medical, Autolus, Inivata, Artios Pharma and many others entering the decade with huge momentum. The collective excellence of the region has attracted enormous levels of investment and talent through the last decade in order to build such momentum. We can hope to see this innovation being realised in better medicines and enhanced patient outcomes, much like the recurring successful approvals from the Astex and CAT platforms of the previous decades. Of course, the excellent work of the established players in One Nucleus membership such as AstraZeneca, Astex, Abcam, Lilly, Boehringer and Roche continues at pace, increasingly through collaboration, so I feel we are set for a great era in addressing unmet medical needs and economic growth.

Many have already noticed the One Nucleus evolving strategy to focus on truly showcasing our members more widely through targeted updates, profiling around major international and UK based events and nurturing of our global connections. Indeed in this issue you will find details of opportunities at BioEurope Spring and we highlight members attending this month's **JP Morgan Week**. Not always through a physical presence at the events but through promotion of the members attending to our international network we can ensure awareness of why engaging with our cluster should be part of their 2020 vision. For One Nucleus, it promises to be an exciting year with a planned step change in our activities around talent development and retention, networking, investor engagement and collaboration in order to enable our members success. So as Jon Green, Chair of One Nucleus highlighted at December's Genesis Conference, "Watch this space!"

One thing is certain in that the decade will not be without its challenges, but seeing the momentum our members enter the 2020s with, the deals we are already seeing announced, the progressive policy making we support our national trade associations to drive with Government, the social and economic impact potential, the rising of deal flow from the East and the exciting plans we are developing at One Nucleus, then I am enthused that in time we will look back at the 2020s with its own tag name to match (and hopefully exceed) the 'Roaring' tag of our predecessors. One Nucleus is very much looking forward to being with you on that journey.

Tony Jones, CEO, One Nucleus

ON Training

FEBRUARY

- 04 Biological Safety: Management and Practice (IOSH Approved) 2 day course - [register](#)
- 13 Introduction to Contracts - [register](#)
- 24 Introduction to Drug Development – Non-Scientific Professionals - [register](#)
- 27 Introduction to Drug Discovery: From Idea to Clinical Candidate - [register](#)
- 28 Introduction to Drug Development - Scientific Professionals - [register](#)

MARCH

- 10 The Safe Use and Management of Laboratory Gases - [register](#)

APRIL

- 20 A BioSafety Masterclass: Building and Maintaining Confidence in BioSafety - [register](#)

Registration Open
2020 Training Courses

Your employees are your most valuable asset,
and training is an investment in the
future of your business.



BIO-Europe Spring

Maximise your savings and profile with One Nucleus at Europe's largest springtime biotech event

- €450 Discounted delegate rate when combined with the conference Early Bird until 22 January
- Time efficient direct online booking with a One Nucleus specific VIP code
- £100 discount on an enhanced stand booklet (standard fee £250 + VAT)
- Inclusion in the One Nucleus delegation promotion pre and at the event

Working with One Nucleus Partners, EBD Group we are delighted that one Nucleus will be exhibiting at this year's event in order to support our members to the full. Building on the activity at BIO and BioEurope in 2019, we have reserved exhibition space in order to:

- Provide members with a platform to create visibility
- Be a 'home base' for members between 1-2-1 meetings
- Offer members a virtual presence to raise profile even if they are unable to attend

- Promote the excellence, space and opportunity in the region to attract inward investment, partnering and location enquiries
- Create a mechanism for members to connect with our international collaborators in attendance from across Europe, US and Asia

For those seeking to have enhanced visibility, for £250 + VAT (or £150 + VAT for those attending the conference) we can offer:

- Your company logo circulating on the on-stand screen
- An enhanced company profile in the A5 brochure
- Business cards displayed on the stand
- Social media and newsletter promotion around the event
- Feed back of any enquiries taken by One Nucleus staff minding the stand

Click [here](#) for the digital version of our brochure from BIO-Europe 2019 and see below for the stand design.

Contact laura@onenucleus.com if you're interested in your company profiled along with us.

[Find Out More](#)



The One Nucleus/MedCity stand in the UK Pavilion at BIO-Europe 2019.

BNRA Winner

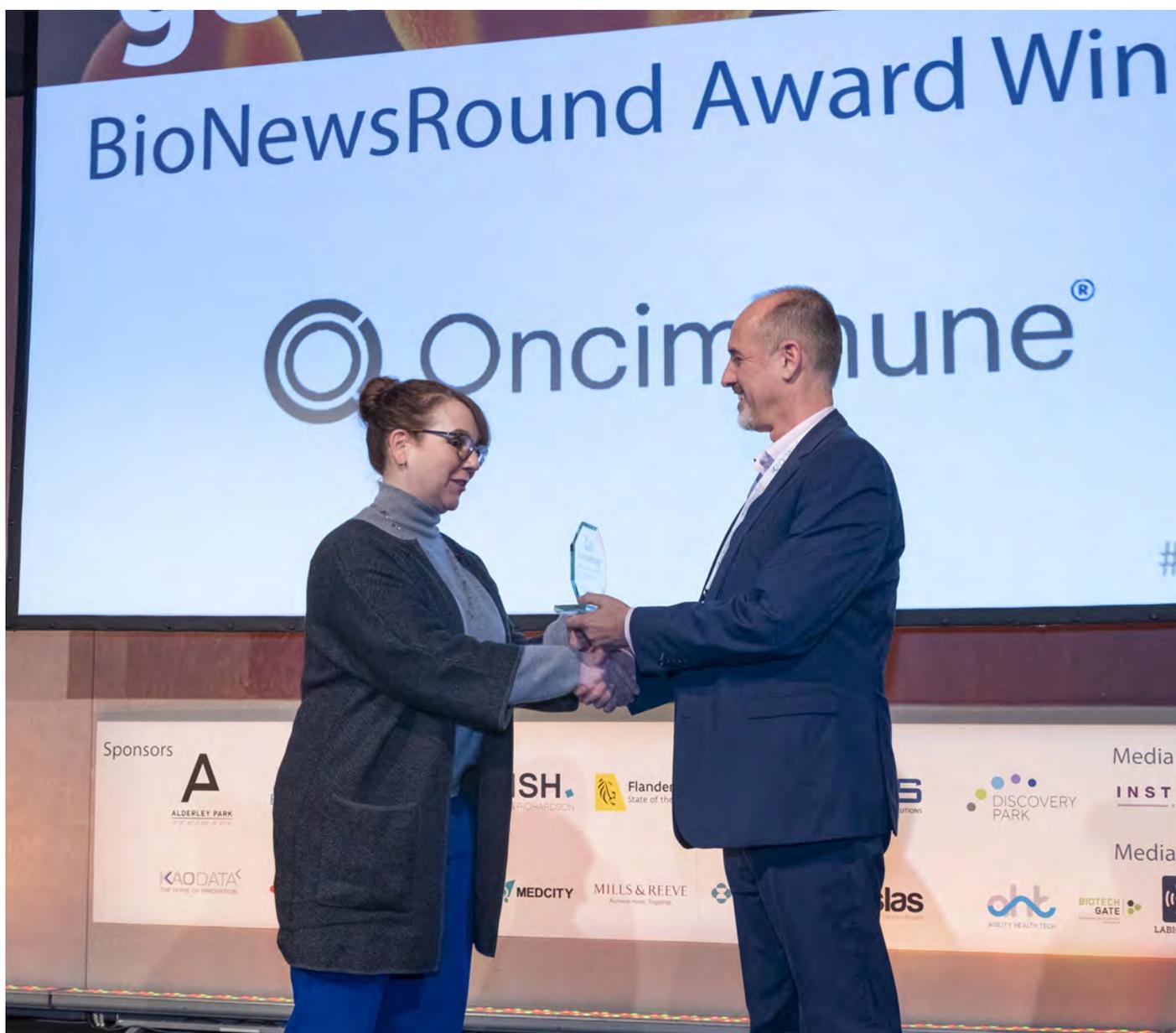
A huge congratulations to our Genesis 2019 BioNewsRoundAward winner Oncimmune!

Each of our six finalists presented in the morning of the conference and then voting was opened up to delegates.

Oncimmune's Commercial Director, Mike Fisher, was there to accept the award.

Find out more about their ground-breaking trial [here](#).

BNRA 2019 Sponsor:
Fish & Richardson



Teresa Lavoie, Fish & Richardson, presenting the award to Mike Fisher, Oncimmune at Genesis 2019.

DIT Update

Non-communicable Disease Mission: South East Asia

9-13 March 2020

Healthcare UK, as part of the cross-government Prosperity Fund Better Health Programme are organising a Global Health focussed trade mission to South East Asia aimed at UK organisations with a strong offer in strategies and interventions for tackling Non-communicable diseases (NCD).

Please visit the mission website to submit your expressions of interest and for more information.

Deadline Friday 24th January 2020.

Find out more about the mission [here](#).



Digital Health Mission: Malaysia & Philippines

16-20 March 2020

Relationship building is key to doing business in South East Asia. On this mission, participants will have the opportunity to take part in DIT led events and B2B meetings with key regional stakeholders in the healthcare sector.

With the recently introduced Universal Healthcare Bill and

as more investments pour into healthcare in the Philippines, digital healthcare has become a priority to modernise processes, improve efficiency and delivery of healthcare services.

To register your interest please contact Ciara Dunne, Asia Pacific Healthcare Manager at ciara.dunne@trade.gov.uk and submit a short description of your digital healthcare offer (500 words).

The deadline for applications is Friday, 31 January 2020.

Find out more about the mission [here](#).

YOU CAN: Capture International Opportunities using Google Analytics

Thursday 30th January - Essex

Who is visiting your website and how can you utilise this information? Google Analytics answers these questions, making it one of the most powerful tools available to businesses. Join us and digital experts SocialB to understand the key ways in which the free tool can help you to grow your business internationally and increase your digital visibility. Find out more [here](#).

Excel at Exhibitions: Maximise Your Return on Investment

Thursday 13th February - Hertfordshire

Exhibitions offer a powerful opportunity to promote your company and develop meaningful business relationships across the globe. Exhibiting can involve a large investment and commitment, making a well-constructed exhibition plan essential. Find out more about what you can do to prepare effectively with this full day, interactive workshop. Find out more [here](#).

JP Morgan Week

A Week on the West Coast!

This is a unique week in the Life Sciences and Healthcare calendar by pretty much any metric. J.P. Morgan 38th Annual Healthcare Conference (#JPM20) will take place 13-16 January 2020 in San Francisco. The largest and many would argue most informative healthcare investment symposium in the industry, brings together industry leaders, emerging fast-growth companies, innovative technology creators, and members of the investment community.

A few events worth highlighting from One Nucleus Partners, Penningtons Manches:

- Sunday night drinks at the Press Club: a drinks event and chance to relax with others before the week's activities begin in earnest!
- A US investor panel on Tuesday morning: five US VCs / PE giving their view on the UK life sciences ecosystem (and aimed at a UK audience)
- UK DIT drinks that Penningtons are co-hosting together with the BIA on the Wednesday evening

More information about these three events and how to register can be found [here](#).



Find out more about JPM Week including a list of the >75 members attending, guides, event invitations and post-JPM de-brief events [here](#).

Stansted Airport Travel Survey

Following on from the success of the initial launch in April 2019, we would like to follow up with a Winter drive for additional corporate engagement.

Understanding the corporate travel market is increasingly important to airlines and as we engage with multiple different carriers we are getting more and more interest in the corporate market.

As we look to continue to promote regional success of the London Stansted catchment area, additional routes and airlines will

only bring more opportunities for business (and leisure) travel and connectivity going forwards, and we would like to work with you to better understand the routes you are really interested in for the future.

To take part in the survey, please follow this [link](#).

All data we gather will be treated confidentially, and we are happy to try and answer any questions you may have about how we use this data. Please contact katherine.ritchie@magairports.com with any questions or concerns.



What's ON?

JANUARY

- 29 Influencer Marketing for Life Sciences - [register](#)
- 30 One Nucleus US Special Interest Group Breakfast sponsored by Fish & Richardson

FEBRUARY

- 12 BioWednesday London: Behind the Scenes at the J P Morgan Healthcare Conference - [register](#)
- 19 Greater Irvine Chamber Life Sciences Reception with One Nucleus and ABHI
- 26 Flexible Working Business Intelligence Breakfast



ON Other Events

JANUARY

- 12-15 J.P Morgan Healthcare Conference 2020 Events - [find out more](#)
- 13-15 **MEMBER DISCOUNT:** Biotech Showcase - [find out more](#)
- 22 Cambridge New Therapeutics Forum January Event - [find out more](#)
- 22 Life Science Business Breakfast - [find out more](#)
- 23 Bango and nCipher - blockchain in the financial services industry - [find out more](#)
- 29 **MEMBER DISCOUNT:** Digital Pharma Advances Conference - [find out more](#)
- 29 FAIRplus Innovation and SME Forum - [find out more](#)
- 30 Breakfast Networking: Best Practice SEO for 2020 - [find out more](#)

FEBRUARY

- 11 Breakfast Networking: Can your business drive social change? - [find out more](#)
- 11-12 Exploring Human Genetic Variation - [find out more](#)
- 18-20 Mining PDBe and PDBe-KB using a graph database - [find out more](#)
- 25-27 RiverRhee: Introduction to Management - [find out more](#)
- 27 Help for your company to get investment (or finance) ready - [find out more](#)

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Don't miss the 8th Annual, Market-Leading **Digital Pharma Advances** Conference on 29th January in London!

****Exclusive discount for One Nucleus members.**

Email info@onenucleus.com for the discount code!**

In 1 day, discover how to powerfully target and engage HCPs and patients and deliver real-world results with integrated, customer-centric, multi-channel digital pharma marketing strategies!

Our biggest and best speaker line up to date – 43 speakers, from 30 of the top 50 pharma companies including: Sanofi, Roche, Johnson & Johnson, GSK India, ABPI, AbbVie, Boehringer Ingelheim, GSK, Novo Nordisk, Cancer Research UK Manchester Institute & The Christie NHS Foundation Trust, Bristol-Myers Squibb, Bayer, Teva Pharmaceuticals, Mylan, Amgen, McKesson, Daiichi Sankyo Italy, CSL Behring, MSD, Reckitt Benckiser, IPSEN, The Janssen Pharmaceutical Companies, University of Bradford, UCB, Celgene, Merck Healthcare KGaA, Pfizer, Alcon Health Care S.A, Sanofi, Novartis and Allergan.

Key themes include:

- Advanced digital strategies
- Data-driven customer engagement
- Engaging HCPs and patients
- Technology and digital disruptors
- Legal and compliance
- Data strategy
- Measurement and ROI
- Digital health
- Internal cultures, digital transformation
- Social media results

View the full agenda [here](#).

PLUS! Don't miss our post-conference Multi-Channel Excellence In Pharma Day on 30th January 2020. Explore insight-led strategies to align multiple channels, teams and systems and drive measurable omni-channel success and ROI with integrated, profitable customer-centric multi-channel excellence.

29.01.2020

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