

Dot-to-Dot in Life Sciences

Activities at One Nucleus over the past couple of months have highlighted how One Nucleus can also play its role in Life Science Dot-to-Dot. We are all aware of the benefits of connecting to the correct business and technology partners can be to eventual success. The shape of that success, once all the dots are joined, will be different depending on perspective, but helping our members navigate their journey to create their desired shape is our key goal. So, what are we up to in this respect?



Chesterford Research Park recently hosted our Innovation Seminar entitled "Scaling up the high value supply chain to improve drug development" where Domainex, Charles River Laboratories, Arecor, Innovate UK and Science Exchange presented. A key observation by attendees was that many weren't aware of the specialisms and services other participants from the region possessed. The discussion also revealed how even large end-to-end CROs do not necessarily possess all the technology solutions a client may require and effectively sub-contract some elements. To be such a well-connected, diverse, proprietary and first-rate R&D Services cluster means this region offers exceptional opportunity for such cross-referral to any drug discovery and development company seeking R&D Services. The all new One Nucleus Annual Review and Directory, releasing later this month will set out the members by category, based on the on-going development of the data One Nucleus holds on the region's sector, will be an important tool to facilitate the required dot joining.

Not all the required dots are within the region, of course, and the shape of things to come may be international or even global for some. An example of how One Nucleus is facilitating international connectivity was the recent BioWednesday at the stunning Tower Bridge venue with Irvine, Orange County. Great connections are continually being made when we engage with peer groups from the US, Europe, Asia and closer to home in the UK. One Nucleus has commenced exhibiting at targeted conferences in order to promote our members, our region and to enable our members to be found by others. The most ambitious of these initiatives will see One Nucleus exhibit at BIO for the first time in Philadelphia in June. Taking the pod at BIO means we can showcase our members, collect any new leads via footfall and join the dots on site should a potential partner come to visit whilst our members' attendees are away making maximal use of the Business Forum.

I will return finally to connecting the dots on people as our members seek the best employees possible. We have now launched our Skills Special Interest Group, covering school-to-retirement learning and development topics. Our recent BioWednesday hosted by Mills & Reeve covered "Life Science in the Gig Economy" where the efficiencies (or not), opportunities and challenges when engaging consultants and contractors were debated. The attractions of the potential flexibility, cost-savings and expert access were clear, but not without risks on building loyalty, continuity and intellectual property. Vital to success was finding the right person at the right time such that the magic moment occurred when the mutual vision of value creation was felt. Networking was seen as key, word of mouth a major influence and trust an imperative that is often built through familiarity.

A recurring theme from the Chesterford event, the potential of the annual directory, designing appropriate training opportunities (and the appetite to take them), connecting internationally and identifying the right external advisers has been the need to be able to join the dots in an effective manner.

Whether sponsor to CRO, employer to trainee, domestic to international partner or consultant to client, the goal of One Nucleus remains the provision of the most effective mechanism to enable our members to join the dots efficiently via our network and our platform. If we all keep joining the dots, then maybe the shape of success will appear. After all, as Russian artist Wassily Kandinsky said "Everything starts from a dot".

By Tony Jones, CEO, One Nucleus

ON Life Science Leadership Series

Setting up Your Drug for Clinical Success: Strategies and Considerations from Discovery to Clinic

21 March 2019

The pharmaceutical industry continues to experience decreasing productivity and high levels of attrition. Inflation of molecule physicochemical properties and complexities in clinical trial protocols stand among the main reasons for these trends. The most successful companies can leverage different expertise, manage risks, and follow logical sequences of operations in an integrated manner to speed development.

This event will focus on key considerations for transitioning a molecule from discovery through clinical studies including molecule developability assessment, phase-appropriate formulation selection, integration of product development and clinical supply, and creating an appropriate clinical study design.

This event is in collaboration with **Catalent**. Please email **Alicia** to register.

A full programme and more information on the event can be found [here](#).

Following the meeting, all presenters and Catalent's Science and Technology leaders will be available for private, no-obligation discussions on specific programmes and challenges. Please contact **Alicia** if you are interested in a 1:1 session.

Location:
Mathys & Squire,
The Shard
32 London Bridge St,
London, SE1 9SG



Catalent®



ON member news

Lonza Biologics becomes latest One Nucleus partner

The Partner Program is tailor-made to meet the needs both of the Partner and the interests of One Nucleus members.

Sarah Holland, Global Head of Licensing at Lonza commented 'Lonza has been a member of the One Nucleus ecosystem for a number of years. We are delighted to strengthen our relationship further by becoming a One Nucleus partner. We are committed to supporting innovation and see the building of strong relationships with biotechnology companies and research institutes as a key part of our strategy. We very much look forward to both interacting with new members and building on existing relationships.'

Tony Jones, CEO of One Nucleus expands further 'In order for our sector to collectively deliver better outcomes to patients it is imperative that each part of the ecosystem is connected and performs to the best of its ability. Innovation in the supply chain, driven by such world leaders as Lonza, enables One Nucleus members developing new treatments to develop and manufacture their products in the optimal way. I am delighted Lonza have elected to become a Partner to enable strategic engagement with our members and wider network thereby ensuring their innovation and excellence is accessed whenever appropriate'



For more information on our Partner Programme please contact tony@onenucleus.com.

Owlstone Medical Partners with Shanghai Renji Hospital to Pioneer Breath Biopsy Lung Cancer Trial in China

With a variety of histological subtypes, lung cancer is the most fatal cancer worldwide. It is estimated that there were 2.09 million new cases of lung cancer in 2018, ranking first among all cancer types (Thoracic Cancer. 2019 Jan; 10(1): 3-7.). There is geographical variation however. In some developed countries such as Germany and Austria, lung cancer remains one of the most common cancers, yet in the USA, lung cancer incidence has decreased in recent years. This latter appears due to increased tobacco control and effective public health promotion. Despite there being a high smoking prevalence in Africa, there is a relatively low incidence, although this may be a result of low life expectancy.

In China, lung cancer incidence in both men and women has increased rapidly in recent years, imposing a great threat to human health. In 2014, an estimated 3.8 million new cases were diagnosed, with rates higher in urban areas. Although the survival rates for all cancers have improved in recent years, lung cancer survival remains at a relatively low level. The survival rate in women for example in 2012-2015 was low at just 25.1%, compared to over 60% for thyroid cancer.

Recognizing the escalating incidence of lung cancer in China, Owlstone Medical and Renji Hospital recently announced their collaboration to conduct a clinical trial into the early



detection of lung cancer with support from the Li Ka Shing Foundation. The aim is to develop accessible diagnostics for early detection to enable the reduction of health care costs to patients and providers, and an overall increase in survival rates.

Click [here](#) for the full press release.

ON charity of the month

Cambridge Rare Disease Network

The 28 Feb was Rare Disease Day, an annual event highlighting those **350 million people worldwide living with some 7000 different rare diseases, 95% of which have no approved treatment and often go undiagnosed for years.**

Cambridge Rare Disease Network (CRDN) is raising awareness and promoting cross-sector collaboration through its **summits** and **events**, recently hosting the world's first rare disease festival **RAREfest**. They showcase developments in technology, drug discovery, research and support networks, pack the room with all stakeholders and watch the magic happen as collaborations and partnerships blossom. Dr Tim Guilliams, founder and trustee says "There's already not enough

resources, not enough data - there are so many challenges that the only way forward is to collaborate".

Living with a rare disease is hard and families are often isolated. Locally the charity hosts a community group, Unique Feet, where a wide range of rare diseases are represented. Through fun activities like dance, yoga and horse-riding they have created a thriving supportive community with a powerful voice.

They'll soon launch their 4th Rare Disease Summit on 23 Sept 19 at the Wellcome Genome Campus, themed 'Patients as Partners'. Companies interested in partnering or exhibiting can contact jo@camraredisease.org for details.

CRDN Cambridge Rare Disease Network



DIT update

Roadshow

The DIT Life Sciences Organisation will be running a follow-up to the successful **China Life Science Market Access Roadshow** held in the UK in March last year. The roadshow will take place in 7 cities across the UK during the weeks commencing **11th and 18th March**. Topics will include Chinese regulatory, policy & market updates,

opportunities for UK companies in China, IP update (including clinical and digital health data), support available to UK companies, oncology therapy area focus session and more.

For details and to register please visit the website [here](#).

DIT are sponsoring ChinaBio in Shanghai, 8-9 May 2019

A limited number of DIT support packages are available to interested UK organisations that would like to attend the event (including ticket price, business development introductions and a networking reception). **DIT also has a discount code for tickets.** To register interest contact Joshua.lawrence@trade.gov.uk.



Department for International Trade

ON other events

MARCH

- 14 Becoming Disability Confident - [view more](#)
- 18 DIT Life Sciences China Market Access Roadshow - [view more](#)
- 27 Bio-Europe Spring - [view more](#)
- 28 How to grow your business to £100m? - [view more](#)

APRIL

- 02 Cambridge New Therapeutics Forum (CamNTF) - [view more](#)
- 04 The Future of Swedish & Danish Life Science 2019 - [view more](#)
- 30 BioTrinity - [view more](#)

MAY

- 07 Marketing Science at the Crick - [view more](#)
- 08 Anglonordic Life Science Conference - [view more](#)
- 09 Knowledge for Growth Conference - [view more](#)
- 13 Functional Insights Into Biological Data Through Network Analysis - [view more](#)

ON directory

We're excited to read the [editorial contributions](#) from the following [companies](#) in the Annual Review & Directory 2019:

- Arecor
- Biotechgate
- Choose New Jersey

- Charles River Labs
- Creative Places
- DIT East of England
- Domainex
- Giggabox
- Instinctif Partner
- Optimum Strategic Communications

If you're interested in promoting your brand by having a spread in the Directory please email laura@onenucleus.com by 8 March to secure your placement as space is limited.

Corporate Patron



Corporate Sponsors



TaylorWessing



**Annual
Review &
Directory
2019**

Accelerate@Babraham Start-Up Competition: Inaugural Programme Highlights And Launch Of 2019 Competition

KAROLINA ZAPADKA, BUSINESS ACCELERATION MANAGER, ACCELERATE@BABRAHAM

In January last year the **Babraham Research Campus launched Accelerate@Babraham - an initiative designed to support life-science ventures at the very earliest stages of development - giving them access to laboratory and office space alongside supporting programmes of business, science, finance and entrepreneurial mentoring.** As part of this new initiative, the inaugural Accelerate@Babraham start-up competition was also launched – with the objective of giving five young life-science ventures the opportunity to participate in the Accelerate@Babraham programme, along with non-dilutive funding (£20K each).

After a challenging selection process and a highly competitive pitch contest, five science start-ups - **Antiverse, Qkine, VisusNano, Oppilotech and Kalium Diagnostics** - were awarded £20k and access to the bio-incubator facilities. In addition, a spin-out from the Babraham Institute, SNPr was invited to attend the programme. The start-ups spent three months at the Babraham Research Campus, from September to December 2018, receiving 1-2-1 mentoring from world-class scientific and business experts, bespoke training sessions and access to the Babraham Research Campus' highly experienced life science, healthcare and investor networks.



A primary objective for the programme was to not only enable young entrepreneurs to access lab space and equipment they might ordinarily not have been able to access, but to also equip them with the wider commercial skills and knowledge they would need to succeed. Giving them access to the Babraham Research Campus' extensive life sciences network and introducing high-potential investors was key, but the programme also went a step further - matching each venture (and at times individuals within these ventures) with expert mentors that had specific and personal experience within relevant fields. To ensure the best possible fit, each expert was also interviewed prior to being matched. Feedback from the start-ups confirmed that this approach added significant value to their interactions and was a formula they hadn't experienced elsewhere. As **Catherine Elton, CEO, QKINE** illustrated: *"My overarching learning point from Accelerate@Babraham has been that input from many mentors and peers helps to build a strong framework for a new company and test the business model. I learnt that we need to aim bigger to grow a sustainable business and build investor value as a result of this."*

In addition, workshop sessions focused the start-ups minds on the steps required to effectively develop a more commercial approach to the development and communication of their ventures. For example, how to refine the investor pitch; company structure (ensuring the right people are in the right roles); and the importance of strategy – laying the foundations for a sustainable business model rather than being pressured to go out and raise the next round.

As the 2018 cohort take their ideas to the next stage, the Campus is gearing up for the second Accelerate@Babraham competition. Taking learnings from last year, the 2019 cohort will benefit from an extended programme - five months (between September 2019 and February 2020) as opposed to three - giving the successful ventures ample opportunity to develop both their science and the networks and relationships which are becoming synonymous with the Accelerate@Babraham programme.

Accelerate@Babraham Continued..

Applications for the 2019 competition open on March 6th, and all applications must be received by midnight on April 22nd. Shortlisted applicants will be notified at the beginning of May and will need to be available to pitch to a judging panel of business leaders, life science experts and investors at the Babraham Investor Conference at the Babraham Research Campus on the 15th May. The successful ventures will be announced at a drinks reception immediately following the pitches.

Accelerate@Babraham benefits hugely from strategic support from a number of organisations including AstraZeneca, Medimmune, RxCelerate, One Nucleus, Lilly, SVB and Taylor Vinters. In addition, key individuals have also given generously of their time.

Jill Reckless, CEO, RxCelerate commented of their involvement: *"Accelerate@Babraham is a fantastic opportunity for new start-ups to get the hands on support and mentoring from a highly experienced team as they embark on the development of their scientific concepts. RxCelerate is pleased to be a key partner in this programme and we are looking forward to helping new companies in 2019!"*

For the Babraham Research Campus, the success of the programme is realised in assisting young ventures with every aspect of their business – it's not all about the science. Commercial know-how and being able to confidently communicate propositions to stakeholders, potential collaborators and in some cases, patients is just as key. The result - it's hoped - will be the creation of new therapies, businesses, jobs and eventually new UK-bred big life science companies that will maximise the impact of UK life science, in addition to improving world health.

To find out more about the 2019 competition and to apply please visit:
<https://www.babraham.com/accelerate-babraham/>



Winners of the 2018 Accelerate@Babraham Competition

ON spring training

MARCH

- 12 The Safe Use and Management of Laboratory Gases - [register](#)
- 13 Biological Safety: Management and Practice (IOSH Approved) 2 day course - [register](#)
- 18 Introduction to Drug Development – Non-Scientific Professionals - [register](#)
- 21 Introduction to Drug Discovery: From Idea to Clinical Candidate - [register](#)
- 22 Introduction to Drug Development - Scientific Professionals - [register](#)
- 27 RiverRhee: Introduction to Lean and Six Sigma - [register](#)

APRIL

- 10 Laboratory Health and Safety - [register](#)
- 11 RiverRhee: Transition to Leadership - [register](#)

Join One Nucleus at BIO 2019

For the first time, One Nucleus will be exhibiting at the annual BIO Convention

Our plans are to take the pod via DIT and utilise to promote our members, the region and our activities by creating a digital mini-brochure where we will list the members attending BIO and provide a narrative on how we look to engage with our peer groups to promote opportunities and deal flow.

We are offering members the following option to raise their profile above the simple listing in the document:

1. To place their business cards on display the pod such that passing foot fall can see their presence
2. One Nucleus will of course staff the pod and be a safe pair of hands to pass back any enquiries whilst the member's delegates are off working the conference or partnering
3. Have their logo circulating on a lopped slide show on the pod laptop
4. Have an enhance profile in the booklet rather than a simple listing

The cost for the enhanced profile is £250 + VAT.

Show your interest by emailing Tony: tony@onenucleus.com



What's ON?

MARCH

- 07 M11 Health Enterprise Forum - [register](#)
- 12 Lunch Seminar - Why do I need wealth management? - [register](#)
- 21 Setting up Your Drug for Clinical Success - [register](#)

APRIL

- 09 Cambridge Ion Channel Forum - [register](#)

JULY

- 09-10 ON Helix 2019 - [register](#)

ON mentors

Getting The First Steps Right

Rather than establishing bespoke Advisory Boards which creates a formality many see as a barrier to accessibility or a fully-fledged mentoring programme that can be resource intensive for those involved, One Nucleus has established a select group of 'Mentors', to whom we can direct appropriate inward enquiries from those seeking a steer in the right direction as they build their plans in business creation, growth and product development.

Each month we will be highlighting our mentors so you

can get to know them better. Our Mentor of the Month for February is [Elisabeth Goodman](#).

Elisabeth Goodman (MAPM, MCLIP) is the owner and Principal Consultant of RiverRhee Consulting, with a focus on creating "exceptional managers and teams".

Prior to starting RiverRhee, Elisabeth was an Information and Library manager in Pharmaceutical R&D, and held internal training and consultancy roles supporting business leaders and teams in global business change programmes.

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



Bioanalytics and Toxicology