



Essentials for Innovation

30th January 2024





Welcome and Introductions

Dr Colette Inkson

Innovation and Partnerships Manager at the NIHR Manchester Biomedical Research Centre



What is the Innovator Training Scheme?



- In **2021** the **NIHR Biomedical Research Centre** in collaboration with **Translation Manchester** delivered a pilot series of webinars entitled **The Innovator Training Scheme**
- These webinars were designed to **nurture participants** on their **journey to creating innovative partnerships, new opportunities for collaboration**, and a **culture of pioneering translational research**

2024

Evolution of the Innovator Training Scheme into interactive e-learning training materials via the Lifelong Learning Platform

Our Speakers



Professor Ian Bruce

Director of the NIHR Manchester Biomedical Research Centre
Professor of Rheumatology at The University of Manchester

Dr Alessandro Faroni

Translational Research Manager at The University of Manchester

Chris Hepworth

Business Engagement Manager at The University of Manchester

Dr Duncan Henderson

Head of Innovation Discovery at The Innovation Factory

Dr Katherine Boylan

Director of Innovation at Manchester University NHS Foundation Trust

Dr Richard Unwin

Senior Lecturer in Mass Spectrometry and Proteomics at The University of Manchester

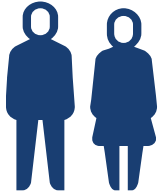
Chaired by Dr Colette Inkson & Professor Rick Body

Innovation and Partnerships Manager & Innovation and Partnerships Lead
NIHR Manchester Biomedical Research Centre

Agenda

| Time | Session | Presenter |
|-------------|--|---|
| 09:30–10:00 | Registration and Refreshments | |
| 10:00–10:05 | Welcome | Dr Colette Inkson NIHR Manchester Biomedical Research Centre |
| 10:05–10:20 | Opening Address from Professor Ian Bruce | Professor Ian Bruce NIHR Manchester Biomedical Research Centre & University of Manchester |
| 10:20–10:35 | Translational Research Support at The University of Manchester | Dr Alessandro Faroni Translation Manchester at The University of Manchester |
| 10:35–10:50 | Bridging the Gap Between Academia and Industry: How We Can Work Together | Chris Hepworth Business Engagement Team at The University of Manchester |
| 10:50–11:05 | Why You Should Think of Commercialisation – and How to Go About It | Dr Duncan Henderson The Innovation Factory at The University of Manchester |
| 11:05–11:25 | Comfort Break | |
| 11:25–11:40 | Industry, Innovation and Impact in the NHS | Dr Katherine Boylan Manchester University NHS Foundation Trust |
| 11:40–11:55 | Complement Therapeutics: Spinning out of Academia | Dr Richard Unwin The University of Manchester |
| 11:55–12:00 | The Innovator Training Scheme Next Steps | Dr Colette Inkson NIHR Manchester Biomedical Research Centre |
| 12:00–12:20 | Q&A Session followed by Closing Remarks | Professor Rick Body NIHR Manchester Biomedical Research Centre & University of Manchester |
| 12:20 | Close and Networking Lunch | |

Housekeeping



Toilets

Located in foyer



If fire alarm

sounds leave via
nearest exit



Please switch all
devices to **silent
mode**



Networking lunch

will be provided
after the event



Please **submit
questions** via the
QR codes



Follow-up material will
be circulated after the
event

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Essentials for Innovation

Professor Ian N Bruce

Director

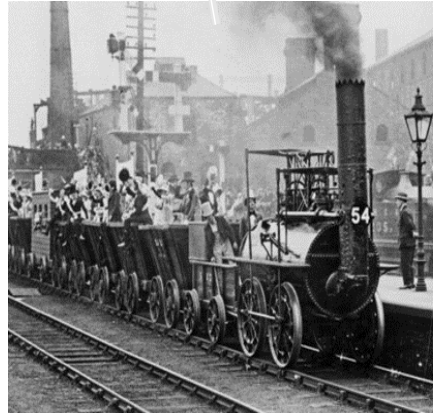
NIHR Manchester Biomedical Research Centre



Manchester: Home of Innovation



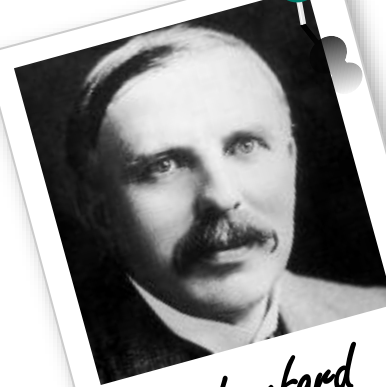
First Industrial City



First Railway



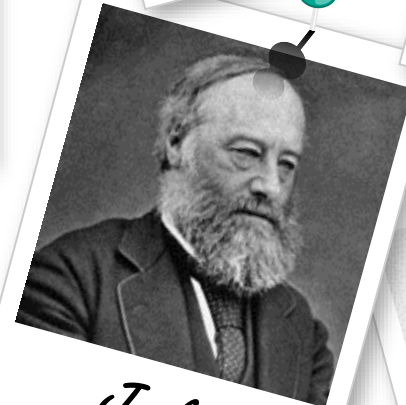
First Computer



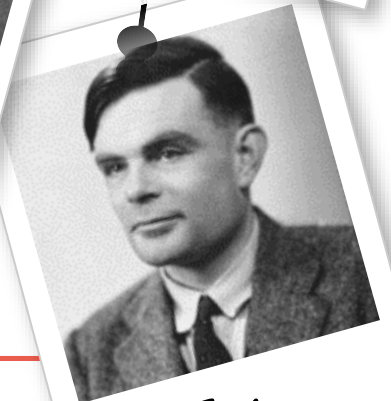
Rutherford



Dalton



Joule



Turing

Manchester: Birthplace of Our NHS



1948 – “On 5 July we start together, the new National Health Service”

THE MANCHESTER GUARDIAN, TUESDAY, JULY 6, 1948

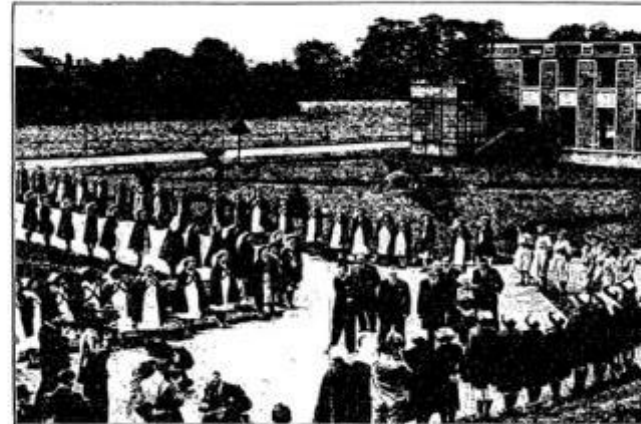
ON E.R.P.
e to Our

condition of my country
and after July 5, the
The citizens of the
are taking a step
and history, to give a
of goods for which they
Whether slow or fast
has this work, in the
of some necessary
me at the present
me that it is not
to undertake such
are fully entitled
before admitted in
to steps to ensure
the aim it is

reasonable but grow-
ing country can
return to such a
it, they should all
the provisions
only and improve
the participation
policy, the United
States themselves
and His Majesty's
not that, as the
total, a factor of
to which we wish
down our obliga-
tion. Government of
will not be held
not held up to any
responsibility, but we
in our own hearts
believe those words
with our eyes, in
more for some
time, but we
to make a great
to some, a great
to some, a great
to some, a great



THE TRANSFER OF THE HOSPITALS



The Minister of Health, Mr. Aneurin Bevan, at Darbyholme Park Hospital, Manchester, yesterday. The handing over at this hospital to the Minister was a symbol of the transfer that took place all over the country yesterday.

Books of the Day

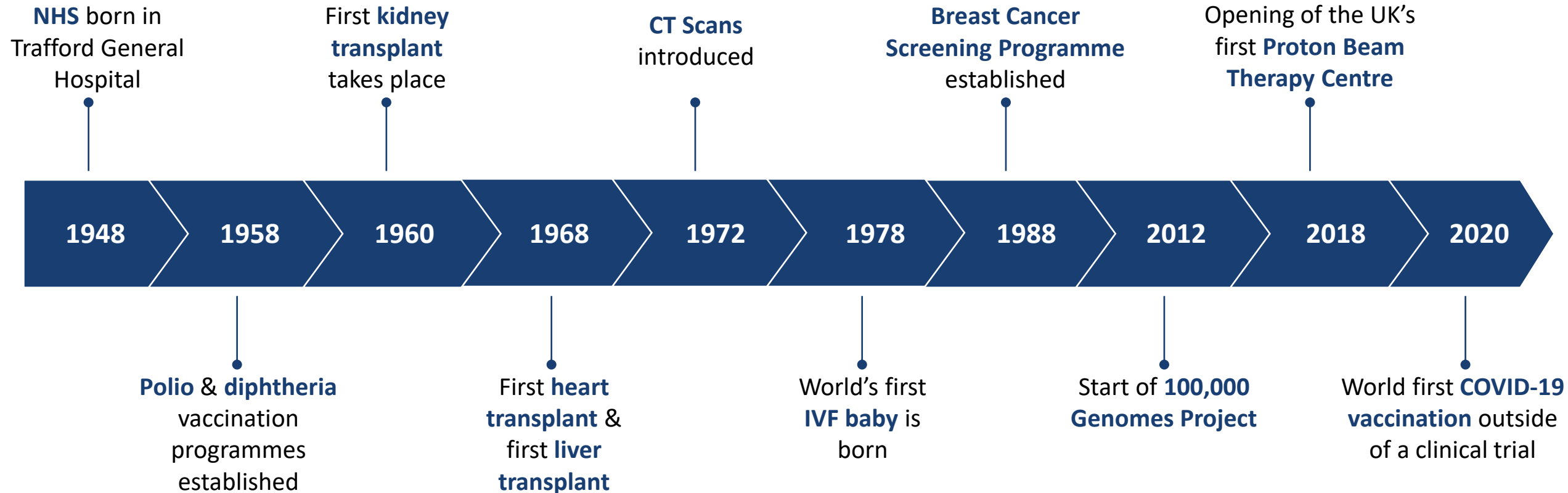
New Paths for Japan. By Sir
A. J. A. ...
This is a useful short book
for an understanding of recent
history and of the problem of
future. The first part is a
general survey of the evolution
of modern Japan, and contains
and well-presented material
economic, and political, a
Japanese view. It is a clear and
written study, critical, even
severe, but based upon an
understanding of the Japanese
character. The second part is
devoted to an interesting
documented account of Japan
and in detail, and it ends with
her own future.

Mr. Whitehead thinks that
less of security after the war
recognition there is not a
He takes the view, with a
reformer agrees, that the
security measures, from
his literary point of view, are
simple but that to practice a
upon unity among the Great
since Japan chose to be a
formidable power without the
a powerful ally or protector.
problem, as he sees it, is in
to bring in Japan "a policy
which will contribute to her
peace, welfare and hence
the world." Here we are in

THE CAPE

Mr. G. H. Wilson, who is
family of journalists, has had
on the "Cape Times." His
therefore, Goes Down the Year

Our NHS: Enabling Innovations in Healthcare



Innovating Across the First Devolved Health and Social Care System

Universities



Infrastructure Bridging Gaps Between New Discoveries and Individualised Care



NHS GM Integrated Care System

Integrated Care Board

Provider Collaboratives

Mental Health

Social Care

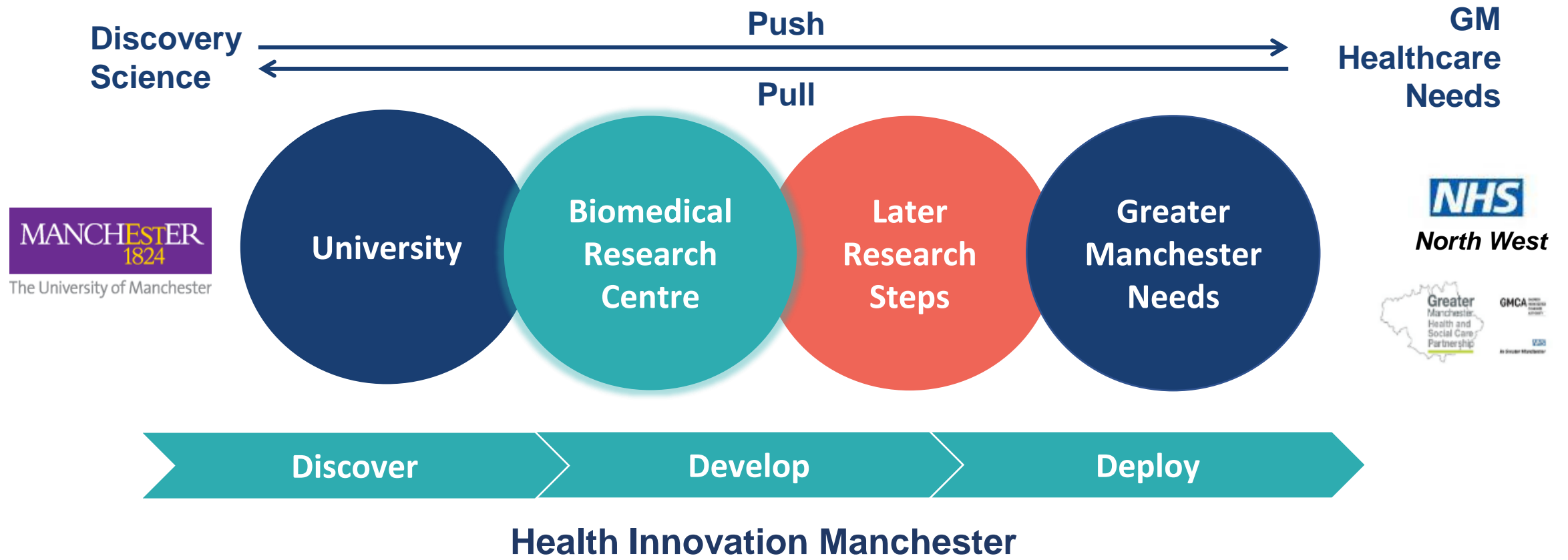
Councils

Combined Authority

Voluntary, Community & Social Enterprises

Manchester Biomedical Research Centre

Personalised Health & Care for all



Grand Challenges

Addressing our region's burden of ill-health, Manchester BRC's core infrastructure supports scientific programmes designed to tackle three grand challenges:



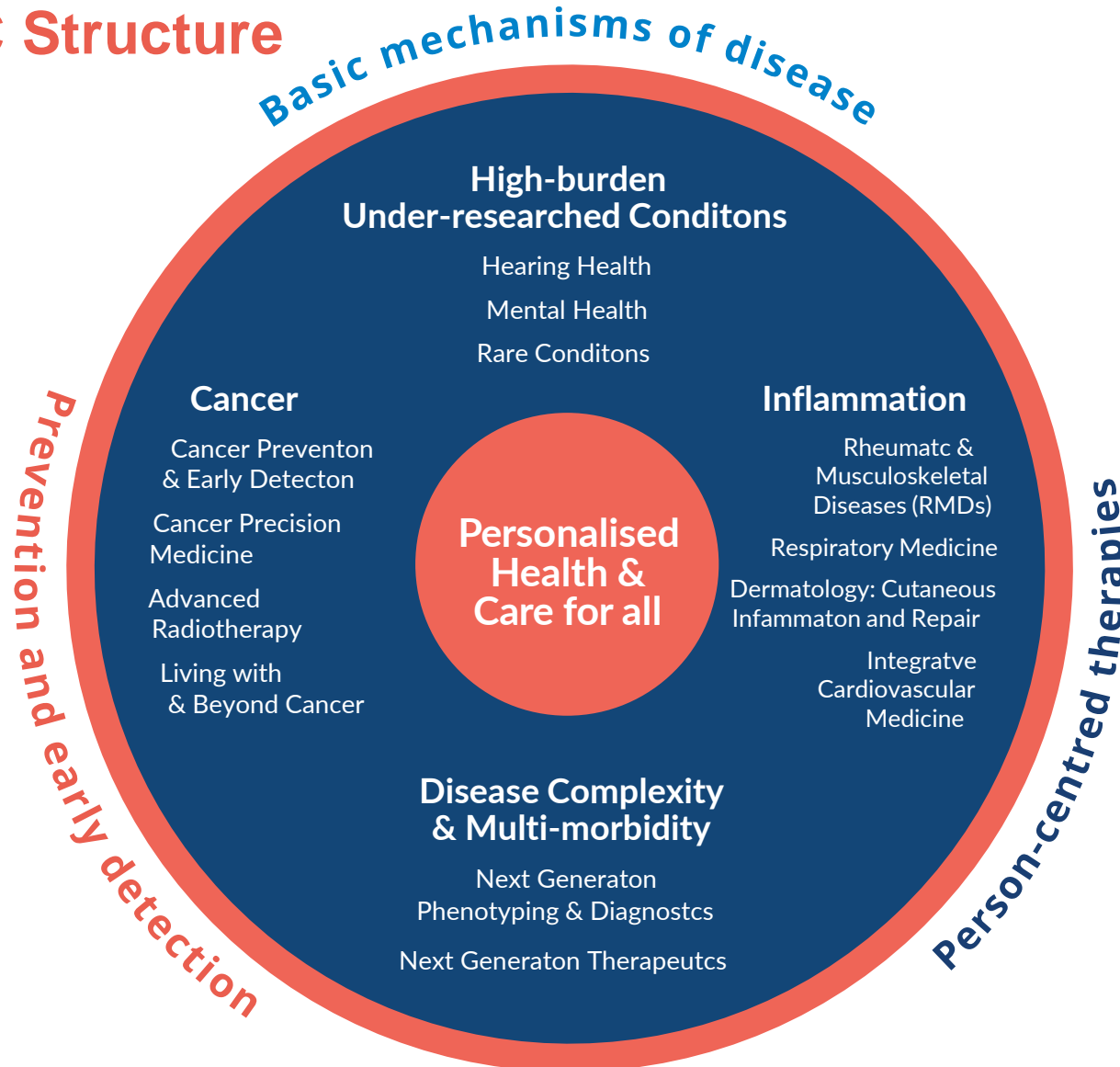
Basic mechanisms
of disease

Prevention & early
detection

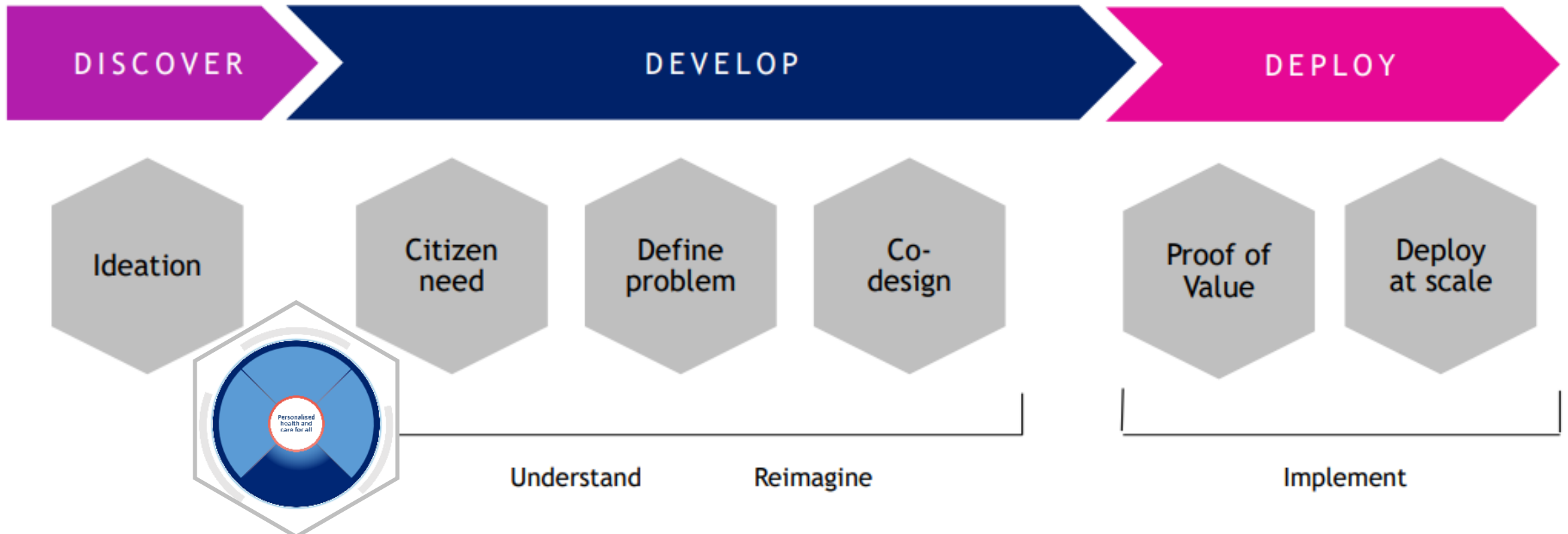
Person-centred
therapies, interventions
& care pathways



Manchester BRC Structure



Health Innovation Manchester: Pipeline Method



- We could do lots of things
- We have limited resources (people, skills, money, tools)

- We need to choose how best to use our resources to deliver the greatest benefit to the public to '*do the right thing*'
- We need to ensure we deliver what we say '*do things right*'

Commercial Partnerships for Clinical Impact



Collaborative Research Facilities



The Paterson Building



CityLabs Developments – Oxford Road Campus



Proton Beam Therapy Centre



Collaborations for the Benefit of Our Patients



Profs Bill Newman & John McDermott

Co-development of pharmacogenetic based point-of-care diagnostics

- **PALOH Study** – development of PoC test to identify the genetic predisposition attributable to **irreversible hearing loss in babies** – **NICE recommendation received Feb 2023**
- **DEVOTE programme** – development of PoC test for CYP2C19 genotype to **guide stroke therapy**



Prof Simon Jones

Funding a successful first in human gene therapy trial for **MPSIIIA**

From this collaboration MFT has now been selected to be the **only UK centre delivering gene therapy** for the approved Orchard product for **metachromatic leukodystrophy (libmeldy)**



Profs Angela Simpson, Stephen Fowler & Clare Murray

Breath Biopsy® platform to identify **breath-based biomarkers** to guide **asthma diagnosis and treatment (RADicA study)**

Prof Phil Crosbie

The RADicA work led to further collaboration on a **Phase 1b study of breath based biomarkers in lung cancer**

Collaborations for the Benefit of Our Patients



Profs Jacky Smith, Caroline Dive & Phil Crosbie



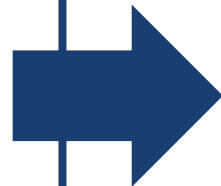
Targeted Lung Health Check Programme

Low dose CT scan

Spirometry

NHS long term plan for 1.5M people to be invited for a LHC by 2024/25

30-35% COPD prevalence identified



COPD trial & you



"I consent to my details being held and to being contacted about available trials"



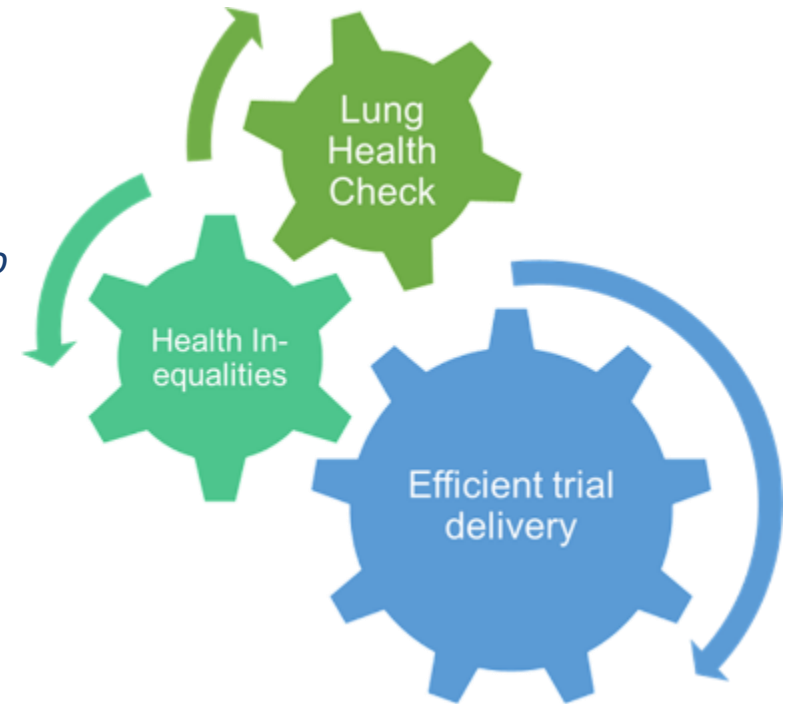
Current and future therapeutic and experimental trials



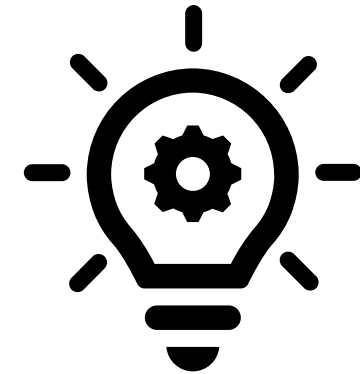
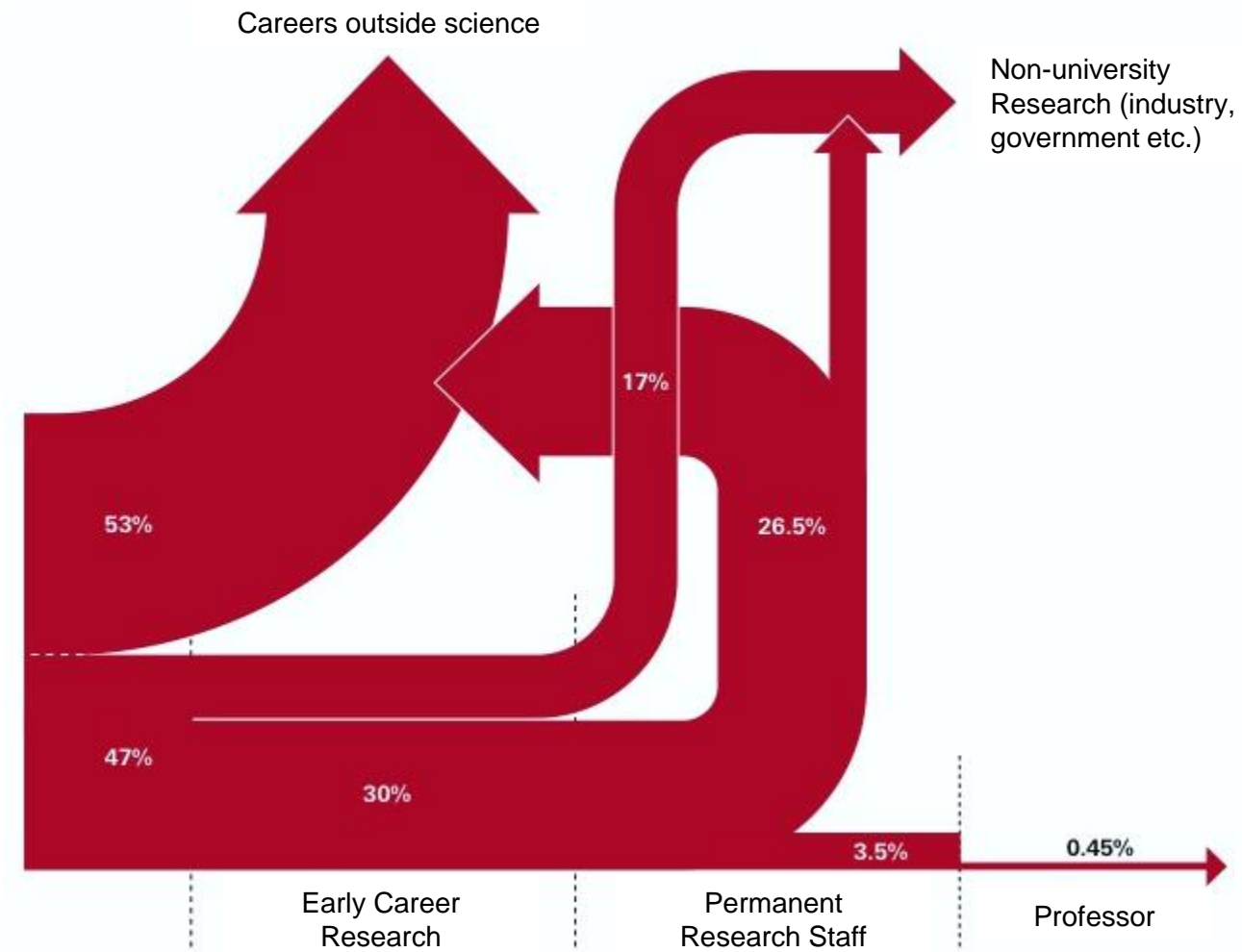
Health and Wellbeing resources



Highlight future and local research opportunities



Innovation: An Alternative Career Path?



An **innovative** career option...

Supportive Infrastructure Across Translational Research

Pre-clinical *in vitro* and *in vivo* studies



Proof of concept studies and Phase I clinical trials



Phase 2/3 clinical trials
Clinical research studies to inform evidence based guidelines



Phase 4 clinical trials
Health implementation research
Real-World evidence studies



Population level outcomes research and studies of the impact on policy



Discovery Science

Translation to Humans

Translation to Patients

Translation into Practice

Translation to Community

NIHR | Manchester Biomedical Research Centre

NIHR | Clinical Research Network Greater Manchester



NIHR | Policy Research Unit



NIHR | Manchester Clinical Research Facility



NIHR | School for Primary Care Research

NIHR | Greater Manchester Patient Safety Research Collaboration

NIHR | School for Social Care Research

NIHR | Manchester Biomedical Research Centre

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TranslationManchester



CONTACT US



www.translation.manchester.ac.uk



translation@manchester.ac.uk



[@Translation_Mcr](https://twitter.com/Translation_Mcr)

**Translational Research support
at the University of Manchester**

30th January 2024

Dr Alessandro Faroni
Translational Research Manager

MANCHESTER
1824

The University of Manchester



W
wellcome

Supporting Academics to translate their research

...but what is Translational Research?

TRANSLATIONAL RESEARCH



Pronunciation:

/tranz'leɪʃ(ə)n(ə)l/ /rɪ'sætʃ, 'ri:sætʃ/

noun:

the process of applying ideas, insights, and discoveries generated through basic scientific inquiry to the treatment or prevention of human disease

'systematic effort to convert basic research knowledge into practical applications to enhance human health and well-being'

'applying knowledge from basic biology and clinical trials to techniques and tools that address critical medical needs'

'research process that investigates and translates nonclinical research results into clinical applications'

'involves moving knowledge and discovery gained from the basic sciences to its application in clinical and community settings'

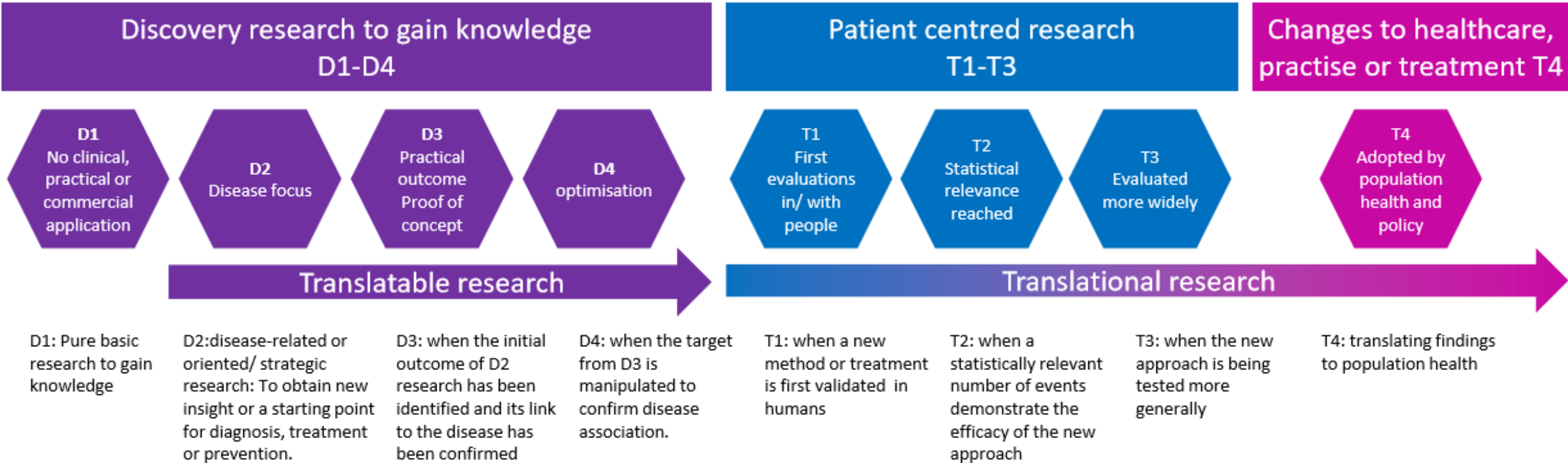
COMMERCIAL



NON-COMMERCIAL



Translational Pathway



The [translational pathway](#) illustrates the journey from research to implementation. The journey isn't always linear and can move forwards and backwards along the pathway.

Where is your research currently at on the translational pathway?

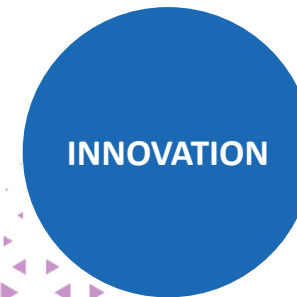
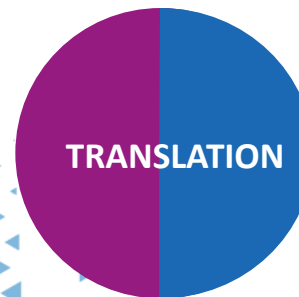
What hurdles or bottlenecks are preventing your progression along the continuum?



TranslationManchester

NETWORK
Pronunciation:
/'netwə:k/

noun:
a group or system of interconnected people or things



Who are Translation Manchester?

- In 2018 the University of Manchester was awarded a [Wellcome Trust Translational Partnership Award](#) (TPA, £1.2m).
- In 2021, TPA was renewed for a further 3 years (£2.4m).
- The TPA provides **funding** and **training** to support the progression of academic health related research into real world benefit for patients and society.
- The TPA award is delivered through Translation Manchester.



Translational Manchester Team



Dr Alessandro Faroni
Translational Research Manager

- Post doc, Division of Cell Matrix Biology & Regenerative Medicine, 2012-2020
- Neuroscience, regenerative medicine, POLYNERVE clinical trial

Dr Lijing Lin
Translational Research Bioinformatician

- Post doc, School of Health Sciences (2014-2021), Statistics, Machine Learning
- Post doc, Department of Mathematics (2011-2014), Scientific Computing



Dr Elli Marinopoulou
Translational Research Manager

- Post doc, Division of Developmental Biology and Medicine, 2014-2023
- Sir Henry Wellcome Postdoctoral Fellow, 2016-2022. Neural Development, brain cancer, breast cancer.

Sally Flint
Translational Research Support Officer

- Project Assistant (2022-2024), Division of Musculoskeletal and Dermatological Sciences, Immune-Mediated Inflammatory Disease (IMID) team

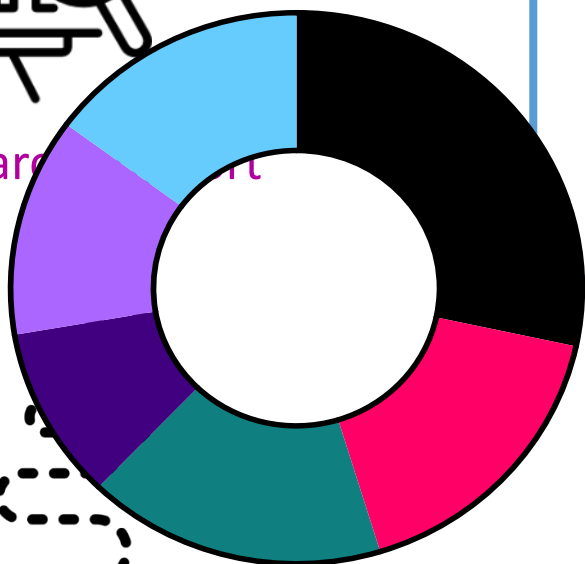


How?

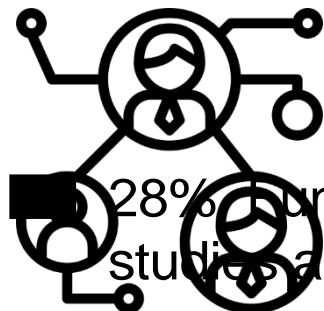
Translation Manchester Tackling Translational Bottlenecks



Direct research support



Develop pathways



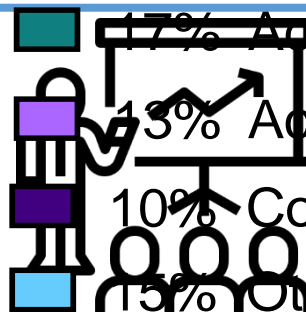
28% Funding for proof of concept studies and/or IP development

17% Bioinformatician/biostatistician support

Establish connections



Identify and overcome translational hurdles



17% Access to clinical samples

13% Access to technical expertise

10% Coordinator/clinical trials manager

15% Other

Training and events



Translational Funding



TranslationManchester

Research Network



Download the booklet
<https://bit.ly/3dEBTEs>
Available in the useful links box



> 70 partners



- Research and Technology Transfer Support
- Industry
- Research Facilities
- Networks
- Biobanks
- Clinical Trials Support
- NHS

Supporting Translational Research



**Focus
Groups
Ongoing**

TranslationManchester

Research Connections Tool

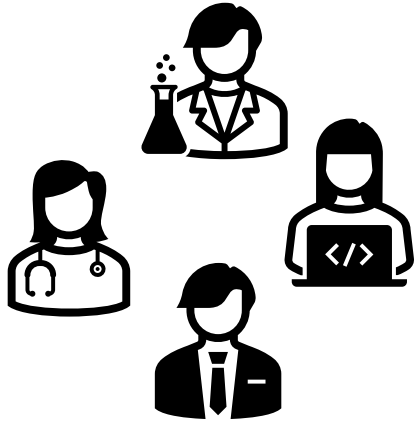
A 'Dating App' Concept for Research Connections



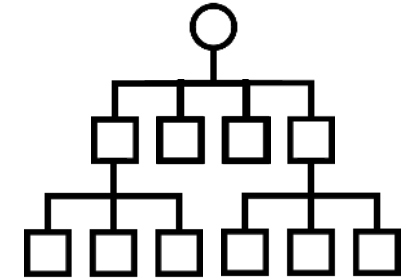
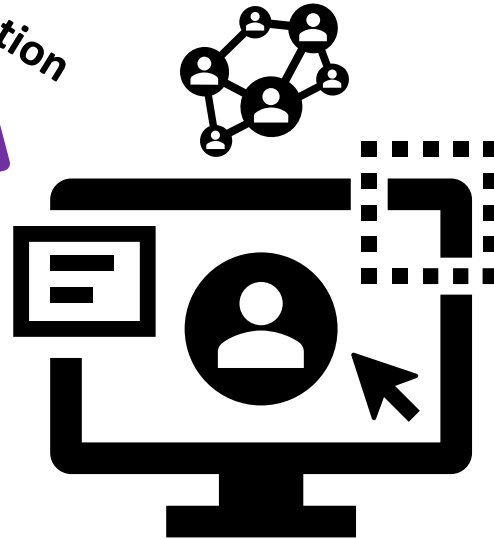
REGISTER AND START TESTING TODAY

<https://rescon.manchester.ac.uk>

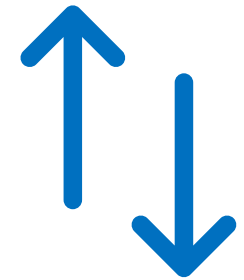
Experts:
Academics
Clinicians
PS Staff
Network
Partners*



Registration
Login



Smart Search Functionalities
Based on MESH hierarchy



Keyboard database:
MESH (with hierarchy)
Free format Keywords

*under development

Search & Match:
Based on keywords and
Availability to collaborate



Find expertise
Find Collaborators

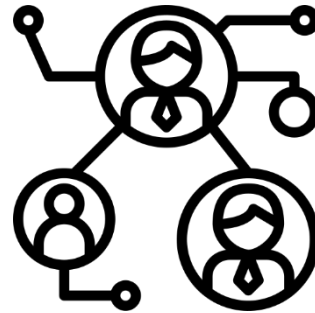
Facilitate Multidisciplinary Research



Translation Manchester



Direct research support



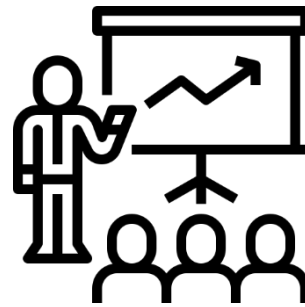
Establish connections



Identify and overcome translational hurdles



Develop pathways

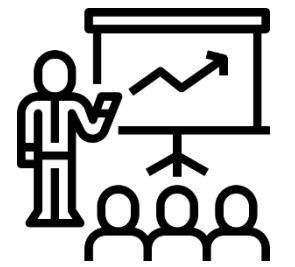


Training and events



Translational Funding





Building on success of the first **Innovator Training Scheme** we are developing a **Translational Research Skills Training Portal** together with **BRC colleagues** and the **SLD / e-learning team**.

This features video content, interactive content, quizzes and additional resources.

Visit:

<http://manchester.ac.uk/lifelonglearning>

**ENROLL TO
JOIN TESTING**

Create an account and search for “*Translational*” to enroll in a test cohort with selected Units. More added throughout 2024.



Translational Research Skills Training NOW LIVE!*

*approval needed after enrolment



Available now

Coming soon

5 training modules



6 Units from the original ITS scheme

- a. Essentials for innovation and industry engagement
- b. Developing an entrepreneurial mindset
- c. Identifying intellectual property when and why to protect
- d. Communicating your research to commercial audiences
- e. Building your network and the value of teams
- f. Commercialisation as a route to clinical impact
- g. More to come...

a. Creating Health Impact

a. Types and classes of medical devices

a. Types of drugs
b. Discovery and

a. Technical and regulatory

And more...

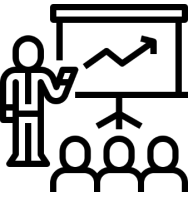


Translation Manchester

▶ Bioinformatics Expertise



ManchesterBCF



Seeking Bioinformatics Solutions? Join Our Bioinformatics Drop-in Sessions

- **Meet the bioinformaticians**

A collaboration between **Bioinformatics Core Facility** (BCF, led by Leo Zeef) and **Translation Manchester**

- **Diverse Expertise**

Whether you're stuck with code, data analysis strategies, or result interpretation, our knowledgeable experts are here to help. We can also guide you in starting your programming journey.

📍 **Michael Smith Building, B1083**

🕒 **Thursday 3-4pm, bi-weekly**

Next drop-in: 8 Feb, 2024



It is your chance to access the expertise across BCF and our bioinformatician and discuss your bioinformatics queries with experts.



Innovation labs 2022: Digital Health and AI

Digital oncology



Mental health in chronic diseases



Mental Health app technology



Data Visualisation



Innovation labs 2023: Diagnostics in Healthcare

Diagnostic technology utilising DNA sequencing



Evaluation of a diagnostic for respiratory diseases



Use of imaging biomarkers for patient stratification



Innovation labs 2024: Drug Discovery and Advanced Therapeutics



Recruiting Businesses:
January – March



Recruiting Academics:
March-May



Sandpit Event:
June



Projects Start:
Summer 2024



Translation starts at the Discovery Stages

How to be Proactive

1. Engage with scientist and clinicians
2. Explore patient and public engagement
3. Build your team, collaborate and expand your network
4. Protect the intellectual property
5. Weigh up the competition and the market
6. Consider the health economics
7. Reach out to funders
8. Find out about the regulatory bodies and their requirements



Do you want to know more?



LinkedIn



Twitter



Youtube



Newsletter

visit www.translation.manchester.ac.uk

Sign up to our newsletter and follow our social media channels to receive more details



TranslationManchester



CONTACT US



www.translation.manchester.ac.uk



translation@manchester.ac.uk



[@Translation_Mcr](https://twitter.com/Translation_Mcr)

Visit our website to subscribe to our **newsletter** and **YouTube channel**, and to find out more about how we can help you progress your translational research

THANK YOU

MANCHESTER
1824

The University of Manchester



W
wellcome

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Bridging the gap between Academia and Industry: how we can work together

Chris Hepworth
Business Engagement Manager, FBMH
The University of Manchester

PARTNER COLLABORATE INNOVATE

Manchester.

A city of firsts.

A city with a history of being at the forefront of technical and scientific innovation, coupled with social progress and ambition to shape the future.

Why The University of Manchester?



**Reputation for
innovation**



**Breadth and depth
of expertise**



Global impact



**Dedicated business
support**



MANCHESTER
1824

The University of Manchester



city centre

University

Oxford Road Corridor: A top 5 European Innovation District

**LARGEST CLINICAL
ACADEMIC CAMPUS
IN EUROPE**

**£51
MILLION**
UK research funding in medical
and biological sciences 2015-18

**6,500
CLINICIANS**

£3.6BN GVA | £5.6BN BY 2025
20% Of Manchester's GVA

£6 BILLION
Devolved health and care system

Home to UK's only IoT city demonstrator project -

CITYVERVE

15,000+
Research participants across
635 research studies 2016-18

**HOME TO
50%**
of life sciences businesses
in Manchester

**13,000
JOBS** In hospitals, medical
and dental practices

**42,000
RESIDENTS**

**74,000
STUDENTS**

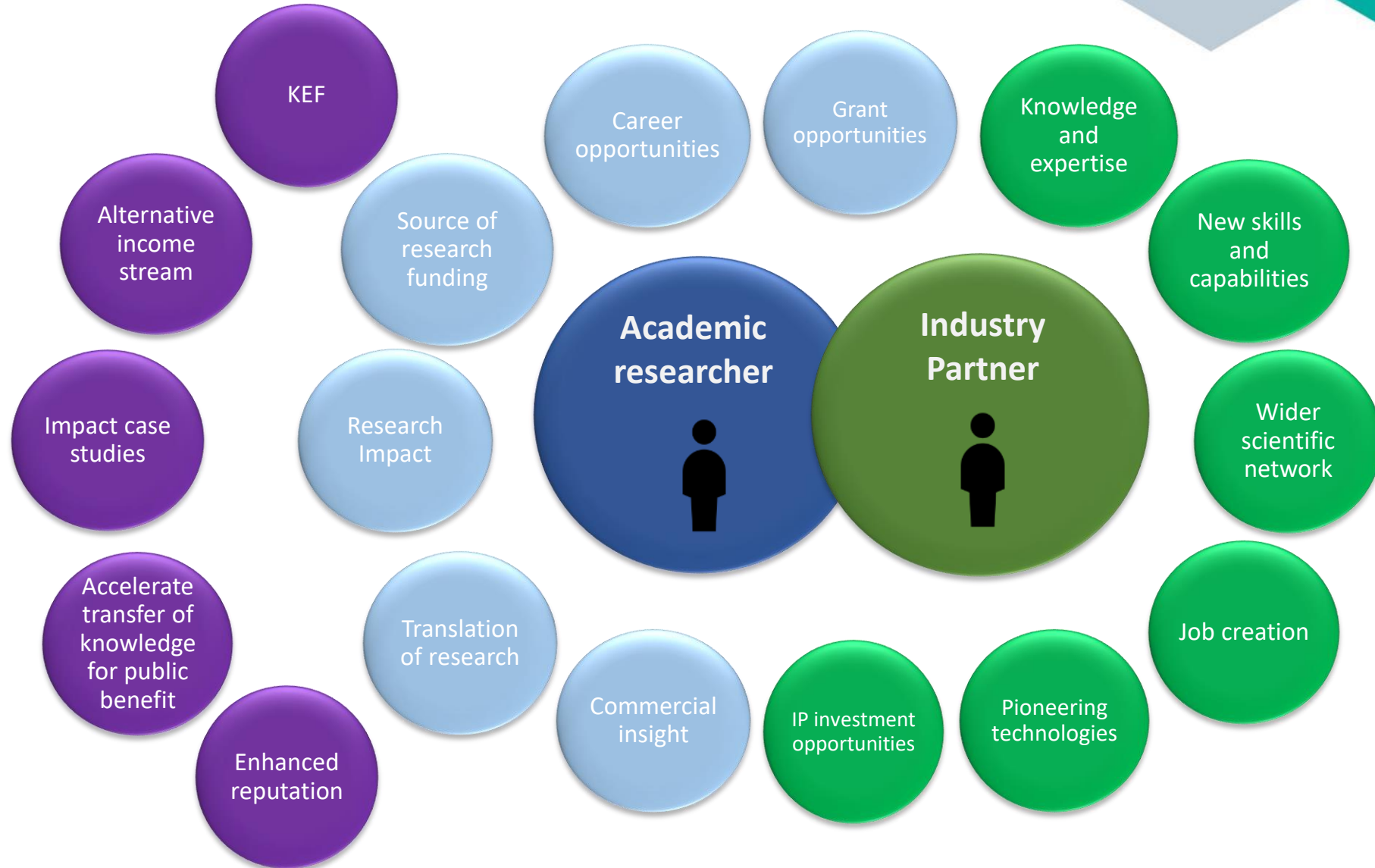
MMU degree apprenticeship programme
has successfully delivered over
**1,100 APPRENTICESHIPS
WITH 220 EMPLOYER
PARTNERS**

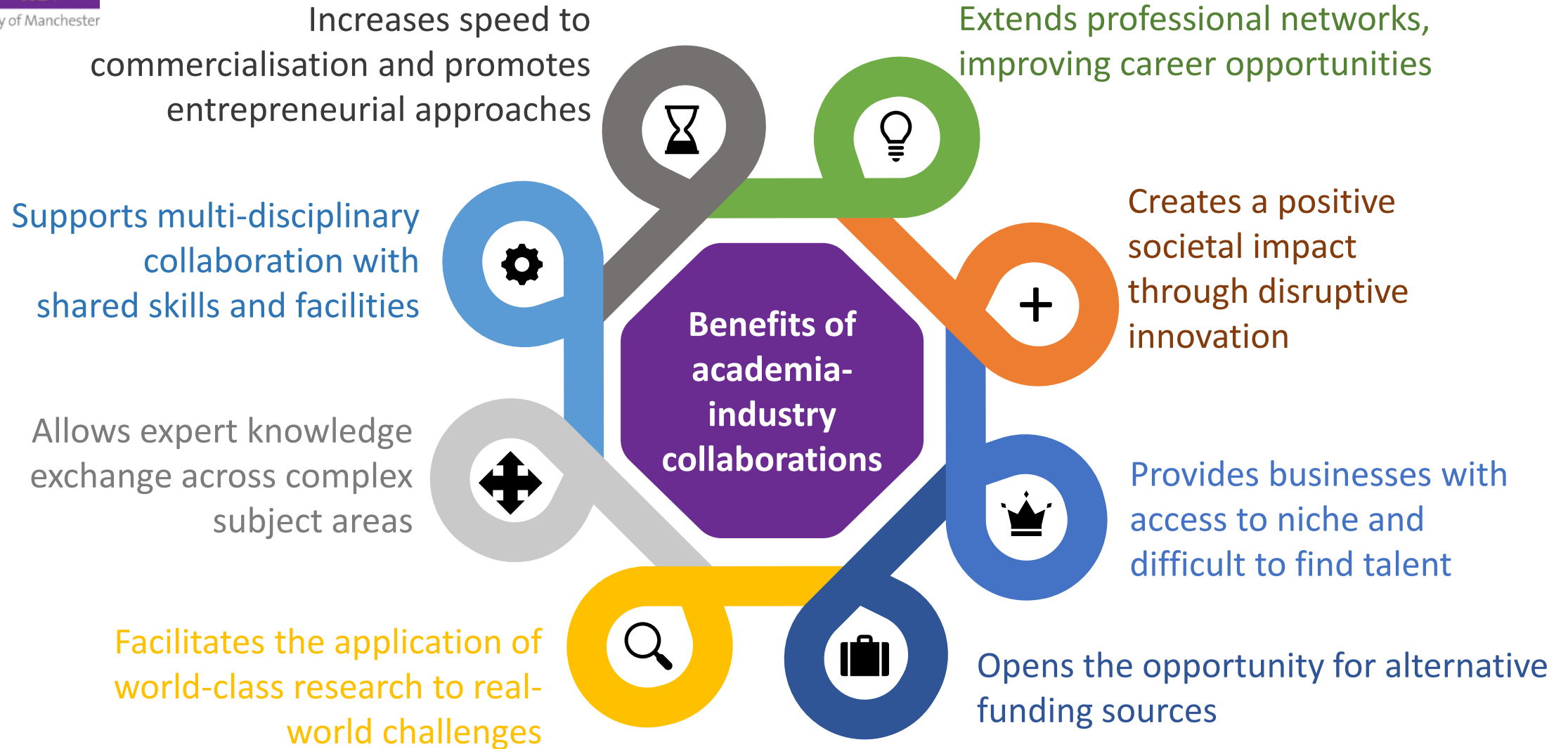
**8,800
BUSINESSES**

**79,000
WORKERS**
104,000 FTE jobs by 2025

54%
of all apprenticeship placements in Manchester

Why we do it





Enhances the University and company's profile, reputation and research exposure

Impact of Business Engagement on Career Development



OPPORTUNITIES

TO ENGAGE WITH THE UNIVERSITY OF MANCHESTER

Engagement with the University can take many forms, with differing levels of commitment between partners and the University.

Our collaborative partners work with us across a range of different initiatives that benefit everyone.



Collaboration:

- collaborative research projects;
- knowledge exchange funding, such as knowledge transfer partnerships;
- jointly leveraged funding;
- PhD sponsorship;
- access to novel technology.



Consultancy and services

- technical expertise and specialist opinion;
- contract research;
- access to specialist facilities and equipment;
- contribution on advisory boards;
- expert witness services.



Training and skills

- recruitment services and internships;
- secondments, fellowships, and honorary appointments;
- sponsored academic appointments/ endowments;
- industrial input into teaching programmes;
- executive education, master's courses, and bespoke training.

COMMUNICATION IS KEY

- Perception that industry expectations and academic priorities do not always align
- Balancing commercial objectives with academic freedom can seem difficult
- University landscape can be challenging to navigate with many internal stakeholders involved
- Define “success” early – what are the deliverables, timescales, milestones etc. – be flexible that these may change
- Be clear about what is realistic with the time and resource available
- Ensure ongoing dialogue throughout the project
- Small initial collaborations can lead to long-term, mutually-beneficial partnerships
- Contact the Business Engagement team at the earliest opportunity



OUR ROLE



‘.to put researchers with great ideas in touch with organisations that can use them’.



SUPPORT IS AVAILABLE!

The Business Engagement team help to **bridge the gap between academia and industry** by facilitating interactions that lead to mutual benefit.

How we can help:

- Manage and facilitate the process from initial contact to delivery of a successful project
- Provide advice on the most suitable mechanisms for collaborating with industry based on the content of the project, for example KTP, collaborative research or PhD studentship etc.
- Lead on negotiations between partners, providing advice and support throughout the process
- Match industry priorities with suitable academic expertise
- Provide advice on growing existing relationships with commercial partners, reviewing mutual interests
- Signpost to other teams if necessary and contact internal stakeholders when required (i.e. Contracts, Innovation Factory, Research Support, Research Ethics, Finance etc.)



What can you be thinking about?



For academia:

- Who are you already connected to? How good is your network?
- What might be interesting to industry from your research? What have you got which industry may need?
- Do you need to diversify your research income?
- Where do you need business input? How can business help you further your research? What have they got, what you need?
- What would a collaboration look like? Length, personnel, consumables. Is it truly collaborative?
- What background IP would you be adding to the project, and what possible foreground IP could be produced?
- **Give it a go!**

For industry:

- Understand where their knowledge and skills gap is?
- Where can academia add value?
- Understand and appreciate the vision and purpose of academia.
- Engage in a truly collaborative engagement.



The University of Manchester



GM Health Ecosystem built on Partnership working



Lydia Becker Institute of Immunology and Inflammation



CHRISTABEL PANKHURST INSTITUTE FOR HEALTH TECHNOLOGY RESEARCH AND INNOVATION





**BUSINESS ENGAGEMENT
& KNOWLEDGE EXCHANGE**

The University of Manchester
Oxford Road
Manchester
M13 9PL
United Kingdom

www.manchester.ac.uk/collaborate/business-engagement

Email: collaborate@manchester.ac.uk



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Essentials for Innovation



Why you should think about Commercialisation – and how to go about it

Duncan Henderson
Head of Innovation Discovery
University of Manchester Innovation Factory

Date: 30th Jan 2023



The University of Manchester



University of
Manchester
**Innovation
Factory**

Commercialisation...Why consider it?

You want to make a difference?

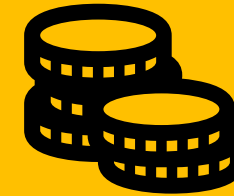
- Commercialisation can turn your research, ideas, discoveries into products and services that have significant **impact** outside of academic research
- Disseminate research have **positive** social, environmental &/or economic impact
- A commercial aspect is often **necessary** to get your product / idea/ test / therapy to be fully developed and then used
 - To make it happen someone, somewhere, needs to make money...
- You might **enjoy it!** Alternative career pathways for you or your colleagues
- Create jobs, make **Manchester successful**

The Innovation Factory at the University and the Innovation Team at the Trust help researchers navigate the commercialisation journey



UK Economy, create jobs

Wider Recognition



Make money; for the university, hospital, charity funders , **yourself**

Worldwide Industrial Investment & Impact



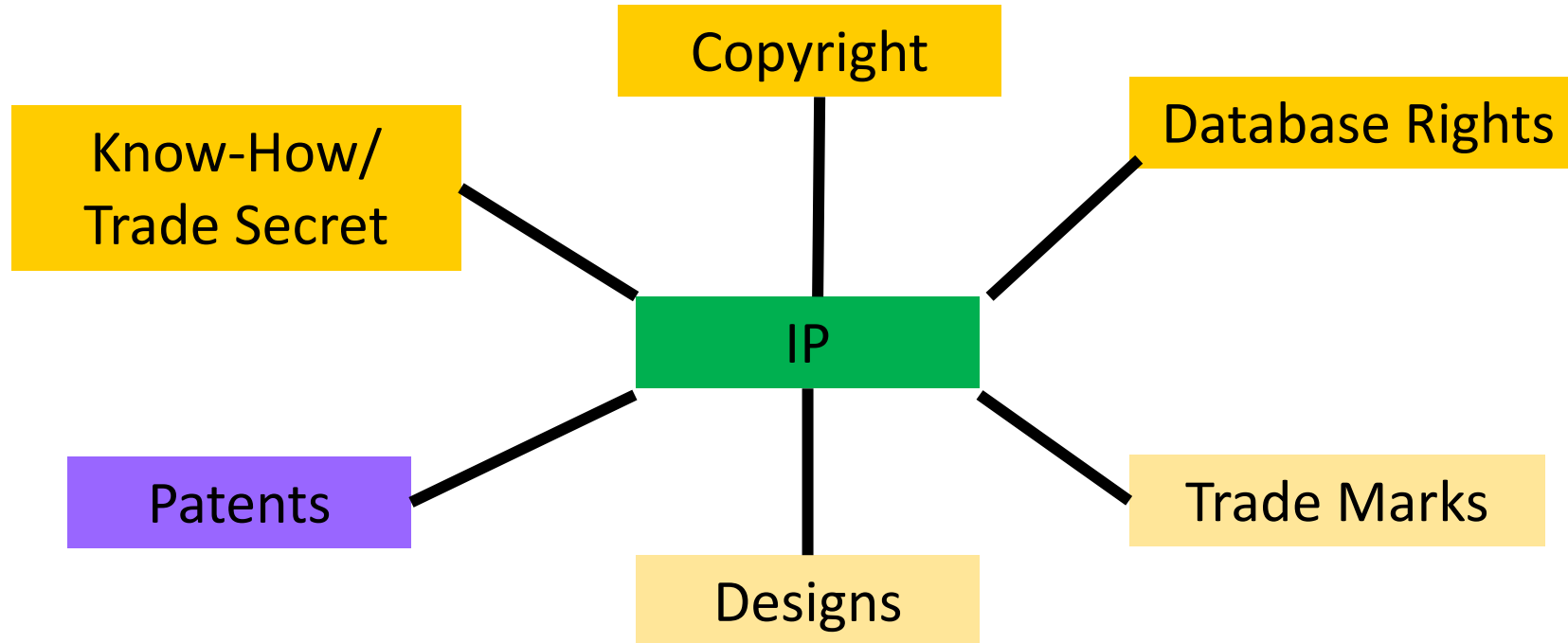
Reputation – yours and Manchester's






Entrepreneurial experience & Job opportunities



Having some Intellectual Property, 'IP', is critical for commercialisation in our setting



-  **Automatic** - No registration required
-  IP Rights **can be** registered
-  IP right **has to be** registered

The Key to success is understanding value

To whom is it valuable?

Why?

What problem (for them) does it solve

Why will they buy it?



These questions may not be easy to answer!

IP ownership and academic privilege

- Your terms of employment mean that your Institution owns any Intellectual Property (IP) arising from your work
 - This standard across the world
- Academic privilege is a system established by the government to try to **encourage innovation** by researchers in academia to commercialise their research and so promote economic growth and societal benefits.
 - A share of any gains is given to the inventors on favourable terms – what that share is will be decided by your employer
- There may be complexities:
 - Student inventors, Research Funders or Sponsors (e.g. charities, companies) may have rights to IP
- Who invented it?
 - Anyone who makes an “inventive or original contribution”
 - Not necessarily person who carries out work, probably not be identical to authors of a paper
 - Must get it right according to patent law

IP Licence

Net income (licensing royalties)
University: 60 %
Inventors: 40 %

Spinout

Inventors: 50 %
University: 35 %
Options Pool: 15 %

What does the University do with the money?

- 50 % goes to the Department the IP came from
- 50 % goes to central University funds

There are two main routes to Commercialise University/Trust IP

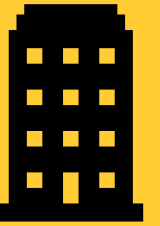


Licensing

- Reasons to go down this route:
 - Improvement over current practice
 - Single application
 - Fits within portfolio of a licensor company
 - Unsuitable for VC funding (timeline, value)
- What it implies:
 - More in line with traditional academic work
 - Early stage R&D collaborations with corporate (especially for long timelines and/or heavily regulated applications)
 - Relies on more limited spectrum of funding streams (e.g. RCs, Charities, Industry linked) for further work
 - Income based on licence fee and royalties over licensee's revenues

Spinout

- Reasons to go down this route:
 - Disruptive technology
 - No obvious single outlet
 - Multiple applications
 - High value (VC fund attractive)
- What it implies:
 - More non-academic work (business plans, investor meetings, company management)
 - Opens more funding streams (RC, charities, Innovate UK, VCs)
 - Work with investors and management team (CEO etc)
 - More control over technology for longer
 - Satisfaction of creating a self-standing business
 - Income based on share sales, floatation, exit



Commercialising in Manchester



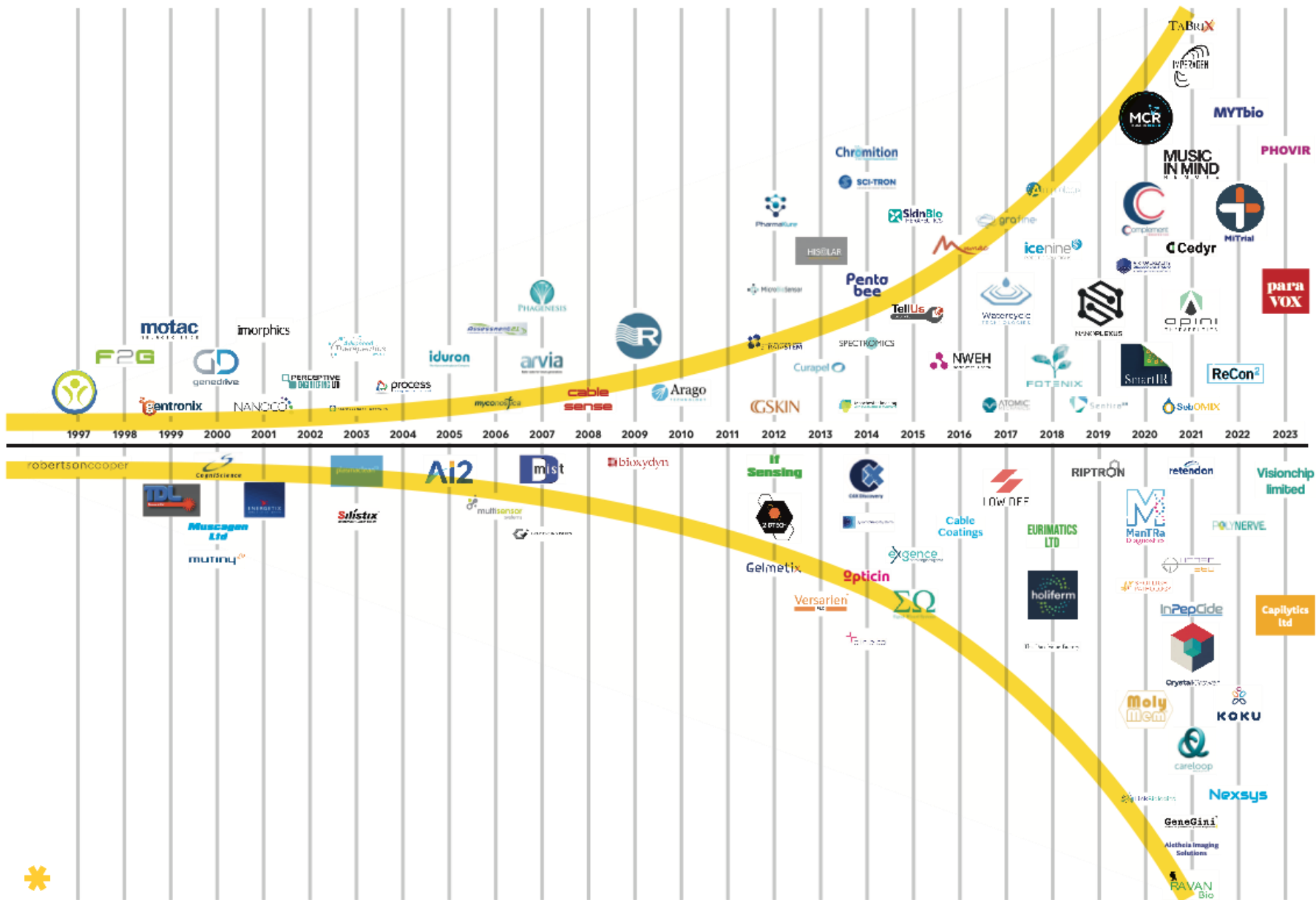
The University of Manchester

- 30 year history of Intellectual Property (IP) development & commercialisation
- Reuters Top 100 Most Innovative Universities 2019 Rankings: 49th in world, 8th in Europe, 5th in UK
- 21 social enterprise spinouts

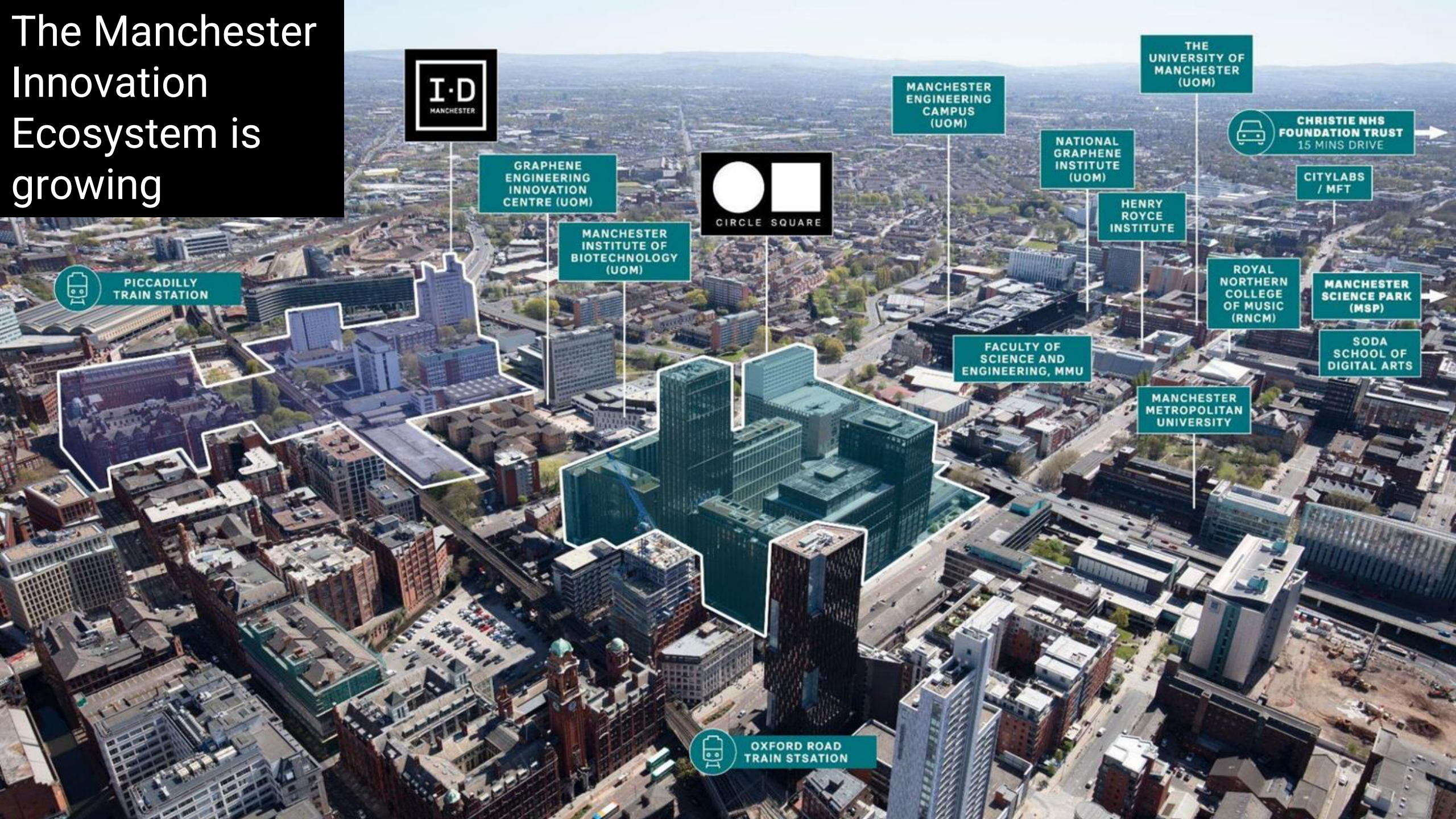
2019/20 2020/21 2021/22

- 90+ new invention disclosures
80 new invention disclosures
120 new invention disclosures
- 9 spin-out companies
13 spinout companies
10 spinout companies
- £1.5m of licensing income
£7.4 of licensing income
£4.9m of licensing income
- 10 new licensing agreements
- £3.4m First investment in spinouts
£6.3m First investment in spinouts

Manchester is improving it's spinout successes



The Manchester Innovation Ecosystem is growing



GRAPHENE ENGINEERING INNOVATION CENTRE (UOM)

MANCHESTER INSTITUTE OF BIOTECHNOLOGY (UOM)



MANCHESTER ENGINEERING CAMPUS (UOM)

NATIONAL GRAPHENE INSTITUTE (UOM)

HENRY ROYCE INSTITUTE

THE UNIVERSITY OF MANCHESTER (UOM)

CHRISTIE NHS FOUNDATION TRUST
15 MINS DRIVE

CITYLABS / MFT

ROYAL NORTHERN COLLEGE OF MUSIC (RNCM)

MANCHESTER SCIENCE PARK (MSP)

SODA SCHOOL OF DIGITAL ARTS

MANCHESTER METROPOLITAN UNIVERSITY

FACULTY OF SCIENCE AND ENGINEERING, MMU

OXFORD ROAD TRAIN STATION

PICCADILLY TRAIN STATION



NORTHERN GRITSTONE

THE VALUE OF IDEAS

MANCHESTER
1824

The University of Manchester



UNIVERSITY OF LEEDS



The
University
Of
Sheffield.

- ❑ Northern Gritstone (NG) is a new investment company that started deploying investment into Northern businesses in 2022, including IP-rich University spinouts
- ❑ NG secured final close of £312m, with investments from large regional investment funds, M&G, Columbia Threadneedle, British Patient Capital, Lansdowne Partners, and property investor Bruntwood.
- ❑ NG has to date invested in one UoM spinout's (Imperagen) and several UoM startups

www.northern-gritstone.com

Some notes on common pitfalls with

If you publish a paper or poster or give a talk then chances are you can't subsequently patent.
But you CAN do it the other way round

- Patents

- Invention must be new. Any single non-confidential disclosure made anywhere which is sufficiently detailed to impart an understanding of the invention will invalidate a patent
 - Academic papers, preprints, PhD Thesis, Websites and blogs, poster and oral presentations, discussion with academics outside your institution, public description of grant application, conversation in a pub!?

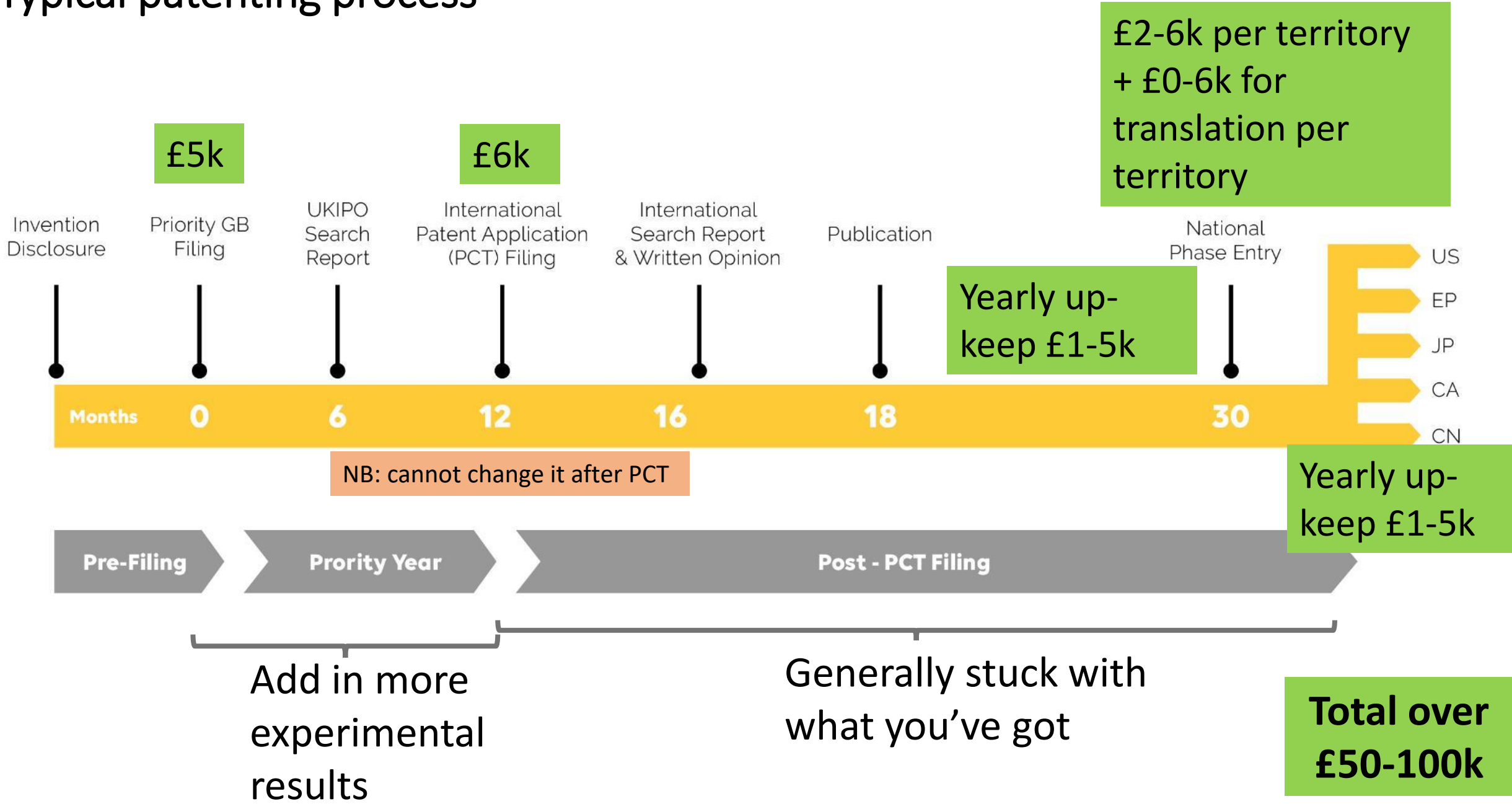
- Open Source Software

- Risks in using it: reliability, security, future development, licence
- Licence obligations with distribution, usually allow commercial use but may be restrictions
- Try to use a recognised licence

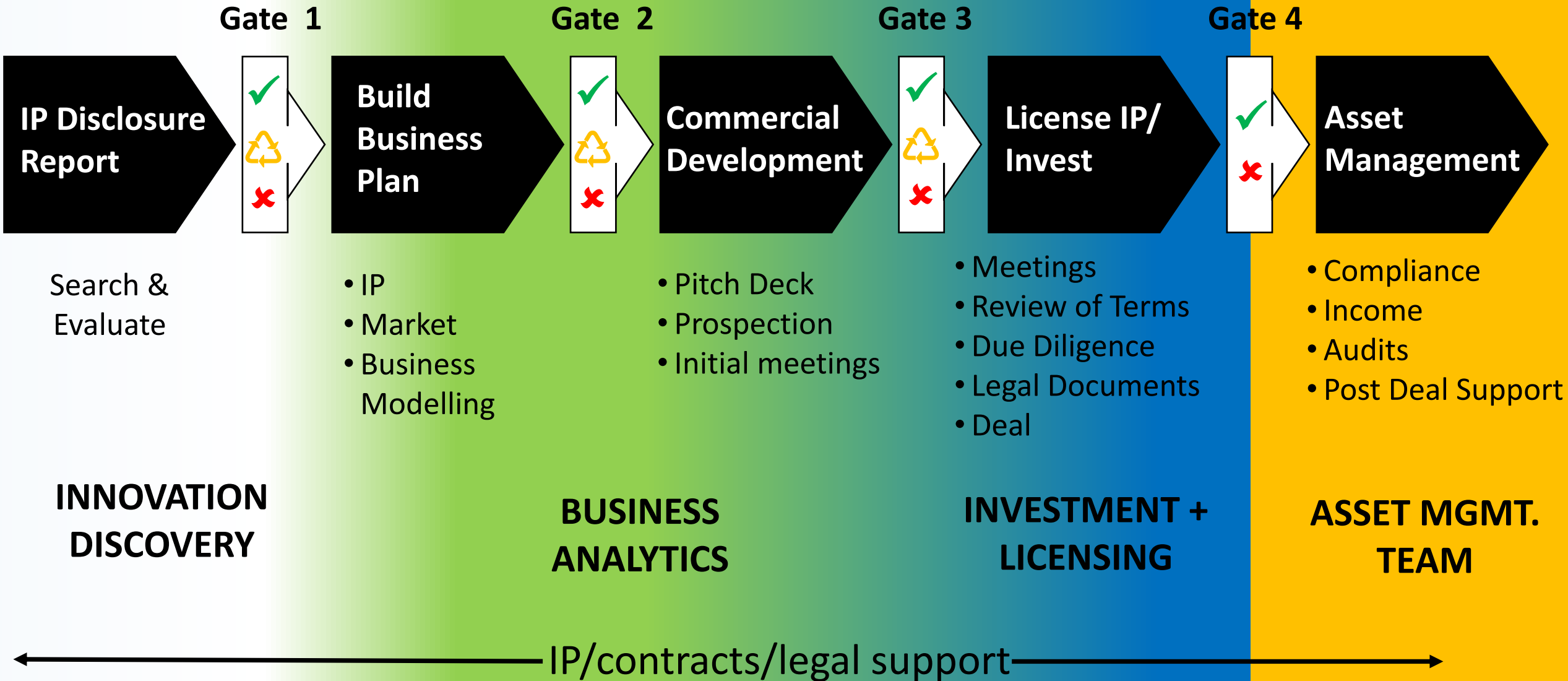
- Databases

- Licenses can govern data and/or software. Confidentiality, GDPR, governance and management.

Typical patenting process



What does it take to get to a license / spinout?



Talk to us!

- We are here to commercialise the University/Trust IP
- It's is never too early to engage with us
 - Keeping us informed of your activities allows an early identification and capture of opportunities & avoids some frequent pitfalls, lets you get advice
- What if your innovation isn't ready for commercialisation?
 - If it's not ready, we have a discussion about what might be achievable to make it ready
 - Most UoM IP that comes through the Innovation Factory is at an early stage of the translation pathway. It's often not ready for commercialisation
 - Generally, further funding is required, from various sources to help de-risk and prepare your IP for commercialisation

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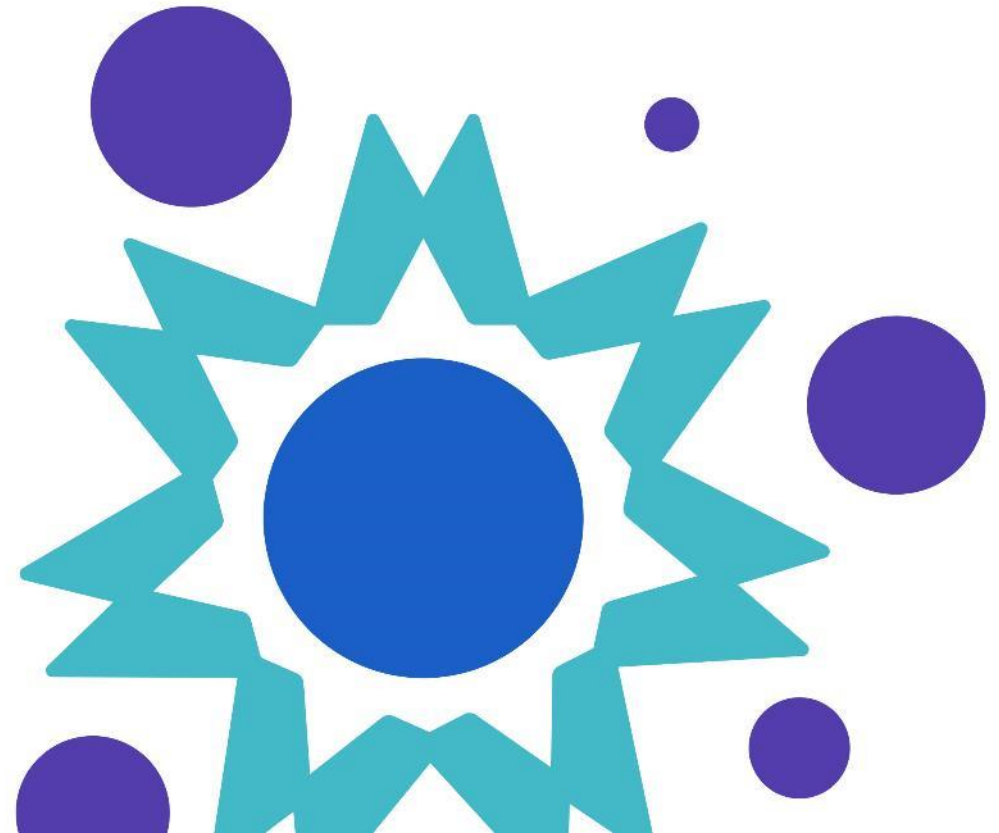


Manchester University
NHS Foundation Trust

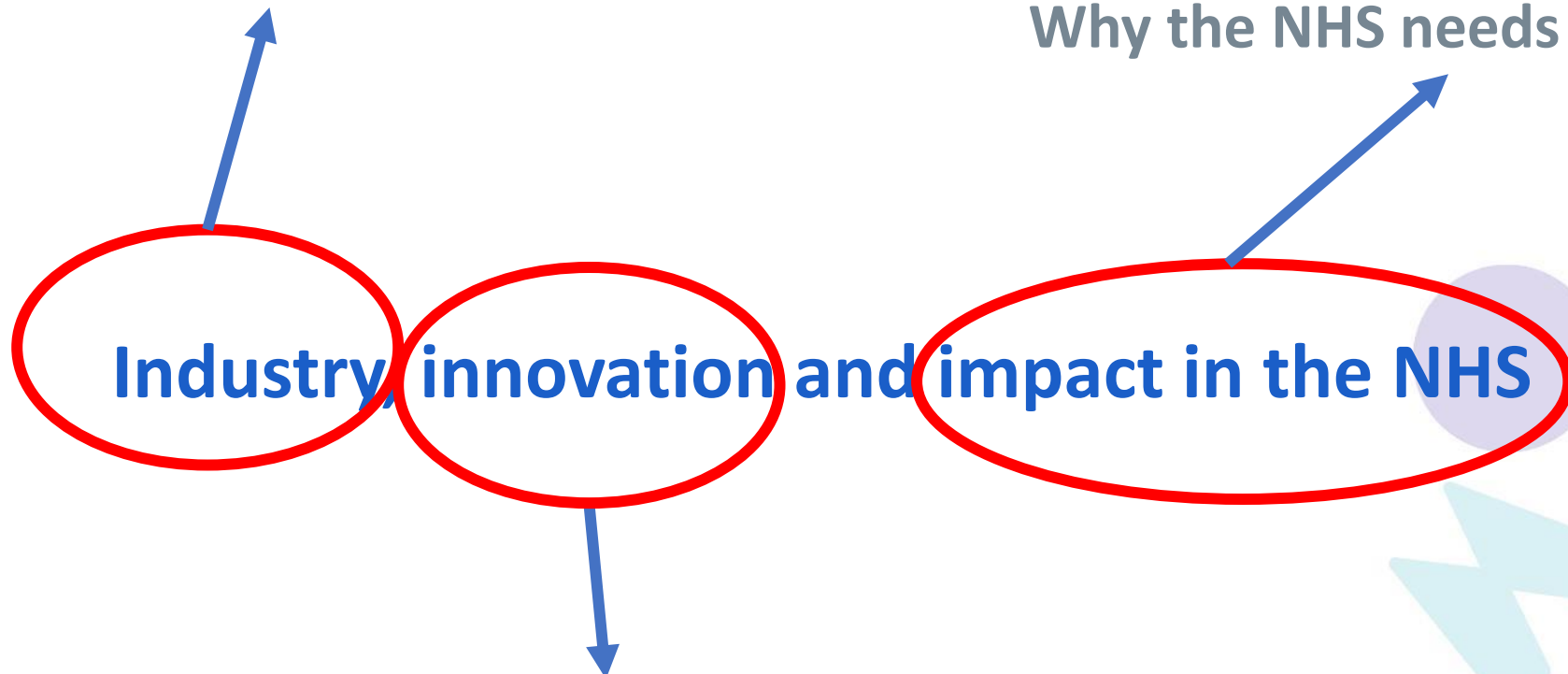
Industry, innovation and impact in the NHS

Dr Katherine Boylan
Director of Innovation
Manchester University NHS Foundation Trust

30th January 2024 – Essentials for Innovation



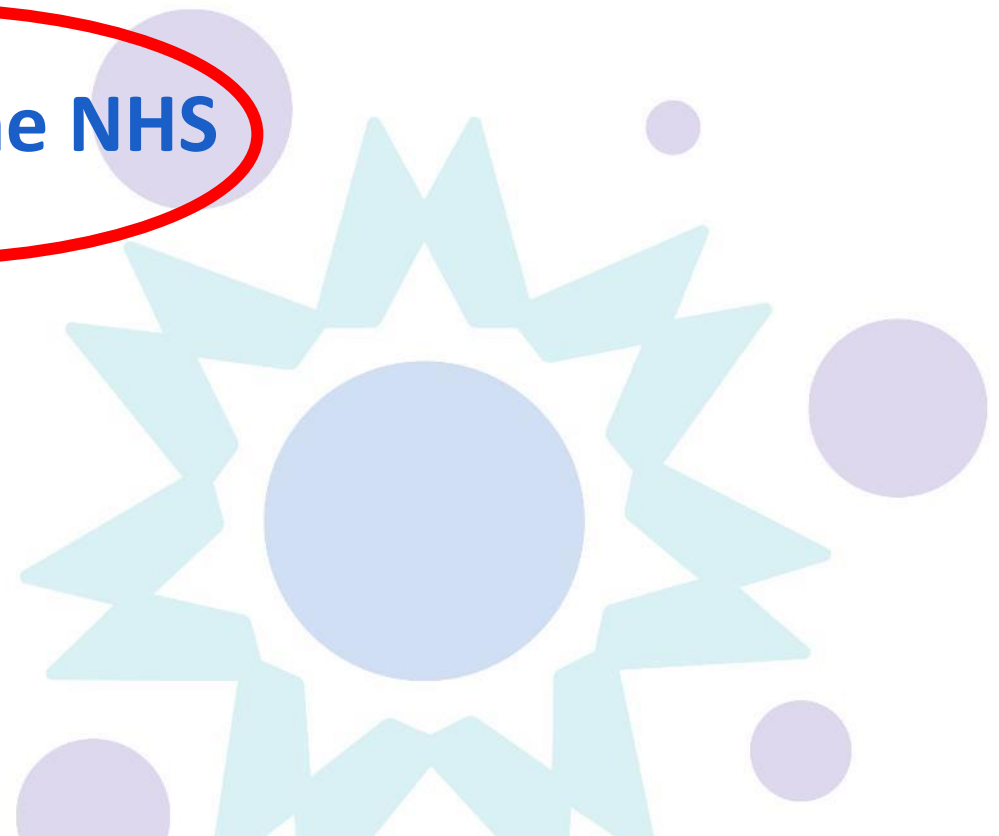
Why the NHS needs Innovation



Co-development and collaboration

Industry, innovation and impact in the NHS

@ Manchester University NHS Foundation Trust



Why the NHS needs Innovation

| | |
|---|--|
| Ageing population By 2033 4.4m more people >65 | Hospital activity will be required to increase by 40% |
| Increasing prevalence of chronic disease | Implications on workforce and capacity |
| By 2035 the number of people with multi-morbidities will double | NHS predicted to need 179,000 more staff over next 5 years. |
| COVID-19 pandemic: implications on patients and staff | Backlog will take years to clear. 5.61million people on waiting lists. |

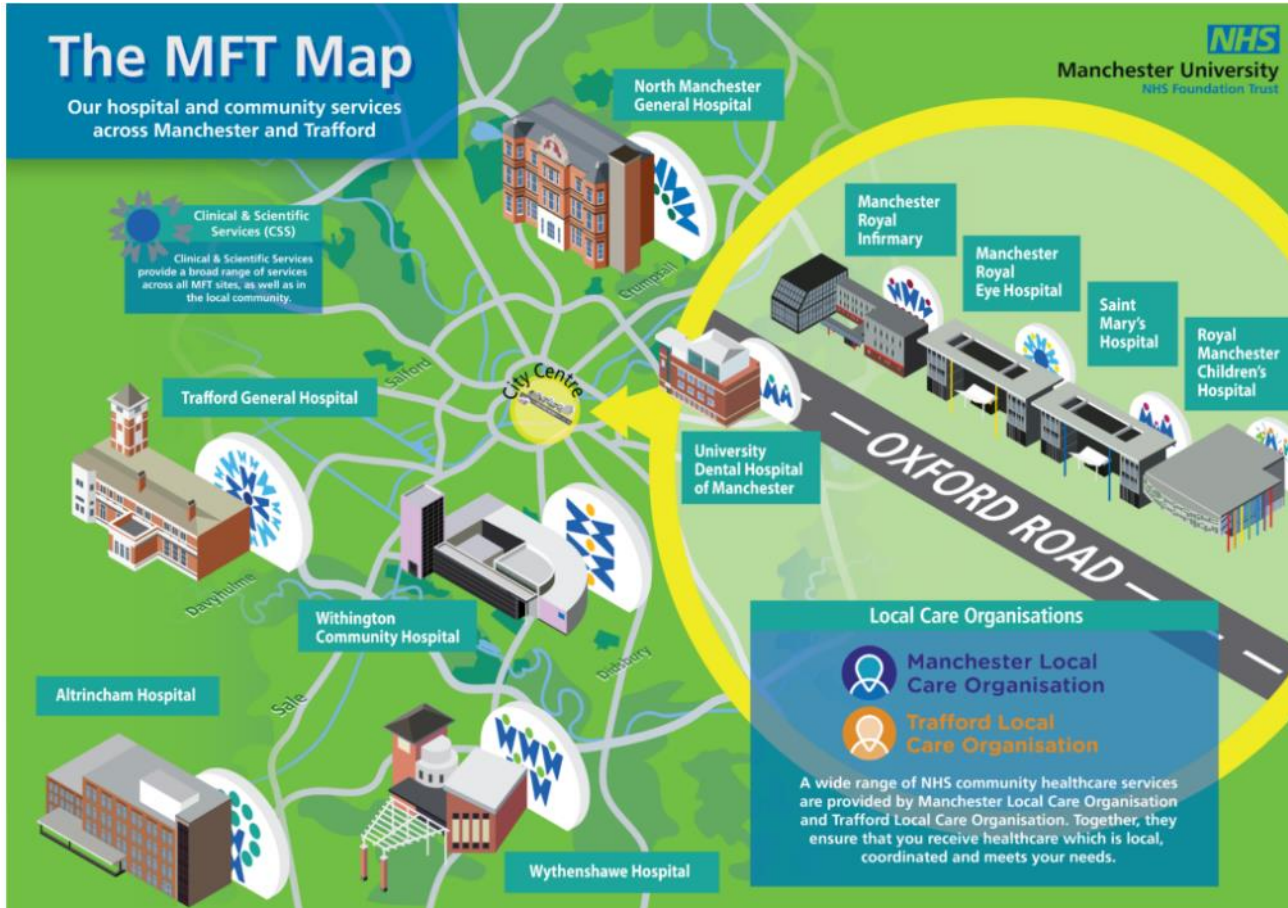
It is imperative to identify new innovations that will reduce costs and drive improvements in patient care and efficiency within the NHS

“Innovate or perish”



Manchester University NHS Foundation Trust

Manchester University NHS Foundation Trust



| | |
|------------------------------------|---|
| +28,000 Staff | £2.6bn Budget |
| Serves local population of 850,000 | Largest Critical Care facilities in England |
| 45% of GM Births at MFT | 40% of GM Elective Activity |
| 28% of GM Diagnostic Activity | MFT has 34% of GM wait list |

Research and Innovation at MFT

| | |
|------------------------|--------------------------------------|
| ~ £65m annual turnover | ~ 20,000 patients recruited annually |
| ~ 700 staff | ~ 1,000 active studies |

MFT Innovation



Manchester University

NHS Foundation Trust

IP/ commercialisation

Protection and development of ideas and medtech coming from/ involving MFT staff or resources, including support for grant applications.

Innovation adoption

Identification and adoption of proven innovations, working with Health Innovation Manchester to support technology adoption across MFT. Supported by Health Foundation Innovation Hub

Strategic Partnerships

Working with Industry and Academia to support innovation and co-development including collaborative grant applications

Innovation District

Growing industry presence and collaboration potential within the Corridor Manchester Enterprise Zone and Citylabs partnership

Strategic Programmes

Managing strategic initiatives of key importance to MFT, including:

DiTA

Diagnostics and Technology Accelerator – HealthTech Research Centre (1st April 2024)

CDSU

Clinical Data Science Unit (R&I / Informatics and UoM)

BRC/CRF

Innovation & Partnerships (NIHR infrastructure)

Hep C ODN

Programme Management support for the Hepatitis Operational Delivery Network

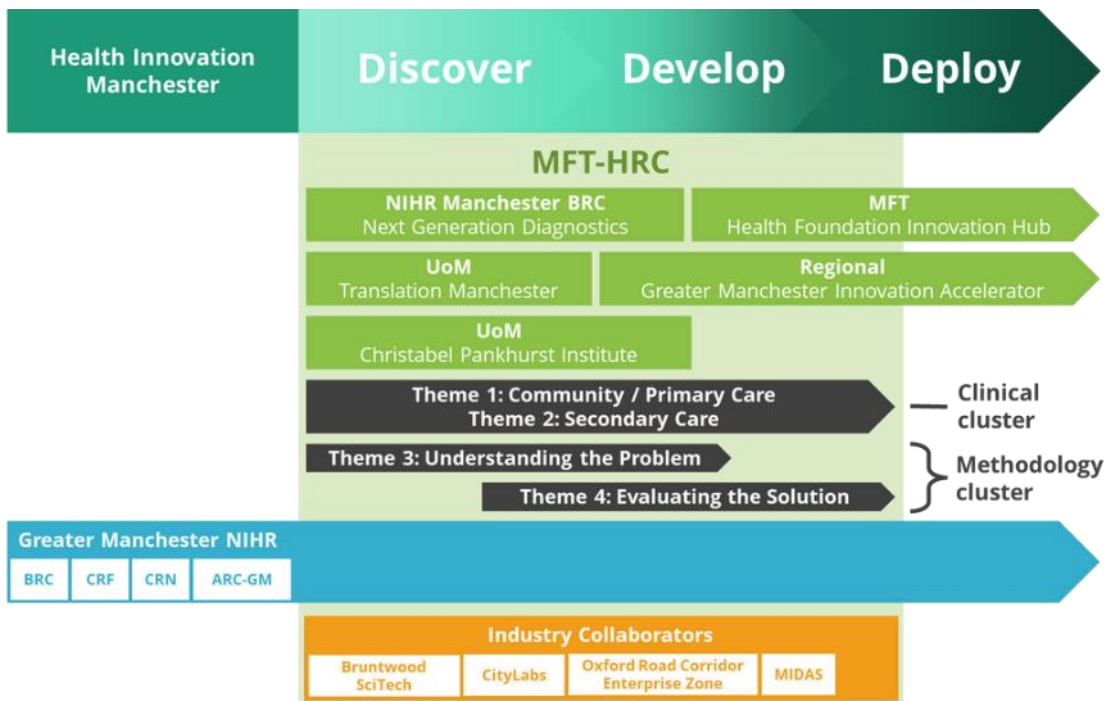
UK Gov Strategy

Industrial Strategy Challenge, levelling up and Centre-level Funds programmes



NIHR Manchester University NHS Foundation Trust HealthTech Research Centre

The National Institute for Health and Care Research (NIHR) awarded £2,998,433 for the NIHR Manchester University NHS Foundation Trust HealthTech Research Centre from 1 April 2024.



- Companies, NHS clinicians, academics, the public and patients to test and commercialise new healthcare technologies aimed at transforming urgent and emergency care
- Committed to ensuring equality, diversity and inclusivity is championed in all its programmes and activities
- Patients and the public will be involved throughout project development, active engagement with under-served populations

Industry Co-development & Collaboration



Manchester University
NHS Foundation Trust

ABHI



- Association of British HealthTech Industries leadership and representative members met with MFT R&I leadership to explore joint working
- GM Health Innovation Accelerator (>£8m) - focused on rapidly improving diagnosis and treatment. MFT leading/ co-leading work streams around liver disease, heart failure, lung cancer, pre-hospital Troponin testing, and genomics
- Manchester researchers awarded £1 million to test potential life-saving technology for early detection of liver cancer
- Developments to facilitate access to clinical data for research, innovation and commercial projects

Industry Collaboration & Future Opportunities

bruntwood



- **MedTech** – Partnership with Bruntwood SciTech to support their accelerator programme
- **Citylabs 4.0** – £42m, 125,000 sq ft specialist lab and office workspace. Working with Bruntwood SciTech to identify and secure optimal tenants for the clinical campus
- **Earlier Diagnosis** – New agreement to spearhead earlier detection and diagnosis of cancer and other health conditions across Greater Manchester (September 2022)



Strategic Partnerships

Exploring and formalising further strategic partnerships with other leading MedTech industry partners to support future expansion of our innovation footprint:

Medtronic



GE Healthcare



Industry, innovation and impact in the NHS – an exemplar



Manchester University
NHS Foundation Trust



Manchester researchers awarded £1 million to test potential life-saving technology for early detection of liver cancer

Posted: Thursday Jun 22nd 2023

Manchester researchers have been awarded over £1 million by NHS England to explore the use of an innovative test for liver cancer, which will help patients access earlier care and potentially save lives.

The team at Manchester University NHS Foundation Trust (MFT) and The University of Manchester (UoM) will implement the new technology across MFT hospitals. The test aims to improve early detection of hepatocellular carcinoma (HCC) – the most common cancer affecting the liver and the third most common cause of cancer death.

One of the risks for developing HCC is a pre-existing liver disease and scarring of the liver, known as cirrhosis. Around two in 100 patients with cirrhosis will develop HCC every year.

What next?

- Explore local training & development
- Specific opportunities for particular professional groups (eg NMAHPS)
- Consider becoming an “Innovation Champion”
- Look out for upcoming events around specific initiatives (eg MFT-HRC)
- **GET IN TOUCH!**

innovation@mft.nhs.uk



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Complement Therapeutics: Spinning out of Academia

Richard Unwin

Senior Lecturer in Mass Spectrometry and Proteomics

Founder, Complement Therapeutics Inc.



The University of Manchester



In the beginning..... Building the story

Take Home #1



Training

- Minimum value product
- Value Inflection points
- Pathway to translation



Science

- Build the story – Problem/Solution
- Build the product – Proof of Concept



Medical
Research
Council

Confidence in Concept (x2),
Project Grant (RU), Fellowship (SC)

Liaise with Innovation Factory:

- Write and submit patents
- Prepare for the next stage.....



Decision time.....

Grant Funding

- Competitive
- Risky (~20% success)
- Retain full control
- 'Delays' getting industry involved?



License

- Commercial partner develops your IP
- 'Path of least resistance'
- Potentially relinquish (some) control
- Finding an interested partner not easy
- Legals.....



Spin-out

- You develop your IP
- Whole new world for an academic (legal, finance, manufacturing, regulatory)
- Need to bring in ££££
- Retain (some) control (for a while).



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So you're setting up a spin-out...

- At this stage you're looking for value to your investors
- Make your pitches clear for the investor – this is your business plan
- Business plan – runway
- Be prepared to repeat this process
- Most companies/investors



Get you off the ground and

value and the opportunities

Take Home #2

Identify CROs. **CLARITY.**



CTx Incorporated

March 2020



CTx Incorporated
March 2020

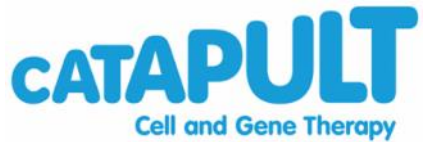


1st Investment – €2m
March 2021



CTx 'virtual'
Asset Licenced 2019

Appoint CEO,
Project manager,
R&D Ops



EXPERIMENTICA
Scientific excellence in ocular models

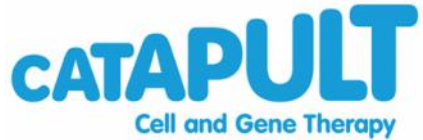
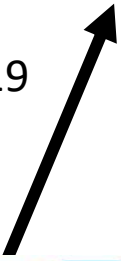
CTx Incorporated
March 2020



1st Investment – €2m
March 2021



CTx 'virtual'
Asset Licenced 2019



Appoint CEO,
Project manager,
R&D Ops



Partner with MDC:
Stratification platform
July 2021



EXPERIMENTICA
Scientific excellence in ocular models

CTx Incorporated
March 2020



1st Investment – €2m
March 2021



Close SEED – €6m
Feb 2022

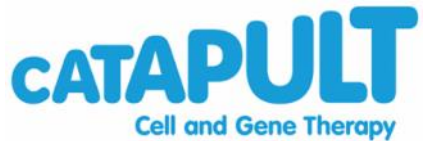


CTx 'virtual'
Asset Licenced 2019

Appoint CEO,
Project manager,
R&D Ops

Appoint
new CEO

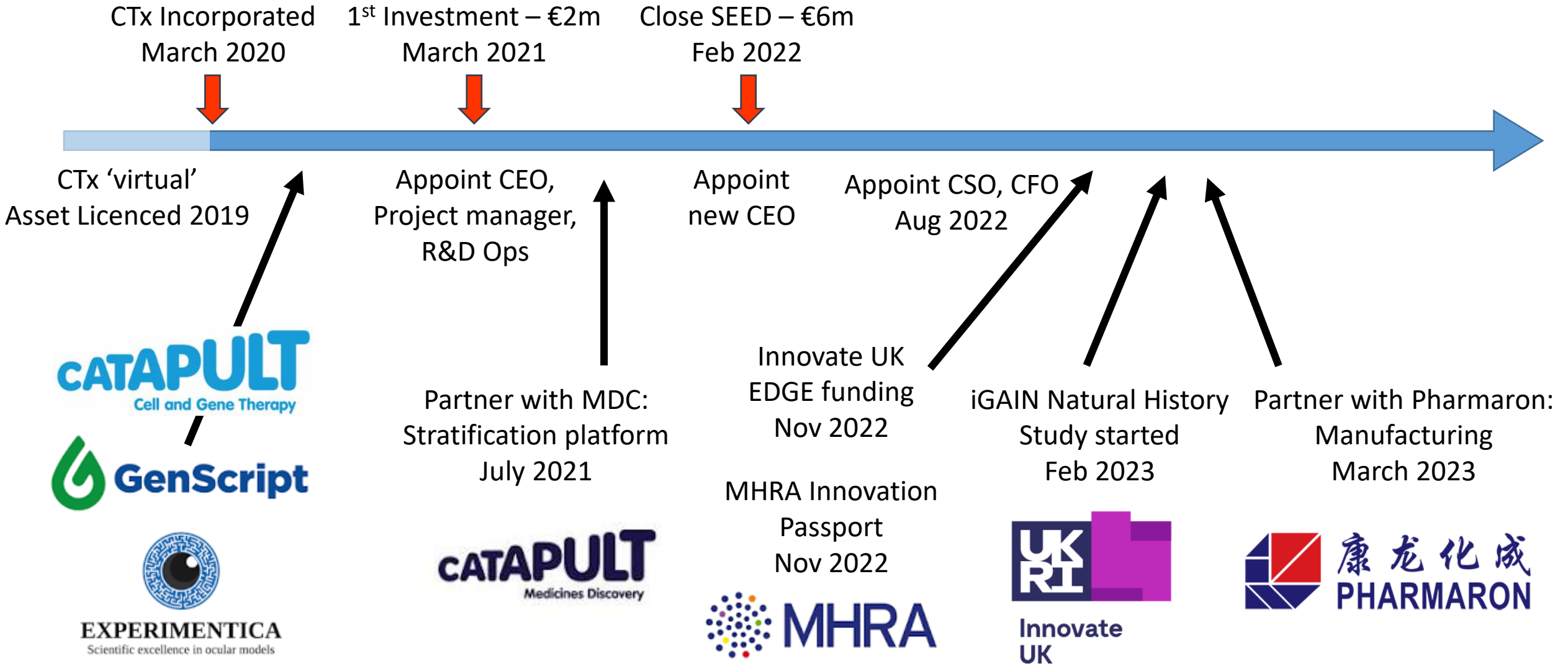
Appoint CSO, CFO
Aug 2022



EXPERIMENTICA
Scientific excellence in ocular models

Partner with MDC:
Stratification platform
July 2021





CTx Incorporated
March 2020



1st Investment – €2m
March 2021



Close SEED – €6m
Feb 2022



Close Series A – €72m
Apr 2023



CTx 'virtual'

Asset Licenced 2019



CTx Incorporated
March 2020



1st Investment – €2m
March 2021



Close SEED – €5m
Feb 2022



Close Series A – €72m
Apr 2023



CTx 'virtual'
Asset Licenced 2019



Open Labs @
Stevenage
Staff increase to ~18

Why spin out.....

Take Home #3

“For 20 years I thought my job was as a basic scientist. Publish papers and throw them over the wall for someone else to apply. I now realise that there's no one on the other side of the wall. Just a huge pile of papers that we've all thrown over.”

Prof. Duncan Watts, U Penn

Agenda

| Time | Session | Presenter |
|-------------|--|---|
| 09:30–10:00 | Registration and Refreshments | |
| 10:00–10:05 | Welcome | Dr Colette Inkson NIHR Manchester Biomedical Research Centre |
| 10:05–10:20 | Opening Address from Professor Ian Bruce | Professor Ian Bruce NIHR Manchester Biomedical Research Centre & University of Manchester |
| 10:20–10:35 | Translational Research Support at The University of Manchester | Dr Alessandro Faroni Translation Manchester at The University of Manchester |
| 10:35–10:50 | Bridging the Gap Between Academia and Industry: How We Can Work Together | Chris Hepworth Business Engagement Team at The University of Manchester |
| 10:50–11:05 | Why You Should Think of Commercialisation – and How to Go About It | Dr Duncan Henderson The Innovation Factory at The University of Manchester |
| 11:05–11:25 | Comfort Break | |
| 11:25–11:40 | Industry, Innovation and Impact in the NHS | Dr Katherine Boylan Manchester University NHS Foundation Trust |
| 11:40–11:55 | Complement Therapeutics: Spinning out of Academia | Dr Richard Unwin The University of Manchester |
| 11:55–12:00 | The Innovator Training Scheme Next Steps | Dr Colette Inkson NIHR Manchester Biomedical Research Centre |
| 12:00–12:20 | Q&A Session followed by Closing Remarks | Professor Rick Body NIHR Manchester Biomedical Research Centre & University of Manchester |
| 12:20 | Close and Networking Lunch | |



Introducing the Innovator Training Scheme

Dr Colette Inkson

Innovation & Partnerships Manager

NIHR Manchester Biomedical Research Centre





Innovator Training Scheme

Essentials skills for successful research innovations

#MCRinnovator



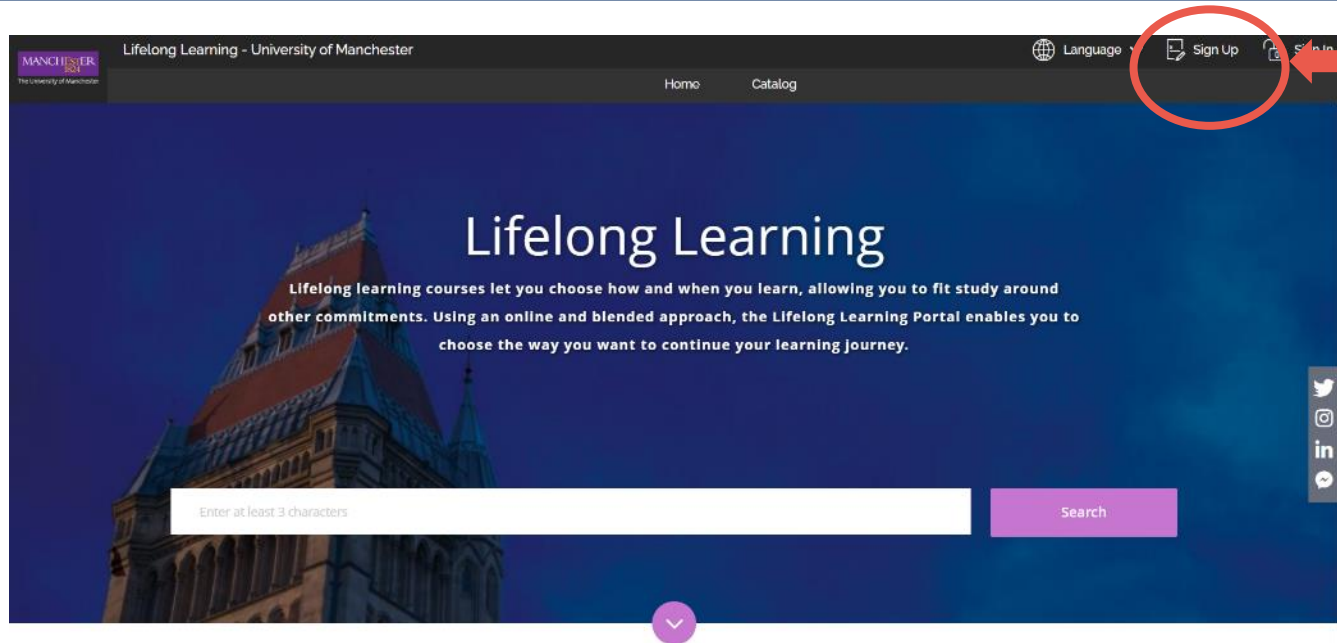
- In **2021** the **NIHR Biomedical Research Centre** in collaboration with **Translation Manchester** delivered a pilot series of webinars entitled **The Innovator Training Scheme**
- These webinars were designed to **nurture participants** on their **journey to creating innovative partnerships, new opportunities** for **collaboration**, and a **culture of pioneering translational research**

Interactive E-Learning Training Materials

Translational Research Skills Portal hosted on the Life-Long Learning Platform



Available to all clinical and academic colleagues active in research across Greater Manchester



Sign up here!

Email Address *

Email as username (eg. email@domain.com)

Date of Birth *

dd-mm-yyyy

Agree to our Terms of Service & Privacy Policies



Submit

<https://lifelonglearning.manchester.ac.uk/>

Innovator training scheme E-learning modules

Unit 1: Essentials for Innovation

Unit 2: Developing an Entrepreneurial Mindset

Unit 3: Identifying Intellectual Property

Unit 4: Communicating Your Research to Commercial Audiences

Unit 5: Building Your Network and the Value of Teams

Unit 6: Commercialisation as a Route to Clinical Impact

START COURSE



Coming soon!

What would you like to see on the Innovator Training Scheme?

Tell us what you need!

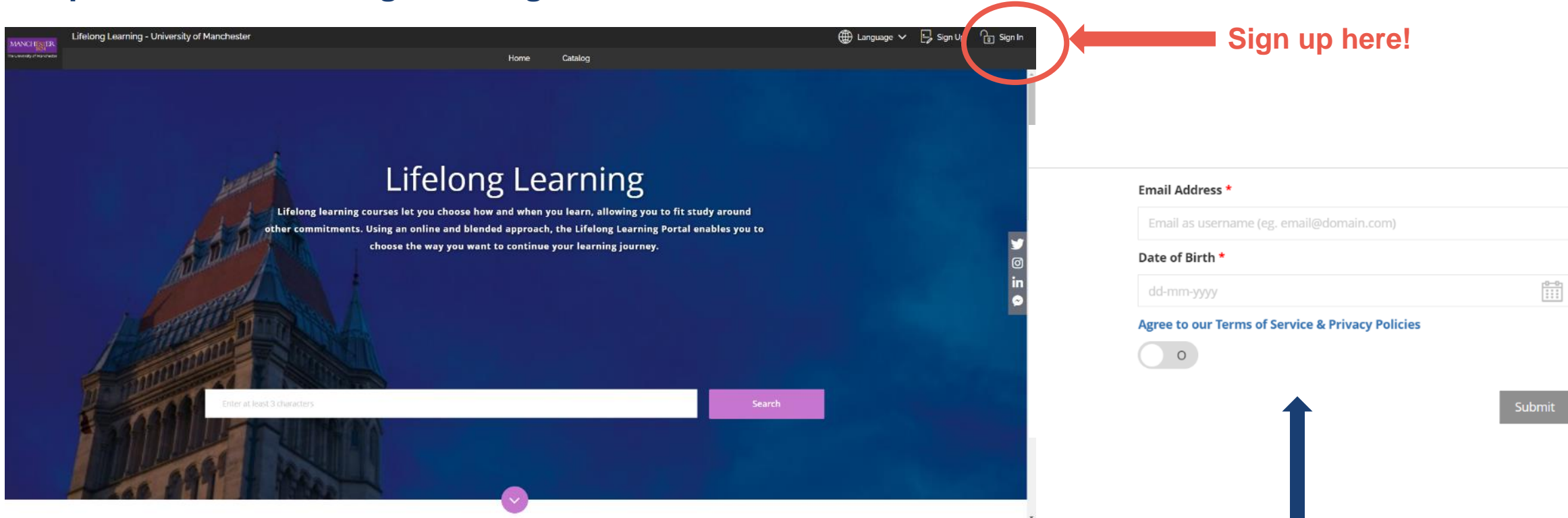


New modules:

- **New Principal Investigator Training for Clinical Trials**
- **How to build effective Industry Partnerships**
- **HealthTech and Medical Devices: Understanding the Regulatory Landscape**

How can you access the Innovator training scheme?

Step 1: Create a Lifelong Learning Account



The image shows a screenshot of the Lifelong Learning website. The header includes the University of Manchester logo and navigation links for Home and Catalog. In the top right corner, there are links for Language, Sign Up, and Sign In. The 'Sign Up' link is circled in red, with a red arrow pointing to it from the text 'Sign up here!'. The main content area features a large blue banner with the text 'Lifelong Learning' and a description of the program. Below the banner is a search bar with a placeholder 'Enter at least 3 characters' and a 'Search' button. To the right of the banner is a registration form with fields for 'Email Address *' (with a placeholder 'Email as username (eg. email@domain.com)'), 'Date of Birth *' (with a placeholder 'dd-mm-yyyy' and a calendar icon), and a toggle for 'Agree to our Terms of Service & Privacy Policies'. A 'Submit' button is located at the bottom right of the form. A blue arrow points from the text 'Create account' below to the 'Submit' button.

Visit: <https://lifelonglearning.manchester.ac.uk/>

Create account

How can you access the Innovator training scheme?

Step 2: Login to Lifelong Learning

LOG IN TO LIFELONG LEARNING PORTAL

Username

Password

Sign In

[Forgot Password?](#)

Step 3: Search course catalogue – type in ‘Translation’

Course Catalog

View: | 25 | 50 | All

Refine your search

Translation

Availability

- Immediately
- Not currently scheduled
- Future

Register

- Enrolment Open
- Enrolment Open Soon

Category

- Career Skills
- Environment
- Technology
- Languages
- Planning & Management
- Biological Sciences
- Healthcare

Enroll Now

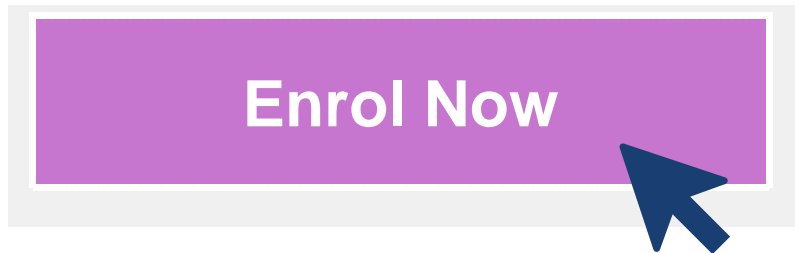
Translational Research Skills Training

self-paced

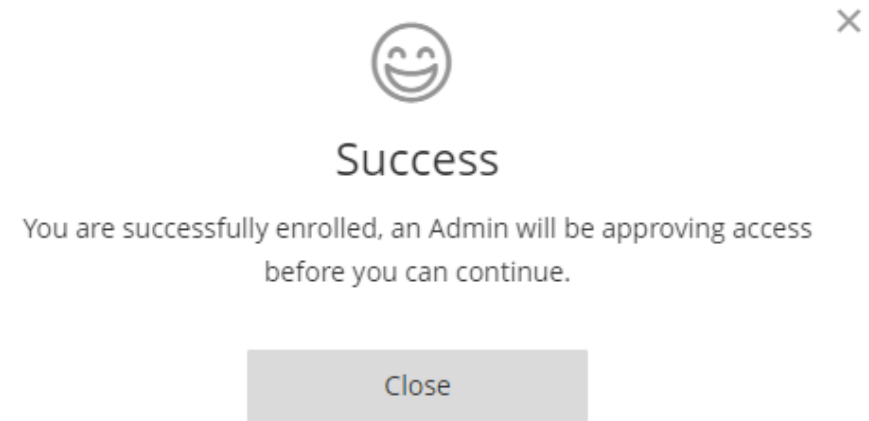
1

How can you access the Innovator training scheme?

Step 4: Click on Enrol Now



Step 5: We will approve your enrolment within 48 hours



Any queries please contact us:



brc-crfpartnerships@mft.nhs.uk



Thank you!

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Q&A



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