

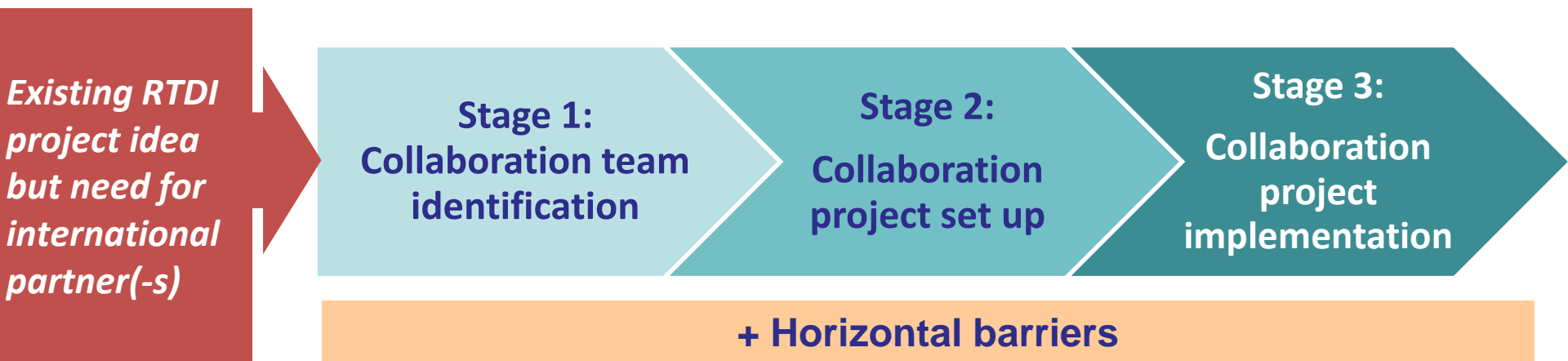
Transatlantic Business Driven Collaborative Health Research: Drivers, Barriers and Open Issues

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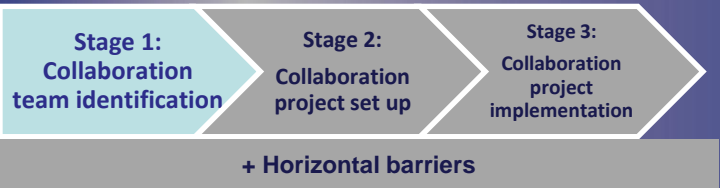
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Main identified barriers : overview



Drivers for US-EU Collaboration

- Globalization of science and technology
- Global challenges in Health, Energy, Food, Water, etc
- Increasing use of Open Innovation and precompetitive research collaborations
- Rising R&D costs leading to more Product Development Partnerships (PDP)s
- Continued transatlantic dialog on harmonization efforts in business and regulatory science



Addressing Stage 1 Barrier: Collaboration Team Identification



Business Support on Your Doorstep

Example: U.S. small medical device manufacturer seeks innovative technology for next big product

Lessons Learned:

- Though networks exist to facilitate partnerships, willingness and responsiveness is needed on both sides
- Persistence is critical



Addressing Stage 1 Barrier: Collaboration Team Identification



Besides the EEN, there are other partnering platforms

Lessons Learned:

- Mostly precompetitive
- US-centric or EU-centric
- There is a cost to use these



Stage 1:
Collaboration team
identification

Stage 2:
Collaboration
project set up

Stage 3:
Collaboration
project
implementation

BILAT  USA 2.0

+ Horizontal barriers

Addressing Stage 2 Barrier: Collaboration Project Set Up



Example: PanACEA - Pan African Consortium for the Evaluation of Antituberculosis Antibiotics

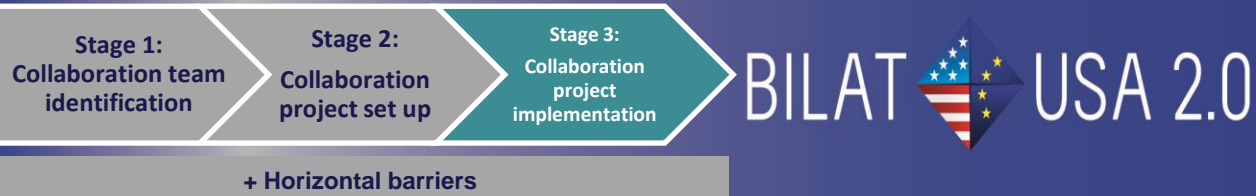
Lessons Learned:

- Given a common cause, US and EU pharmaceutical companies are willing to co-invest toward development of innovative solutions
- Successful in that it set a new standard in TB combination therapy research



<http://www.EuUsScienceTechnology.eu/>





Addressing Stage 3 Barrier: Project Implementation



Example: U.S. company seeking to enter European market finds European company partner with REACH-compliant chemical alternative

Lessons Learned:

- Partnering with organizations for product development within US or EU markets better facilitates navigation of country-specific market regulations



Stage 1:
Collaboration team
identification

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Collaboration
project set up

Stage 3:
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+ Horizontal barriers



<http://c-path.org/>

Addressing Horizontal Barriers



<http://www.imi.europa.eu/content/safe-t/>

Example: PSTC, led by C-Path and
SAFE-T consortium, sponsored by IMI

Lessons Learned:

- Agreements can take a long time to finalize (perseverance pays off)
- Find and focus on complementary strengths in a partnership
- Cooperation can lead to coordinated regulations that are adopted across US, EU and Japanese regulatory agencies



Thanks!

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