

INDUSTRY LIAISON AND INNOVATION (ILI)

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**Dalhousie Research
Services**



What We Do:

Technology Commercialization

- Assess new technologies for commercial potential
- Manage and secure intellectual property protection
- Help find commercialization funding
- License intellectual property to existing companies or help form new, spin-off companies
- Bundle technologies

What We Do: Industry Engagement

- Establish company connections
 - ▶ Attend conferences/tradeshows with industry
 - ▶ ILI has contacts and working relationships with companies spanning all industry sectors
- Having an established relationship with ILI increases the likelihood of making researcher/company partnerships
- Encourage industry partners to work with Dalhousie through various means including grants

Funding Sources

● Core

- ▶ CIHR (Canadian Institutes of Health Research)
- ▶ NSHRF (Nova Scotia Health Research Foundation)
- ▶ SSHRC (Social Sciences and Humanities Research Council)
- ▶ NSERC (Natural Sciences and Engineering Research Council)

● Other

- ▶ Province (Economic Development, ex. Innovacorp)
- ▶ Groups or Associations (Springboard, Bionova, etc)
- ▶ Networks of Centre of Excellence (ex. CDRD, Green Centre Canada)
- ▶ ACOA (Atlantic Canada Opportunities Agency), AIF
- ▶ Industry - sponsored research agreements
- ▶ NRC-IRAP, Vouchers
- ▶ Venture Opportunities
- ▶ Philanthropic Foundations (Partnerships 4 Cures)

Springboard Atlantic



- Regional commercialization network representing ILI offices in Atlantic Canada
- Funded by ACOA
- Dalhousie is a leading member
- High success rate
- Innovation Mobilization Programs to advance research:
 - ▶ Industry Engagement- \$15,000
 - ▶ Proof of Concept - \$20,000
 - ▶ Patent and Legal - \$15,000
 - ▶ Marketing Support - \$5,000

BioNova

- International Biopartnering Incoming Mission
 - in conjunction with the International Business Development Agreement
 - helps companies and researchers invite international business and/or research collaborators to the province
- BioInnovation Challenge
 - in conjunction with annual BioPort Atlantic conference
 - Help to ease transition from laboratory to market
 - \$30,000 prize package includes seed funding and advisory services

Center for Drug Research and Development

- National Center of Excellence for Commercialization and Research
- Dalhousie has signed an Affiliation Agreement whereby Dalhousie researchers can access CDRD support
- Helps guide early stage discoveries through the preclinical drug development process
- Have expertise and infrastructure equivalent to a mid-size biotechnology company
- Already have two projects
 - ▶ First now partnered with large pharmaceutical company and CDRD – first year of work valued at \$1.5 M
 - ▶ Second (IGNITE) valued at \$610,000 (leverage for Genome Canada) for a \$4.8M total

Green Centre Canada

- National Center of Excellence for Commercialization and Research
- Brings together academic researchers, industry partners and commercial expertise to develop clean, less energy-intensive alternatives
- \$50,000 - \$100,000 projects
- Two successful Dalhousie projects so far including a surfactant project and a catalyst project

ACOA's AIF

- The Atlantic Innovation Fund's (AIF) primary purpose is to strengthen the Atlantic Canadian economy by accelerating the development of knowledge based industries.
- It is aimed at building capability in areas of research that leads to the commercialization of products which contribute to economic growth in Atlantic Canada.
- Annual call in early spring, announcements early winter
- ILI facilitates and manages Dalhousie AIF applications
- Having an industry partner increases likelihood of success

Industry-Sponsored Research Agreements

- Encourage industry partners to work with Dalhousie researchers
- ILI has contacts and working relationships with companies spanning all industry sectors
- ILI can help leverage company research dollars to maximize their corporate investment to maximum benefit
- Ex: GSK DPAC – integrated partnership for drug discovery - 3 projects going forward

NSERC

- research in animal health and veterinary medicine
- research in nutrition related to food components, nutraceuticals or functional foods
- Research in understanding fundamental processes in humans
- Monitoring and diagnostic technologies (health IT, in-vitro diagnostics, diagnostic imaging, patient monitoring, endoscopic devices)

NSERC Programs

● Interaction Grant

- up to \$5,000 for up to three months
- gives companies and University researchers an opportunity to meet (travel and meeting activities) and identify a company-specific problem they could solve by collaborating in a subsequent research partnership. Expected to result in economic benefit to Canada

● Engage Grants

- up to \$25,000 for up to six months
- establish new relationship between a company and a University researcher to support short-term research and development projects aimed at addressing a company-specific problem

NSERC Programs

- Collaborative Research and Development Grant (CRD)
 - one to five years in duration, no cap
 - gives companies access to the unique knowledge, expertise and educational resources available at Canadian postsecondary institutions and to train students in essential technical skills required by industry
 - expected to results in industrial and/or economic benefits to Canada
- Commercialization Grant (Idea to Innovation (I2I))
 - up to \$125,000 (Market Assessment, Phase I, IIa and IIb)
 - accelerate the pre-competitive development of promising technology originating from the University and promote its transfer to a Canadian company

NRC-IRAP

- Dalhousie NRC- IRAP is managed by the ILI.
- Request received by Canadian company to ILI for science and technology assistance. Want to solve a problem.
- ILI finds researcher who can help
- Typically funds cover 3-5 days of the profs time, maximum \$5,000
- No cost to company
- Average 35 projects/year
- Open year round, providing money available
- Life Sciences projects under subscribed

Voucher Program

- Request received by Nova Scotia company for science and technology assistance. Want to solve a problem.
- administered by the Nova Scotia Economic and Rural Development and Tourism
- companies apply to the province
- applications sent to ILI
- applications open until August each year
- \$15,000 project
- Life Sciences projects under subscribed

Venture Opportunities

- Intellectual Ventures
- Ingenius Innovation
- Canadian Consulate in Washington, DC

Partnership 4 Cures (Philanthropic Foundation)

- Philanthropic organization focused on repurposing drugs and modifying current treatment protocols
- Dalhousie is one of 12 charter members able to access \$100M fund to support therapeutic development
- Projects can focus on a large range of medical conditions, as long as there is an unmet medical need

Engaging Industry in your Research

- Who is working in your space?
- Any common interests and opportunity for collaboration
- ILI can initiate contact or seek input
- Open Innovation is the new standard – more companies doing research outside of the company through University relationships
- Generate novel research project that is important to the company, sponsored research agreement
- Potential funding source and potential employer



Contact Info

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