

**Stimulating and supporting
R&D scientists to access
external funding for their
innovation projects:
GSK Vaccines experience**

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Strategic vs. ~~Opportunistic~~



Public and Private (excl. Investors)

External funding: key steps



Dedicated support activities needed

- Preparation
- Identification
- Submission
- Negotiation
- Follow-up

Preparation



Stakeholder management

- Going close
 - National, Regional, Local
 - Face-to-face
 - Internally, strong connection to R&D organisation and strategy
- Sharing challenges
 - Alone or with associations
 - Public needs, public impact (societal, economic, health,...)
 - Repeat, repeat, repeat...
- Internal Communication
 - Push (all projects)
 - Pull (priority 2 or 3 projects)
 - Newsletters, sharing successes,...



<https://www.indiamart.com/proddetail/project-preparation-7185341148.html>

Identification



Permanent monitoring and anticipation

- Generating opportunities:
 - Participate to actions to define R&I priorities in our sector
 - Communicate and interact with authorities at the proper level: regional, federal, European.
- Getting the information about opportunities:
 - Public information tracking.
 - Information from institutionalised networks (regional authorities and Ministries, NCPs, FNRS/FWO).
 - Information from professional associations (Clusters, sector associations, etc.)



<https://www.arkansasstateparks.com/parks/crater-diamonds-state-park>

Submission



Prepare

- Alone or Consortium?
 - Partners selection
 - Balance long term collaborators and newcomers fresh perspective
 - Balance knowledge and results sharing vs. IP protection
- Grant writing
 - Experts (not only scientists)
 - Administrative sections
 - Budget – accuracy!



<https://www.indiamart.com/proddetail/project-preparation-and-loan-syndication-4928814897.html>

Negotiation



Team work

- This is for specialists
- Support to BD/Legal teams
- Consider the broad picture
 - Type of partners (university vs. private companies)
 - Environment (EU state aids regulation)
 - Valorisation
 - Communication
 - Sustainability



<https://pmtips.net/article/the-art-of-negotiation-in-project-management>

*Consolidated version of the Treaty on the
Functioning of the European Union - PART
THREE: UNION POLICIES AND INTERNAL
ACTIONS - TITLE VII: COMMON RULES ON
COMPETITION, TAXATION AND
APPROXIMATION OF LAWS - Chapter 1:
Rules on competition - Section 2: Aids granted
by States - Article 107 (ex Article 87 TEC)*

Follow-up



Project start is the beginning not the end

- Specific dedicated project management
 - Project Manager is not External Funding Manager
- Reporting
 - Scientific reports
 - Financial reports
- Communication
- Publication and patents
- Sustainability
- Audits



<https://yourstory.com/2016/12/project-tracking-made-easy>

Examples



What have we achieved so far...



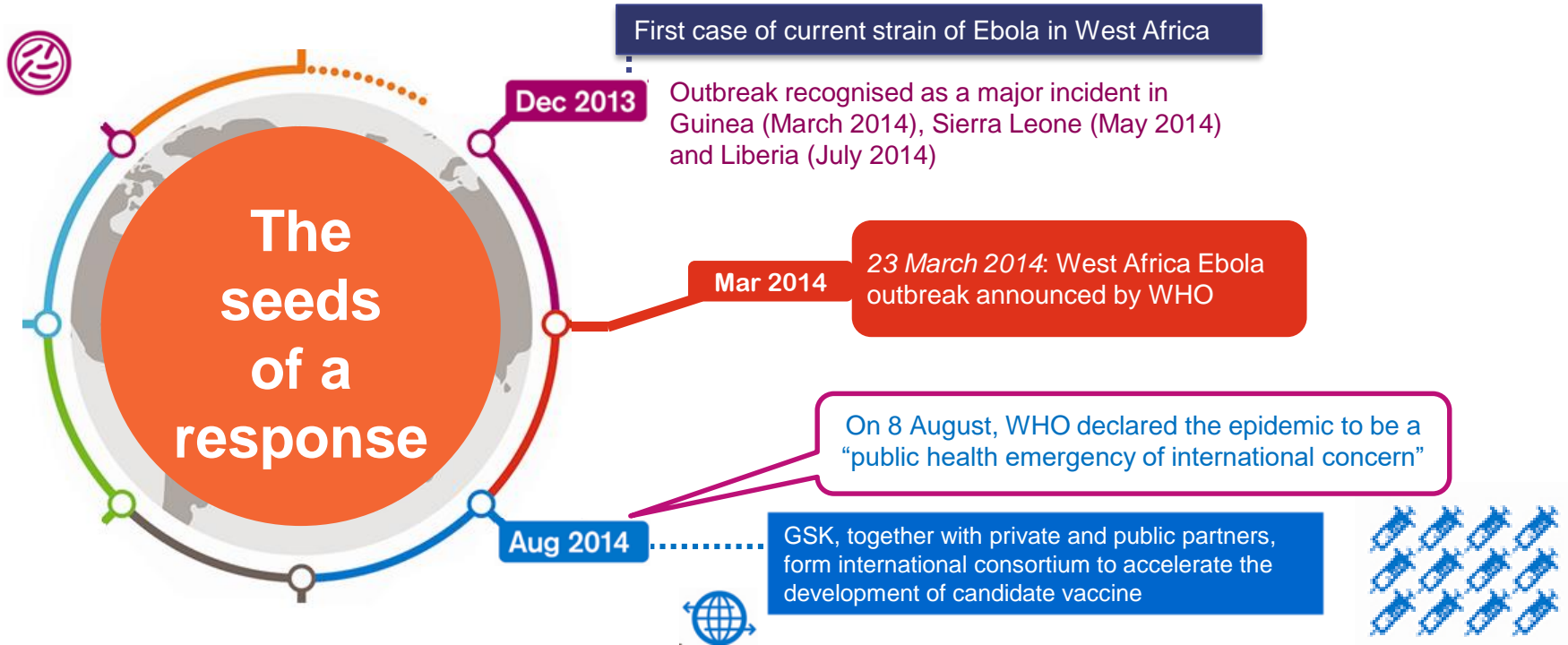


Two examples

Two extremes

EbolaVac

Vaccines normally take 10-15 years to develop





- Commitment of GSK to accelerate its Ebola vaccine program – Aug 13th 2014
 - EC call for proposals - Sept 19th 2014
 - Ebolavac Proposal submission - Oct 6th 2014
 - Notification of selection - Oct 21st 2014 (project official start Oct 7th 2014)

EbolaVac

GSK- sponsored Ph II trials



Notification of
selection
21 Oct 2014

> 3 months

Planned start of the
2 Ph II studies
Jan 2015

- Accelerated timelines
- Complexity of setting up and running large scale, multi-centric trials in Sub-Saharan Africa in such short times
- Lack of GSK resource in the Sub-Saharan African region

- 1 multicenter study in the adult population (N=3000)
- 1 multicenter study in the paediatric population (N=600)

Periscope



A Powerful Partnership for Pertussis Vaccination Research

- Duration: 60 months (01/03/2016 - 28/02/2021)
- Project Funding: 29.926.682 €
 - IMI Funding: 21.000.000 €
 - EFPIA in kind: 7.125.114 €
 - Other: 1 801 568 €
- Objectives:
 - To accelerate the development of improved vaccines against Bp and/or vaccination strategies that will be used to control Bp in humans
 - To foster scientific innovation and rebuild the ecosystem and technical infrastructure needed in Europe to evaluate novel pertussis vaccine candidates
 - To improve understanding of the pathogenesis of Bp infection and its potential impact on the recently observed changes in pertussis epidemiology

