


## A practical intern project in translation and commercialisation for Victorian biomedical research scientists

Administered by Cancer Therapeutics CRC



## The issue: Putting more D into R&D

- Australia does well with peer reviewed publications
  - Far less well with translating our science
  - Only 2% of the R&D budget spent on commercialisation
  - Victorian government study identified skills gap
  - Need to shift research culture
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## **Mission: Boost the return on fundamental research**

- 3 year grant from Victorian government
- Increase skills and knowledge to translate and commercialise biomedical innovations
- Under auspices of Cancer Therapeutics CRC
- Building on business development intern program at the Walter and Eliza Hall Institute



**Administration: Cancer Therapeutics CRC**

**Governance: Participating Research Organisations as below:**



**Walter+Eliza Hall**  
Institute of Medical Research



VICTORIAN  
COMPREHENSIVE  
CANCER CENTRE




## Goal: Plug the post doc career path gap

*In tomorrow's world - after years of narrow specialisation as a researcher*

- Need to understand the patent landscape, but ...
  - Need to manage people in large scale collaborations, but ...
  - Need to spin out a company and raise money, but ...
  - Need to license or sell technology, but ...
  - Need to manage their project through clinical trials, but ...
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## What's in it?

- 12 month program
  - On-the-job training
  - Fortnightly Seminars
  - Before and after assessment of skills and knowledge
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## What are the benefits?

- For interns – more skills for CV  
more career options
- For Supervisors – better grant applications
- For BDMs – extra pair of hands
- For Institutions – better IP management,  
better commercial outcomes

## Hands on training

- Each intern is under the mentorship of their research organisation's Business Development Manager
- Interns undertake real tasks such as
  - Assessing commercial value of early stage projects
  - Developing patenting strategy
  - Applying for grants to extend development
  - Seeking potential commercial partners
  - Planning multi-centre clinical trials
  - Working on a collaborative agreement draft
  - Participating in a review of ethics procedures



## Parallel Seminar program

- ‘MBA in a Day’ intensive intro to tech transfer and business
- Comprehensive seminar program (20 sessions)  
*Leading academic and industry speakers on topics such as:*
  - Understanding pharma
  - Patenting
  - Contracts
  - Valuations
  - Raising money
  - Clinical trials and development regulations
  - Negotiating with industry
  - Project management
- CRC planning team project
- Industry site visits



## Website and Moodle

- Molecules to Medicine website: [www.molecules2medicine.org](http://www.molecules2medicine.org)
- Moodle – a secure education website for the project
  - Used to post information on seminars and news
  - Interns can access seminar slides and audio afterwards and post comments or questions for speakers to follow up
  - Interns can post their profiles and directly send messages to any project participants
  - Interns fill out a pre course questionnaire to self assess their levels of competency in 7 key areas
  - Business Development Managers can review these to assist in designing individual on-the-job training



**Thank you**

Website: [molecules2medicine.org](http://molecules2medicine.org)

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