HOW TO COMMERCIALIZE YOUR LIFE SCIENCE REAGENTS

Sept 5th, 2019
WHO IS XIMBIO?

- PhD in Biochemistry & Molecular Biology, University of Georgia, 2017
- Joined Ximbio as Business Development Manager in Feb 2018
- Advancing mission of science, but doing so outside of bench-work

Ximbio is the world’s largest non-profit dedicated to life science research reagents of all kinds.

Our mission is to make research reagents widely and easily available to accelerate life science research.

We partner with universities and research institutions to enhance your success with research tools.

Non Profit ‘Amazon for Academic Reagents’
WHO IS XIMBIO?

Cancer Research UK (CRUK)
- World’s largest cancer research charitable foundation
- >100 years old
- 7 Nobel Prize winners
- >$500 MM in annual research spend
- ~1,000 of its own intramural scientists
- Funds ~3,500 scientists in universities
- Funded entirely by public donations

R&I
- Technology development/commercialization arm of CR UK: >$100 MM in annual revenue
- Applied Cancer Research and Development: Discovery, cGMP, through First-in-Man
- HQ in London; US subsidiary in Boston, MA
- Oncology partnerships, spin-outs worldwide
REVSHARING AT 85+ INSTITUTES GLOBALLY
• All life science research areas are of interest

• Originally established on cancer research reagents the portfolio is continually developing in other life science research areas

• Wide range of research areas represented from cancer and neurobiology to aquaculture and plant science

• New research areas welcome
Scientists
Post and find reagents

Technology Transfer Offices
Post and manage reagents which generate a return

Life science companies
Find, procure, buy, or license reagents

Harmonizing content from hundreds of labs around the world
WHAT IS OUR MATERIALS MANAGEMENT PROCESS?

RevShare Source Labs

Ximbassadors: Find & ship reagents

Biorepositories

Store, produce and promote reagents

Life Science Companies: Ship, License/sell

Academic scientists: Ship, MTAs
SKILLS TO SUCCEED AT XIMBIO

• Invest in acquiring new skills

• Multi-task
  — Scientific knowledge, personnel management, collaboration

• Communication
  — Know your audience: grad students, TTOs, professors, life science companies

• Embrace technology
• The on-campus internship that works with Rutger’s TTO to find novel reagents

• Leverage post-docs/PhDs looking for commercial experience who have established networks

• Rutger’s TTO and scientists decide which reagents are added to the Ximbio Portfolio

• Bi-weekly meetings with Ximbio and TTO
NETWORKING TO FIND TOOLS

• Meet any current inventors
• Ask inventors if they can suggest any PIs for the program
• Approach key members of the research community on campus
• Attend seminars, journal clubs etc.
• Hosted group meetings—e.g. pizza party
• Speak at faculty meetings
• Distribute Ximbio flyers on campus
• Approach graduate student and postdoc associations

Benjamin Imlay
UIC Masters Student & Ximbassador
WHY BECOME A XIMBASSADOR

Gain experience in alternative careers in science
- Technology Transfer
- Science communication
- Law
- Commercialization
- Industry
- Non-profit

Learn Transferable Skills
- Negotiation
- Relationship management
- Due diligence
- Networking
- Marketing
- Project and event management

- Develop your local social and professional networks
- Mission working with Ximbio and Rutgers to advance science
SUMMARY

• Ximbio simplifies reagent commercialisation and has 30+ years of experience and customer relationships.

• Scientists and universities are relieved from materials management, production, logistics and shipping.

• Ximbassador Internship as a stepping stone for alternative careers in science

• Shared non-profit mission make research tools widely available and accelerates research