

BGN Technologies Ltd.

*The Technology Transfer Company
of Ben-Gurion University*

The Bridge Between Academia and Industry

Presented by:

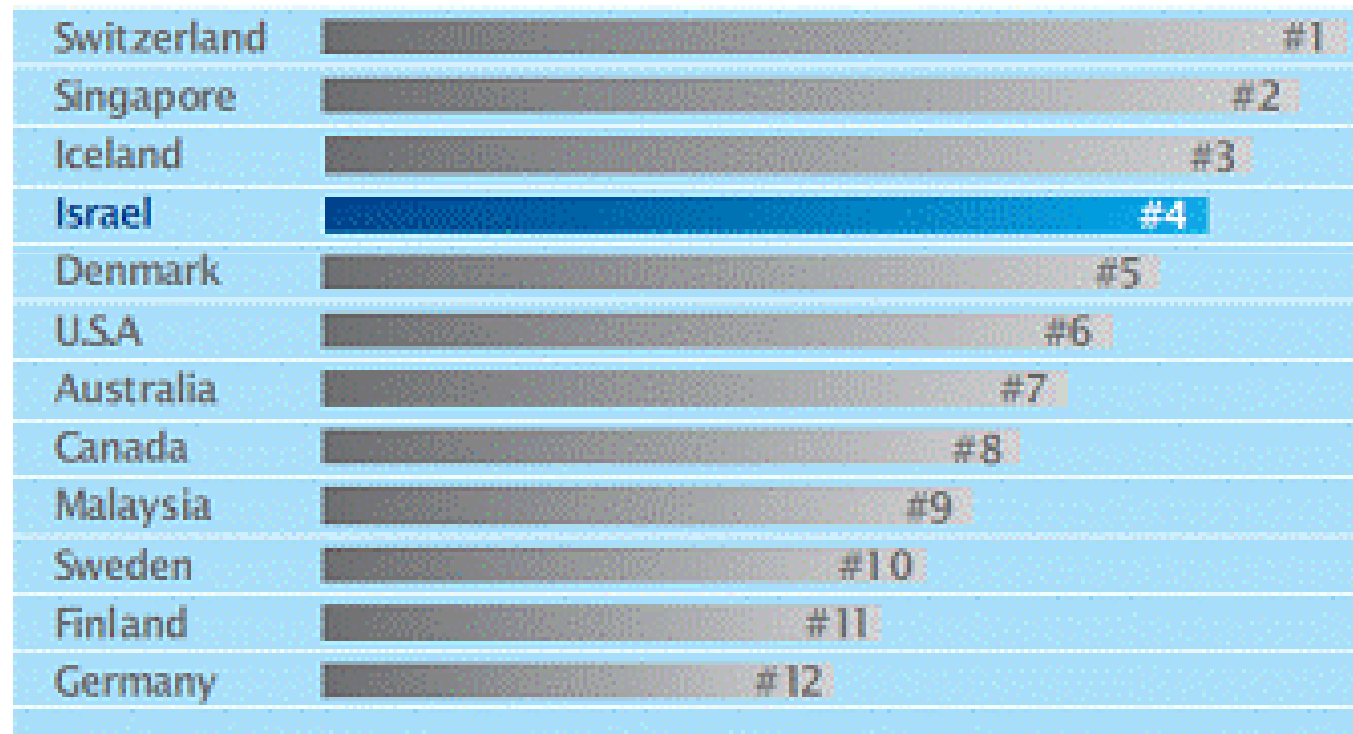
**Ora Horovitz, Ph.D,
VP Business Development,
BGN Technologies Ltd.**



The World Economic Forum has ranked Israel as one of the leading countries in the world in technological innovation

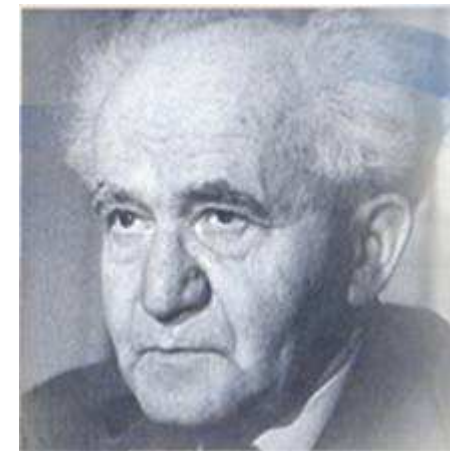
- 1st for total expenditure on R&D
- 1st for business expenditure on R&D
- 1st for availability of qualified scientists and engineers
- 2nd for venture capital availability
- 2nd for information technology skills
- 3rd for quality of scientific research organizations
- 3rd for registered patents per capita
- 4th for higher education achievements

Cooperation Between Industry and Academia



Knowledge Transfer (Universities - Industry)
Source: IMD World Competitiveness Yearbook 2007

Ben-Gurion University of the Negev founded in 1969 in Beer Sheva to bring progress and development to Israel's southern region



Ben-Gurion University of the Negev

A Fast Growing Research University

- From 5,000 students just 10 years ago to 17,500 to date
- About 5,000 graduates / year in Natural Sciences, Engineering and Health Sciences
- 800 faculty members
- A Comprehensive University with strong Engineering, Biotech and Environmental Sciences

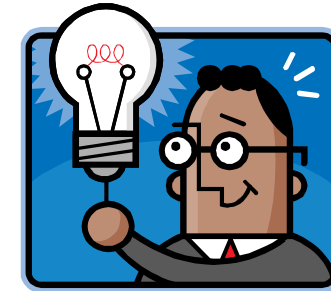


What is Unique about Technology Transfer at BGU

- Open mindness of faculty to interdisciplinary research, IP protection and market needs
- Strong entrepreneurial drive
- Cutting-edge applied research
- Collaborative spirit of BGU faculty & management in translating academic excellence into viable technologies

The path to commercialization is long and uncertain

From idea generation,
basic research and
initial proof of concept



Validation,
Product Development,
Regulation and Approval
and finally
SALES



So How To Get There.....

Licensing to Biotech or Pharma

Advantages:

- Expertise in the different stages of development
- Available Financing
- Familiar with market needs and close to the market place
- Better initial licensing terms



So How To Get There.....

Licensing to Biotech or Pharma (2)

Challenges:

- University research usually far beyond these company's radar
- Not enough incentive for company R&D (NIH Syndrome)
- Lengthy negotiation with multiple participants
- Often changes in company structure, strategy, interest

So How To Get There

Creating a Start Up to Bridge the Gap

Advantages:

- Relatively short negotiating time
- Close involvement of Inventors and Licensor
- Increasing value by Proof of Concept, Validation, Preclinical and even first Human trials



So How To Get There.....

Creating a Start Up to Bridge the Gap (2)

Advantages:

- Entrepreneurial spirit and high motivation
- Secure and extend the IP
- Allow for BD activities and business opportunities
- Management dedicated to one technology

So How To Get There.....

Creating a Start Up to Bridge the Gap (3)

Advantages:

- Can choose to grow and increase value or to license
- Licensee can finance further development by Start Up company before taking over

SCRIP

WORLD PHARMACEUTICAL NEWS



Scrip

GSK granted option on pneumococcal vaccine proteins

16 June 2009

Sukaina Virji

The Israeli start-up Protea Vaccine Technologies has entered a collaboration and option agreement that grants GlaxoSmithKline Biologicals the option to obtain an exclusive licence to a set of Protea's conserved pneumococcal proteins for the development and commercialisation of a universal...

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Ikaria Signs \$285m Drug License With Bioline

Published: 06-July-2009

By Staff Reporter

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Ikaria has entered into an agreement to obtain a worldwide exclusive license to BioLineRx's BL-1040. Its a potential treatment for preventing **pathological cardiac remodeling**, following acute myocardial infarction (AMI). BL-1040, currently in a phase I/II clinical trial, is administered via the **coronary artery during standard catheterization** and flows into the damaged heart muscle. There it forms a protective scaffold that enhances the mechanical strength of the heart muscle during recovery and repair.

Thank You

