

# Cavendish Pharmaceutical Industry Engagement Symposium

12<sup>th</sup> May 2016

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# Apollo

- Licensing Fund with a long term view: 20 year
- Focused on therapeutics
- Fast decision making
  - 90 day cycle
- Commitment to multiple phases of development
  - £40m fund with projects funded to >£2.5m)
- Industrial Expertise
  - Core discovery team
- External project delivery if/as necessary
  - Project delivery with the best partner (University or CRO)
- Committed investors and potential licensees



# Cambridge Enterprise was formed expressly to :



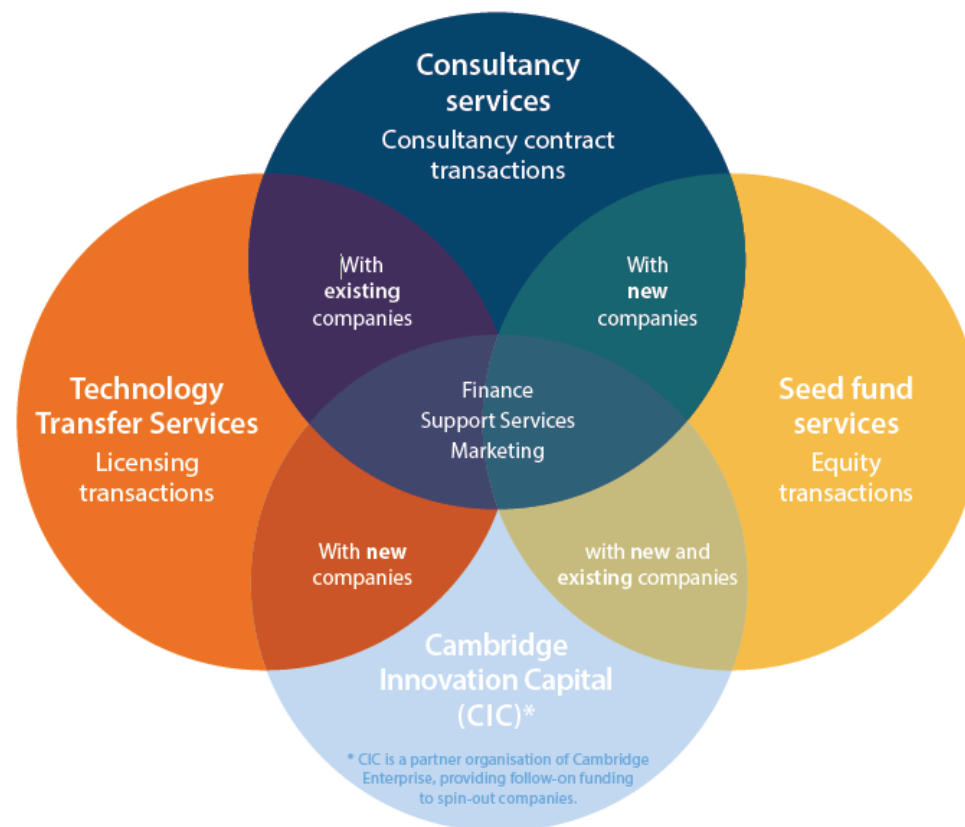
- aid the transfer of knowledge from the University via commercialisation
- aid staff and students in making their ideas more commercially successful; and
- produce a financial return for inventors, departments and the University

# It is the objective of Cambridge Enterprise to:

- make the world a better place by creating a legacy of products, services and advice that benefit society, the UK economy, and the University
- ensure that society and the economy benefit from commercialisation



# Cambridge Enterprise



# Ways of working with industry

Knowledge transfer may be achieved through various models; practice is often a combination of:

- **Open Science** – open source, research usually published; unrestricted
  - **Collaborative Research** – IP rights owned by University, sponsor has some rights
  - **Interactions with companies and impact building**
  - Research Office
  - Research Office
  - KTFs
- **Consultancy** – IP rights usually owned by the client
  - **Licensing** – IP rights owned by University but transferred to third party for commercialisation
  - **Venture Creation** – facilitating companies to take innovations forward, including funding them; IP rights transferred to the spin-out
  - CE Consultancy team
  - CE Tech Transfer team
  - CE Seed Funds team

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