

# Successful international business development starting from university research

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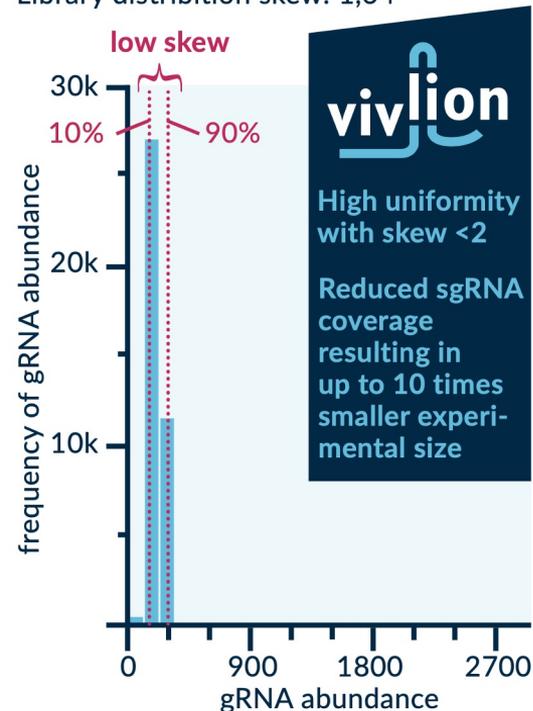


# Vivlion's PRCISR™ CRISPR pipeline eliminates limitations for target identification in drug discovery

- Uniform, combinatorial libraries based on exclusive, patented 3Cs technology, consulting re. experimental design
- High throughput PRCISR™ CRISPR screening
- Bioinformatic analyses, computational learning & prediction
- Exclusive data sets for comprehensive, combinatorial, genome-wide target identification and for powering AI

## Vivlion's library

Library distribution skew: 1,64



# What it takes, not just for Vivlion, to “*contribute to improving patients’ benefit from medical research*”



1. Excellent R&D as a precondition
2. A university framework for successful translation

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# 1. Excellent R&D as a precondition



as nucleus for 3Cs technology breakthrough:

- Superior R&D management by chair of institute (Prof. Dr. Ivan Dikic)
- Academic freedom to explore high risk/high gain research
- Innovation through merging complementary know-how:

*classic molecular biology + state-of-the-art gene editing + computational biology*



## 2. A university framework for successful translation



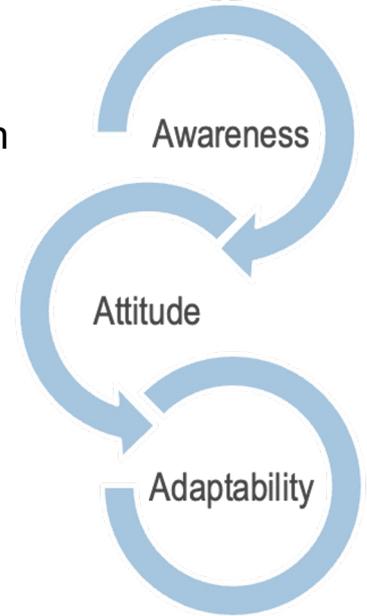
*as technology transfer company of the Goethe University Frankfurt  
(part of the university's 3rd mission)*

- Requiring to apply for patents for the 3Cs technology
- Pushing to license technology to industry, which made value of invention transparent
- Openness / interest to develop spin-offs vs. external out-licensing of technology
- Available frameworks (legal, commercial) to successfully accompany spin-offs:
  - Agreements for exclusive license, for related future material and license agreements  
freedom for inventors to play part-time active role in spin-off
  - Collaboration with university as extended workbench for offering selected services  
(e.g., accounting in the initial phase, production)



# Key lessons learnt from our journey so far

- Explore the innovative potential of your research
- Be unafraid of legalities (e.g., patenting, licensing, founding, collaboration agreements)
- Be aware that the inventor of the technology should play an active role in the company
- Add complementary skills to the team (e.g., commercial, digitalization, finance)
- Understand customer needs and the product's market readiness
- Focus on partnering with few early adopters from industry leading companies (a powerful way to demonstrate the market need)
- Be flexible to adapt the business model to customer needs and market opportunities



# Vivlion on its way to a successful international business development

- Lead pipeline / customers for libraries, screening services, and bioinformatic analyses of 6 pharma companies, 8 biopharma enterprises, and 5 academic institutions

*Vivlion's PRCISR™ CRISPR-Enabled Discovery Platform*

- Intensified dialogue with industry leading early adopters for comprehensive, combinatorial genome-wide target identification and for powering AI in oncology

*Vivlion's PRCISR™ CRISPR Datasets*

*“Vivlion's genome-wide CRISPR libraries will enable us to continue **discovering synthetic lethal drug targets** with lower false negative rates, which will ultimately **benefit cancer patients** in need of new therapeutic options.”*

*Jordan Young, Ph.D., Director of Repare Therapeutics' CRISPR platform*

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# Thank you for your attention.

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