

Collaborations ^[1]



Our research benefits from an external network of more than 300 academic and 100 industry alliances focused on areas of mutual scientific interest.

Collaborations can boost efficiency and accelerate progress by facilitating access to ideas, capabilities and talent not always available within our walls. By joining forces with external innovators to pursue shared scientific interests, we can increase the breadth and depth of the science that we cover.

Our Business Development & Licensing, Operational Alliances and Academic Relations teams work with prospective partners to establish collaborations that are mutually beneficial and productive. We remain actively engaged with our collaborators to ensure a productive collaboration environment and maximize the probability of success.

The Business Development & Licensing team is flexible in structuring deals and aims to tailor our collaborations to each partner's individual needs. Deal types include in-licensing, out-licensing/risk-sharing, research collaborations, options, equity investments and acquisitions.

Through our open innovation approach to drug discovery, we are focusing on new technologies for the next generation of therapeutics, including renewed focus on our robust oncology portfolio. We have already teamed up with leading academic experts and biotechnology companies in fields such as oncology, immuno-oncology, regenerative medicine, neuroscience and immunology.

Collaborations help energize emerging fields of biomedicine. We were the first major pharmaceutical company to announce an alliance to advance chimeric antigen receptor (CAR) T cell therapies for cancer through our collaboration with the University of Pennsylvania. We are currently working with Intellia Therapeutics to explore potential medical uses of CRISPR/Cas9 genome-editing technologies, with Novartis again being the first major pharma to strike a therapeutics-focused deal in this emerging area of science. Both CRISPR and CART technologies have since become areas of widespread interest in the biomedical and biotech community.

Building success together

We seek collaborations that:

- Support breakthrough science in academic labs focused on research of mutual interest
- Access new biological insights, innovative drug discovery technologies and novel drug modalities and drug-delivery approaches
- Gain access to drug discovery programs and drug candidates that seek to address significant unmet medical need
- Explore science outside the current internal strategy that have the potential to set future biomedical directions for Novartis

Our Business Development & Licensing team seeks collaborations in most therapeutic areas and technology classes (see chart below), from idea-generation and early discovery through clinical proof-of-concept (phase IIa clinical trials).

NIBR Business Development & Licensing

Disease Areas	Platforms	Clinical Stages
Autoimmunity, Transplantation & Inflammatory Disease	Antibody, Protein and Cell Therapies	Target Discovery & Validation
Neuroscience	Medical Chemistry and Library Enhancement	Drug Discovery
Ophthalmology	Target Discovery - Pathways	Safety & Drug Metabolism
Respiratory Diseases	Translational Medicine	Proof of Concept Clinical Study
Oncology/Immuno-oncology	Preclinical Safety and DMPK	Clinical Trials Phase I - IIa
Musculoskeletal Diseases	Assay Development	

Footnotes:

References:

- Scannell JW, Blanckley A, Boldon H, Warrington B. Diagnosing the decline in pharmaceutical R&D efficiency. *Nature Reviews Drug Discovery*. 2012 Mar 1;11(3):191-200. doi:10.1038/nrd3681.
- Total global pharmaceutical spending on research and development from 2006 to 2020. Statista. 2015
- Sustaining Discovery in Biological and Medical Sciences. *Federation of American Societies for Experimental Biology Journal*. 2015

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Links

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