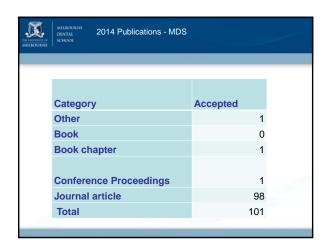
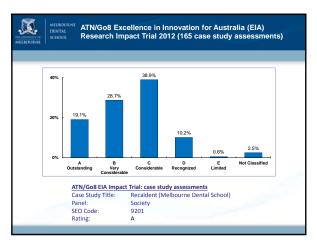


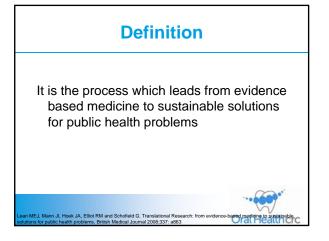
Pubs	Cites	Cites/Pub	
100 Melb	100 Melb	3.22 Melb	
72 Adelaide	55 Q'ld	2.78 Q'ld	
63 Q'ld	38 Adelaide	1.87 Sydney	
124 Harvard	103 Harvard	2.69 Harvard	
141 Toronto	147 Toronto	3.33 Toronto	

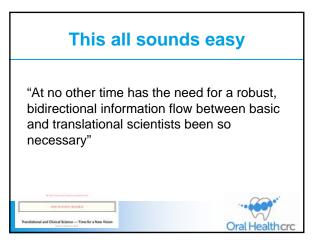


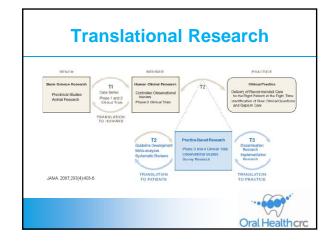




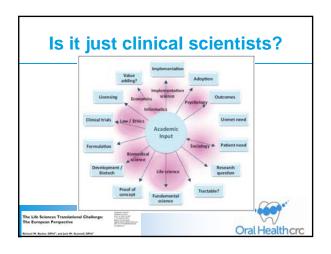












Collaboration is the foundation

- First identify all of the potential partners necessary to undertake research and its clinical implementation.
- Next Engage patients, clinicians, clinical facilities, academia, industry and the government

Collaboration as a foundation for advancing research in personalized medicine in cancer care



Collaboration is the foundation

- To be successful, the partners must work collaboratively.
- This will allow easier access to new technology, more streamlined and efficient implementation of clinical research, facilitation of necessary government review, and finally, allow for the delivery of these technologies to the patients and their clinicians.

Collaboration as a foundation for advancing esearch in personalized medicine in cancer care



So you have a good idea!

Supportive science - in vitro to RCT

Protection of IP - \$ split with University?

When do I start speaking to possible industry partners?

Do I run a Dutch auction re licencing?



Translational Research - options

Engagement of the community re the 'problem'????

Do I involve 'consumers' from the beginning

What do they see as important?

Consumer driven research

Funding?? Commercial and collegiate partners



Staff, Facilities and Funding



Funding

- CRC
- NHMRC
- ADRF







- The CRC Program commenced in 1991. The objective of the Program is:
- To deliver significant economic, environmental and social benefits to Australia by supporting end-user driven research partnerships between publicly funded researchers and end-users.....
- Link researchers with industry to focus R&D efforts on progress towards utilisation and commercialisation. The close interaction between researchers and the users of research is a key feature of the Program.

Oral Healthcrc



Main Research Areas

- Periodontal disease Vaccine
- CPP-ACP





Industry Considerations

Support of existing products

Development of new products

They don't think like us!

Control of IP / competing interests

Management of 'users' re scientific rigour



Translational Research & Industry

Commercial reality and commercial competitiveness

Support of commercial partners

Loss of 'ownership'

Contractual limitations / failure to act









Conclusions

Its not just the research!

Evidence-based education of students and clinicians

Engagement of the community

Engagement & support of 'commercial' partners

Development of new partners & keeping old ones

Oral Healthcrc