



# InterAct

## Case Study: Licensing Detection IP

InterAct was established in 2005 as a unique partnership between four leading UK government research agencies: Central Science Laboratory (CSL); Defence Science and Technology Laboratory (Dstl); Health Protection Agency (HPA) and Veterinary Laboratories Agency (VLA). Funded by the Department for Innovation Universities and Skills (DIUS) under the PSRE Exploitation Fund Second Round the partnership was established to capture the synergies derived through combining the intellectual property, know-how and R&D services of these world class institutes.

In 2008 the partnership secured a further three years of funding and expanded to include two additional partners: Centre for Environment, Fisheries and Aquaculture Science (Cefas) and the Health and Safety Laboratory (HSL).

All of the partners have considerable expertise in the detection of biological agents and have a range of intellectual property covering detection platforms, proprietary reagents and tests and test validation capabilities. In order to help identify cross partner exploitation opportunities two detection workshops were held in February and March 2005. The two workshops had a total of 35 participants representing the majority of the key research leaders in detection across the four partners at that time. The workshops covered a wide range of detection technologies; from antibody based detection through to micro- and nano-arrays, volatile analysis, molecular based techniques and real time micro-organism detection.

A total of 16 potential commercialisation projects were identified as the initial output from the two detection workshops. These opportunities were subsequently developed using InterAct's resources and to date have generated a range of successfully completed exploitation vehicles. Using its Proof of Concept Fund a number of further opportunities are being taken forward by InterAct and it is expected that these will generate additional exploitation vehicles in due course.

### InterAct Detection Exploitation Vehicle examples:

***A rapid Avian Influenza detection test:*** Through the combination of CSL's unique know-how and intellectual property in rapid, lateral flow detection and VLA's expertise and antigen libraries for detection of avian influenza the partners are developing a quick and simple point-of-care test for detecting the highly pathogenic strains of avian influenza. Seed funding from CSL was secured for the development of the prototype and this was subsequently expanded through funding from the InterAct Proof of Concept Fund. A commercialisation partner has now been secured to market and sell the tests once the proof of concept and validation work is successfully completed.

***Licensing of molecular diagnostic kits:*** An exploitation plan and process was identified and implemented to find commercial licensees for a range of validated PCR disease detection assays developed by and in use within the partner laboratories. A marketing road show to visit many of the major diagnostic companies was undertaken, including companies in Canada and USA. This resulted in a number of licensing opportunities being identified and negotiations were subsequently entered into with different companies. Three licences have been completed to date, examples of which are shown below from two press releases.



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## **QIAGEN and VLA Enter Into Agreement in Veterinary Testing**

*Relationship targets significant expansion of QIAGEN's portfolio of molecular tests for infectious diseases in the veterinary market*

QIAGEN has entered into a strategic agreement with the British Veterinary Laboratories Agency (VLA), one of the world's leading laboratories in the field of veterinary testing. As a part of this agreement, QIAGEN acquired a license to commercialize outside the United Kingdom a portfolio of selected PCR-based, veterinary molecular tests (assays) developed by VLA. This initial portfolio consists of seven PCR-based assays for infectious veterinary diseases affecting livestock such as cows and horses. VLA will validate the assays which are based on QIAGEN's preanalytical and assay technologies. In addition, QIAGEN will receive rights to future molecular assays for veterinary applications developed by VLA. VLA had already validated one QIAGEN assay for the detection of *Mycobacterium p aratuberculosis*, the causative agent for the usually fatal infection of Johne's disease in cattle.

"This partnership with VLA is very important to QIAGEN's molecular testing business in the veterinary markets. VLA's assay portfolio and assay development capabilities as well as its access to large volumes of sample materials allows QIAGEN to significantly expand its current assay portfolio and further leverage its well established leadership in molecular diagnostics into the growing market of veterinary testing applications", said Simone Gauch, Global Marketing Director Applied Testing at QIAGEN. "QIAGEN is a leading provider of molecular testing solutions into the veterinary market. More than 80 institutions around the globe use the company's testing procedures in the surveillance of infectious veterinary diseases. QIAGEN expects to launch first products resulting from the collaboration with VLA in mid 2007."

The VLA portfolio includes tests for a number of veterinary diseases such as Bovine Viral Diarrhoea-Virus (BVDV). For example BVDV which is closely related to the Classical Swine-Fever-Virus, creates significant economic damages to the agricultural sectors in many countries world-wide. Large numbers of BVDV infections occur without symptoms and thus remain unnoticed by farmers who do not test for this disease. Some variations such as mucosal disease are almost always lethal.

"We are pleased to have found such a strong partner for the global distribution of our molecular, veterinary tests", said Professor Steve Edwards, Chief Executive of VLA "For a large number of infectious diseases, PCR-based methods have significant advantages over conventional techniques and are therefore rapidly gaining acceptance. The VLA is pleased to be able to share with laboratories across the world the validated PCR tests that VLA has developed for support of the UK livestock industry and Government animal health programs."



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## **Veterinary Laboratories Agency and Applied Biosystems to Commercialize New Avian Influenza and Newcastle Disease Detection Kit**

Applied Biosystems (NYSE: ABI), an Applera Corporation business, and the Veterinary Laboratories Agency (VLA), a UK government agency specializing in animal disease surveillance and veterinary research, announced a strategic collaboration to manufacture and commercialize the VLA's molecular avian influenza and Newcastle disease environmental detection kits. These kits are expected to be broadly available in Europe and other parts of the world, such as Asia and Africa. This collaboration is intended to help early detection of these harmful bird diseases, which is a critical step in managing the threat posed by these diseases.

The goal of the VLA and Applied Biosystems agreement is to make these types of tests - known as assays - more readily available for the same type of early warning detection in various countries. In addition to the Influenza A virus and its H5 subtype, the assays are also expected to address the H7 subtype and Newcastle disease. The new assays are designed to rapidly and reliably detect a broad range of avian influenza strains in laboratory samples.

Under the terms of the agreement, Applied Biosystems will commercialize the VLA real-time PCR assays. Real-time PCR is a laboratory method used to simultaneously detect and determine the amount of nucleic acids present in samples. Applied Biosystems was chosen due to its expertise in the area of avian influenza detection, its broad portfolio of avian flu kits based on TaqMan(R) real-time PCR technology, its commercial manufacturing scalability and its specialty in producing reliable tests that require fewer processing steps.