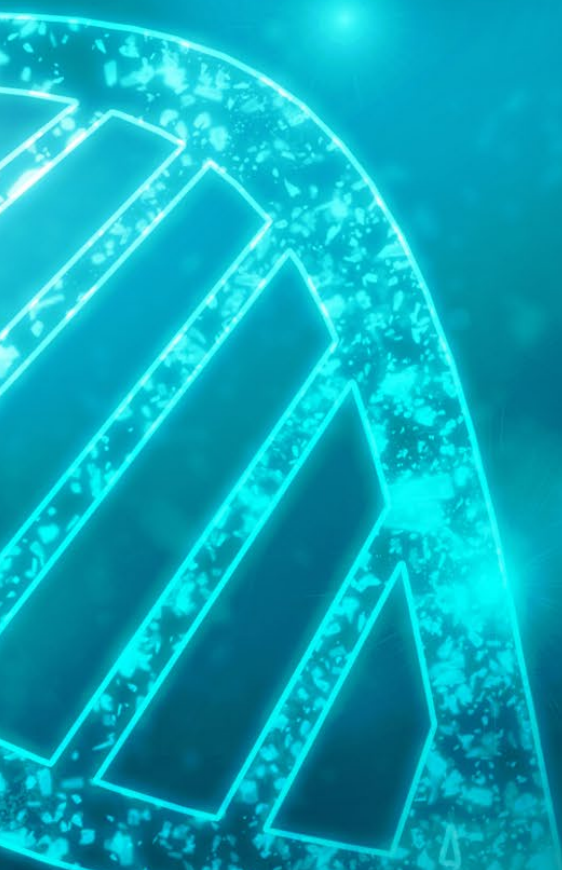




Your Global Reagents Partner

Simplifying research tool discovery,
management and commercialisation for
Technology Transfer Offices





Contents



4	The need to increase impact and value
6	Introducing Ximbio
7	Our research tool portfolio
8	How does Ximbio help you?
10	Our services: <ul style="list-style-type: none">- MTA management and fulfilment- Research tool commercialisation
14	Our partnerships

Wanting to increase impact and value for your institution?

Meeting all your institute's expectations can be challenging:



Many Technology Transfer Offices (TTOs) focus on showing impact and value through licensing and Material Transfer Agreements (MTAs). The requirements of these processes can often involve a lot of staff time and effort to complete.



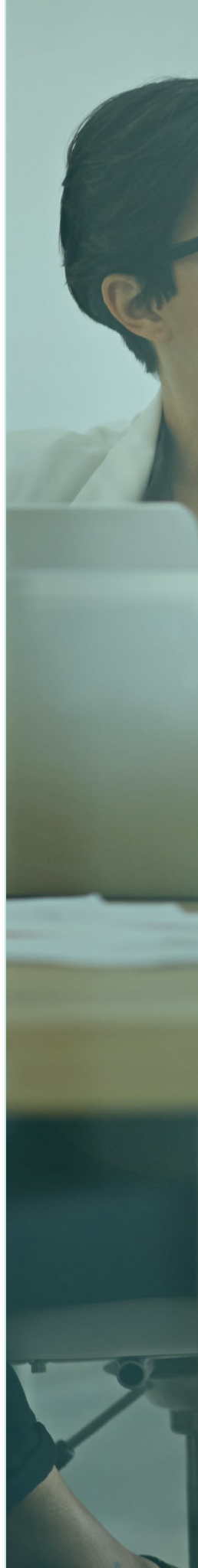
Finding new research tools and eliciting disclosures on campus can require resources that are often in short supply at many TTOs.



However, managing this process - responding to the academic and commercial life science research tool requests you receive, fulfilling MTAs and executing licenses - can be both challenging and overwhelming.



Commercialising and licensing life science research tools can be an easy win for many TTOs, providing a consistent, long term source of royalty and licensing income.





Benefit from a partnership that can cost-effectively generate new revenue streams from research tools.

Partnering with Ximbio allows you to save time and generate additional revenue at no cost to your institute, helping you to discover the value in your research tool portfolio.

Introducing



Your Global Reagents Partner

“Working with Ximbio has provided an easy way of getting research tools into the academic community. We value the fact that Ximbio proactively identifies research tools, and have found that their processes are efficient and straightforward, and payment is on time.”

Martin Cox,
Newcastle University.



Ximbio is a non-profit, that is part of the technology transfer and commercialisation unit within Cancer Research UK, the largest independent funder of cancer research in the world.

We are the world's largest non-profit dedicated to life science research tools of all kinds.

Our research tool technology transfer team maintains a portfolio of globally sourced, diverse and unique research tools that are easily accessible through the Ximbio website. Our mission is to make life science research tools widely and easily available to your institute and other universities to accelerate life science research.

Our research tool portfolio



Monoclonal Antibodies



Polyclonal Antibodies



Recombinant Antibodies



Mouse Models



Cell lines



Vectors



Peptides and Proteins



Small Molecules



Zebrafish



Bacteria



Organoids

How does Ximbio help you?

Partnering with Ximbio helps you to:



Find more research tools

We efficiently find and commercialise interesting research tools through our proprietary search software and on campus mining



Simplify your commercialisation process

We provide a 'one stop shop' covering the full spectrum of research tool commercialisation



Simplify the management of your MTA requests

Ximbio can support you in managing your MTA requests from preparation, to shipping



Save time and reduce your administrative burden

Ximbio reduces the time you need to spend on responding to research tool requests and completing the relevant MTA and research tool licensing processes



Increase your team's resources

We partner with you, providing expert support and the additional resources you need to find and elicit new research tool disclosures as well as managing and commercialising an even greater number of research tools



Promote your research tools to a worldwide audience

We have existing relationships and master agreements with over 200 life science companies worldwide



Safeguard your current and legacy research tools

Ximbio's portfolio is stored securely in our bio-repository and production facilities



Gain peace of mind

We look into your research tools background and can work with third party IP holders to ensure the required freedom to operate is obtained for your research tools



“We chose to work with Ximbio because of two main benefits; the PI gets recognition and their research tools dispersed and the tech transfer office gets resource support above and beyond the creation of MTAs. Working with Ximbio has added 30-40 research tools to our AUTM disclosure list and available technologies. This has been a nice supplement to our metrics and has helped us connect with researchers not familiar with our office.”

Spencer Stumpf,
University of Iowa Research Foundation



Our services

MTA management and fulfilment

Simplify the management of your MTA process

With a large number of research tools and other technologies to promote and license, responding to every MTA request you receive can become challenging. We can partner with you, providing you with the additional resources you need to manage this process and fulfil these global requests.

Research tool commercialisation

Source and commercialise an even greater number of research tools

Partnering with Ximbio, provides you with the opportunity to source, identify and commercialise an even greater number of life science research tools. This can help you create new collaborations, provide opportunities to increase impact, generate income and can even raise new areas of research activity. However, with an increase in the number of research tools discovered on campus, the reagent commercialisation process can become time-consuming, complicated and often overwhelming. We are experts within the life science research tools industry and can support you in this process.



Identifying your life science research tools on campus

Access hidden sources of revenue

Your institute has many storage spaces spread across its campus. This, combined with staff turnover, means having an accurate record of all the research tools you have on campus can be difficult, and can require a huge amount of work. We have extensive experience of identifying and locating research tools as well as eliciting new research tool disclosures on campus, through our proprietary literature search tools.



“We at the TTO, never focused our energy on life sciences research tools, they were stored by academics for use in thesis/ MTA requests. Academics are usually more reserved about their research tools and materials, but now they seem to have opened up. Ximbio is making it easy – they have a global network, provide a fair share of revenue and can help us commercialise our research tools. They were also very flexible - we can still store the research tools here, but they can be requested through Ximbio.”

Marie Mifsud,
University of Malta, technology transfer office





“The University was attracted to working with Ximbio because the Ximbio team dedicates 100% of its time to research tool commercialisation. A master agreement put in place between Lancaster and Cancer Research Technology makes it very easy to add new materials and for Ximbio to make them quickly available to its network of commercial parties and academics.”

Dr. Gavin Smith,
University of Lancaster





Portfolio management

Access a worldwide audience and reduce your research tool portfolio administration

Benefit from additional streams of revenue and discover new research tools through our portfolio management service. This is because we manage the identification, promotion, distribution and shipping of your research tool portfolio for you, ensuring your portfolio remains up-to-date and is accessible to a global audience.



IP management

Resolve your research tool third-party IP queries

Identifying any existing third-party IP within your life science research tools is vital when commercialising your products. We can support you in this process, by partnering with you on a case-by-case basis, to ensure we are free to license these materials.



Research tool storage

Simplify the management of your research tool storage process

The process of storing life science research tools off-site, can be effort-intensive, lengthy and difficult, with each repository requiring a unique contract. This takes time to negotiate and finalise. We can simplify this process for you, by using our existing agreements with multiple repositories - each of which specialises in different types of research tools - to simplify the storage process for any life science research tools we commercialise for you.



Research tool production

Simplify the process of fulfilling academic and commercial research tool requests

Finding the time to meet the worldwide demand for research tools can be difficult. We can help you meet any academic or commercial research tool requests you receive, producing research tools at scale, whilst ensuring your research tools maintain their consistency.



Out-licensing

Generate additional revenue through licensing agreements

Partnering with us allows you to benefit from our licensing and research tool expertise, generating revenue, from your research tools, for you. We manage the entire out-licensing process, negotiating both academic and commercial research tool out-licensing and commercial agreements. We then manage the collection and distribution of royalties back to you, consolidating reports from multiple vendors to keep things simple.

Our Partnerships include:

UK

BioServ UK Ltd
Clonegene LLC
King's College London
Leeds University
Newcastle University
Science & Technology Facilities Council
The Beatson Institute for Cancer Research
The Francis Crick Institute
The Institute of Cancer Research
University of Cambridge
University of Dundee
University of Durham
University of Lancaster
University of Liverpool
Manchester Institute (inc Paterson)
University of Oxford
University of Warwick
Vertebrate Antibodies Limited

North America

BC Cancer
Binghamton University
Brown University
Columbia University
Drexel University
Georgia Tech
Iowa State University
Johns Hopkins University
Medical University of South Carolina (MUSC)
Montana State University
Oklahoma Medical Research Foundation
Oregon Health & Science University
Oregon State University
Rutgers
University of South Alabama
South Dakota State University
Stony Brook University
University of Arkansas

University of Connecticut
University of Illinois Chicago
University of Iowa
University of Maryland, Baltimore
University of Minnesota
University of Ottawa
University of Tennessee
University of Wisconsin-Milwaukee (UWM)
Virginia Commonwealth University
Virginia Tech
Wake Forest University Health Sciences
Yale University

Australasia

Adelaide University
Auckland University
Resolve Scientific Pty Ltd
University of Sydney

Europe

Danish Cancer Society
EMBL Enterprise Management (EMBLEM)
Flanders Institute for Biotechnology (VIB)
LeukoCom
Leuris: University of Leiden
Max Planck Innovation
UbiQ Bio BV
University of Copenhagen
University of Vienna
Vall D'Hebron Institute of Oncology (VHIO)



Find out how we can support you:

enquiries@ximbio.com
www.ximbio.com

