



UNIVERSITY OF
CAMBRIDGE
enterprise



Research Reagents

Commercialising your research tools

Why distribute your research reagents?

Commercialising research reagents makes them easily available to the scientific community and is an effective way to achieve scientific impact. Reagents can be licensed to companies for research and diagnostic use, or commercial distribution.

Licensing reagents for internal research use

Potential licensees include commercial organisations such as biotech and pharma companies that are interested in using reagents for their research projects. They may also request a commercial licence to sell the reagent as part of a product or service developed within the company.

Commercial distribution to life science reagent companies

The availability of research reagents is vital for the research community and many life science reagent companies have been set up to meet the need by licensing reagents from University researchers. There are a number of advantages:

- **Availability.** This is a great way to make the reagents available worldwide, at short notice. Allowing external organisations to hold stocks of your material ensures their supply, even if you have stopped using the reagent regularly.
- **Capability.** Often the creators of a reagent will not have the time or capability to produce the reagent on a mass scale.
- **Convenience.** Companies would be responsible for the quality control and distribution of the reagent, which gives creators time to concentrate on their own research.

Production of research reagents

You may choose to produce novel research reagents using facilities within the University and offer them directly to a company, either for research purposes or commercial distribution in a fee-for-service agreement.

Which reagents can be licensed?

Antibodies, cell lines, proteins, DNA constructs, plasmids, small molecules and other reagents generated by researchers that play a key role in laboratory research and diagnostic applications.

Why use Cambridge Enterprise?

We add value to your reagent by handling the necessary due diligence regarding funder obligations and third party rights. We have built relationships with various life science reagent, biotech and pharma companies, and have established a service to seamlessly license reagents.

We put in place licence agreements – usually licensing reagents on non-exclusive terms to avoid a monopoly of supply. Cambridge Enterprise ensures that the creators remain free to distribute their reagents as they see fit to academic colleagues and collaborators.

Financial return

Licensing research reagents delivers both scientific impact and a financial return. Revenue generated from the licensing of reagents is shared with the creators according to the University's IP Policy, which may include obligations to funding bodies and the University. The creator's share can be taken personally or we can arrange for the money to be paid via Gift Aid to the University.

How can you make your reagents available?

- Contact Cambridge Enterprise directly or complete a reagent disclosure form at: www.enterprise.cam.ac.uk/reagents
- We will contact you to discuss options for commercialisation.
- If we both decide to proceed, Cambridge Enterprise will carry out the due diligence and then sign a revenue sharing agreement with you.
- Once we've engaged with a company that wants to take a licence, we will consult you, negotiate terms and put in place the agreements.
- We will work with you to transfer the reagent to the company and ensure that any revenue is collected and shared with you.

Some of the companies that work with Cambridge Enterprise include:

Abcam
Astex
AbD Serotec
AstraZeneca
Absolute Antibody
Bayer
Cedarlane
Genentech
GlaxoSmithKline
Horizon Discovery
Hycult Biotech
Invitrogen
Janssen
Merck Millipore
Novartis
Novo Nordisk

Pfizer
Roche
Santa Cruz Biotechnology
Thermo Fisher Scientific
Virostat
Ximbio



£414k
income collected from
the sale of reagents
in 2016/17

Further information

For further information, please contact:

Lily Chan
Senior Research Tools Associate
lily.chan@enterprise.cam.ac.uk
+44 (0)1223 764792

Thomas Charlesworth
Senior Research Tools Associate
tom.charlesworth@enterprise.cam.ac.uk
+44 (0)1223 763752

Cambridge Enterprise Limited
University of Cambridge
Hauser Forum
3 Charles Babbage Road
Cambridge CB3 0GT

+44 (0) 1223 760339
reagents@enterprise.cam.ac.uk
www.enterprise.cam.ac.uk/reagents
@ucamenterprise

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