

COMMERCIALIZATION SUCCESS OBEST™

The Ontario Bioscience Industry Plan

Building Ontario's Bioscience Industry and Ontario's Economy

With the global economy still in recovery two years after the economic downturn, Ontario's bioscience industry and a universe of pan- Ontario stakeholders' seized the opportunity to contribute to Ontario's economic growth and developed a comprehensive, implementable plan for a vibrant biosciences industry. Developed by OBIO, the plan is named, OBEST (Ontario Bioscience Economic Strategy Team) and articulates industry's collective mandate for sustainability, growth and long-term prosperity.

In OBIO's 2010 and 2011 industry status reports, senior industry executives described the constraints on their ability to develop and commercialize products. Issues confronting industry included difficulty raising external financing, finding technology partners and funding research. Industry executives recognized the need to develop a comprehensive bioscience industry plan if Ontario's industry was to deliver on its full potential to provide innovative health care solutions and the concomitant economic benefits.

Ontario is home to world-class research which provides the raw ingredients for innovation, from a strong professional services sector to a highly educated work force, and is poised to take advantage of the knowledge economy. To be implemented over the next three years, OBEST completes the virtuous cycle (Figure 1) in which commercially successful companies turn Ontario's sizeable investments in education (\$22 billion in 2010) and R&D (\$3.6 billion since 2004) into high-value jobs, anchor companies, the adoption and export of innovative healthcare solutions, and increased investment.

Ontario companies are engaged in research and development of new therapeutics and products which promise enhanced opportunities for maintenance of health, through better diagnosis and treatment of illness. Approximately 100 small and medium-size companies are working on: stem cell therapies; cancer therapies; genomics; biomaterials; novel formulations; biosimilars; diagnostics; bioinformatics and devices. Approximately one third are engaged in early R&D; another third in clinical trials and the other third are either market-ready

or generating revenues. Most companies are private; pre-profit and employ fewer than 10 employees.

Starting in the fall of 2010 and concluding early in 2011, over 200 stakeholders from across the province rolled up their sleeves and went to work as part of the OBEST project. Collectively, they dedicated more than 5,000 volunteer hours working in regional groups to advance a strategic plan which establishes industry's goals, strategies and implementation tactics (Figure 2). Participants in this concentrated effort represented: universities, colleges, three levels of government, research institutions, hospitals, financial and capital markets, patient groups, pharma, bioscience companies and other industry stakeholders. Their concerted collaboration demonstrates the mutual interdependence of stakeholders in creating a plan for the industry to flourish.

Consistent with OBIO's operating principles, the OBEST process was open, transparent and democratic. An e-room provided participants with

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Figure 1. ONTARIO BIOSCIENCE ECONOMIC ENGINE

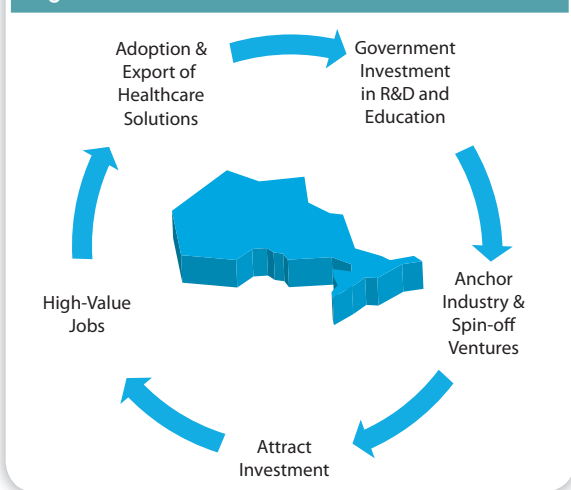


Figure 2. OBEST STRATEGIC PROCESS



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meeting minutes, presentations and background reading materials. OBEST participants prioritized strategies which take a holistic approach to the sector and strengthen links among all participant groups. A strong focus exists for links between commercial companies and universities and research centres. As well, links are created with groups like the Structural Genomics Consortium and

emerging models such as the Center for Commercialization of Regenerative Medicine (CCRM). For example, CCRM brings together experts from several Ontario research institutes to accelerate regenerative-medicine research and development and create a commercialization pipeline that rapidly brings regenerative-medicine technologies to market. Other strategies focus on securing and retaining investment, attracting

new industry partners, working with global pharmas on common regulatory and market access challenges and partnering with government to identify and meet the needs of future healthcare priorities.

OBEST has delivered a road map for establishing biosciences as a key element of Ontario's future economic engine and a solution to Ontario's health care needs for innovation and cost effectiveness. With a plan in place, the bioscience industry, academia, government, health-care providers and consumers can work effectively to make Ontario competitive abroad and an inspiring place to live, learn and work.

Together, we have created the blueprint for growth and sustainability of a sector critical to a knowledge economy. Implementing that plan together, we will create an environment for success, a critical mass of commercial winners, where the value of setting up a bioscience company and remaining in Ontario is globally recognized. This will be our shared legacy.

REFERENCES:

1. Ontario Bioscience Industry Generated Recommendations for Sustainability and Growth in 2010 and Beyond; Ontario Bioscience Industry Generated Recommendations for Sustainability and Growth in 2011 and Beyond: www.obio.ca

ABOUT OBIO™

The Ontario Bioscience Industry Organization (OBIO™) is a private sector, membership-based organization that is Ontario's leading advocate for the life science sector. OBIO™ is engaged in advocacy to enable the successful development and commercialization in Ontario of life science technology through investment, strategic alliances, stakeholder engagement and industry promotion. Our goal is to build a leading bioscience cluster in Ontario to deliver innovative products/services to a global market.

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