

The SCT scientific coaching

Identifying and removing the risks of a research project in life science

Context

- Biotech, start-ups from academic laboratories or from institutions need to present their projects
 - To potential partners for alliance or partnership
 - To investors in order to develop their activities
- The format of such slides deck usually respect some standard requirements :
 - The scientific and technical elements are presented in a specific order
 - Support the assets and tackle the weaknesses of the project
 - How to identify the risks and solve them ?
- In general the experience of academics in terms of industrial evaluation is limited

SCT offers a support with a pool of senior industrial scientific competences in order to help the project leaders **to evaluate and identify the risks of their project to present to partners, investors or other valorisation services**

The coaching approach of SCT

- A team of experienced scientists from pharmaceutical industry sharing their knowledge
- A deep diving review and examination of all scientific and technical data of the project
- An evaluation of the project positioning and the global strategy
- Identification of “gaps” and “risks”,
Discontinuity checkpoints, missing data, lack of predictability, wrong short cuts, « IP strategy », ...
- Advises for structuring, arguing presenting and supporting in front of partners, investors

The process: key points

- Positioning
Early project, target validation (in vitro/in vivo), “hit finding” phase, HTS/MTS campaign, “hit-to-lead”, “lead optimisation”, “drug candidate” selection , “drug development”, POC in clinic...
- The objectives to reach
- The “check lists” and questions to answer at each phase
- The crucial decision points (Go - Nogo)
- The potential risks
- The solutions proposed to remove the risks
- Deliverables, including timelines

The added value of the SCT approach

- Coaching by experienced industrial scientists
- Accomplished practices of evaluations during numerous years within a context of intense competition
- Vision from the other side, from the investor or partner side, the buyers
- Structuring approach
- « Pro bono » experts and more specific advises on demand, upon conditions
- Compensations to SCT

What SCT is not doing

The following domains are the full responsibility of the project leader :
*The management of operations ;
Resources and budgets;*

Purchasing, contracts with CRO's; Formal patentability analyses and FTO evaluation

The coaching team of SCT is helping the project leader to strengthen the position of his project mentioned above, but doesn't intervene in the final decision process

In order to apply to and benefit from the SCT scientific coaching advises, the below information is required

Guidelines

Describe:

- State of art, competitors activities, positioning and present status of the project
- Objectives
- Targeted parameters and properties
- Strategies and approaches
- Swot analysis
 - Challenges (multi-parametric components)
 - Action plans
- Deliverables and timelines
 - Go-nogo decision model
- Resources (internal & external) and budget

Recommendations

- Focus on the messages
- Be concise
- All non mandatory data in back-up slides
- Size of the document should not exceed 15 pages

SCT scientific coaching-contacts

- Mail address for any requests and advises at businessdev@sct-asso.fr
- Visit the SCT web site at <https://www.sct-asso.fr>

Team

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