

Partnering to Leverage Technologies and Experiences for Commercialization

David Trudil

New Horizons Diagnostics Corp

First Annual Chemical Science and Commercialization Conference

Moscow, Russia

September 27-29, 2004

New Horizons Diagnostics

- **Twenty five year old privately-held firm in Columbia, Maryland**
- **Manufacturer/developer of products for medical, diagnostic, environmental and food testing markets**

Initiatives for Proliferation Prevention Programs

- 1. Anti-Cytokine Antibodies for Treating Immune-Mediated Disease.**
- 2. Biosensors for Express Detection and Discrimination of Ultra-low Concentration of Organophosphates Neurotoxins.**
- 3. Development of Recombinant Luciferase and Related reagents for Portable Photometric Detectors.**
- 4. Antibody-Based Diagnostics for Fast Track Production.**
- 5. Use of Micelles to Protect Bioactives.**

Partners

- **Research Center for Molecular Diagnostics and Therapy**
- **Institute of Immunological Engineering**
- **Gamaleya Inst. of Epidemiology & Microbiology**
- **State Diagnostics & Prevention Center for Human and Animal Diseases & NARVAC**
- **Research Center of Virology and Biotechnology “Vector”**
- **Obolensk**
- **Moscow State University**
- **NearMedic**

Anti-IFN- γ treatment



Psoriasis



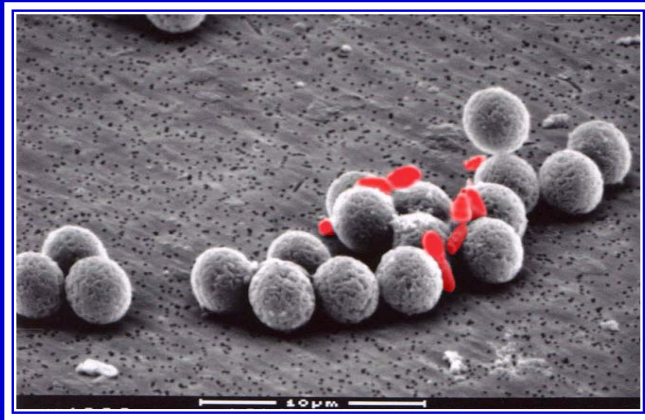
Alopecia



Neurotoxin Analyzer



Antibody Platform Technologies



Bead/solid support



HAA/Smart Colloidal Au

Fluorescence



Luminescence

Luminescence Markets



Food & Milk



Defense

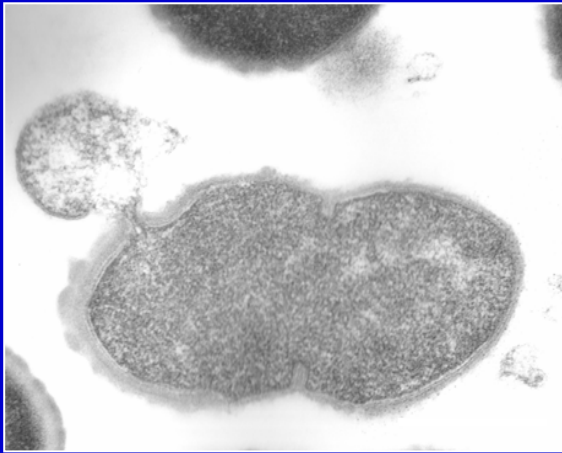


Water

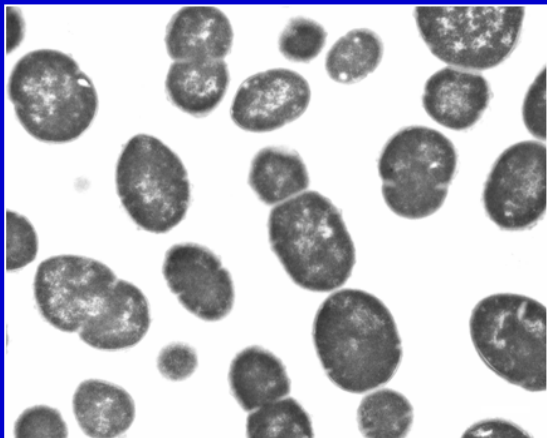
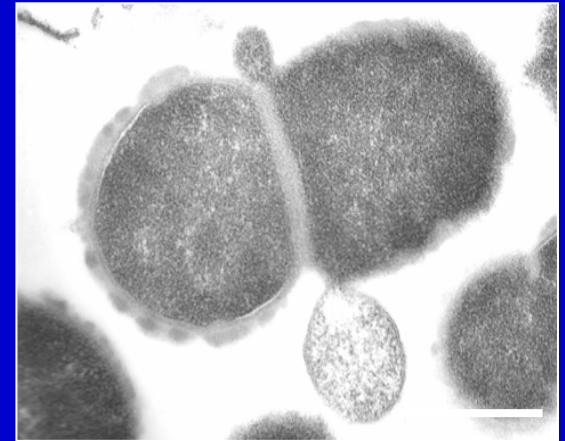
Instruments



Micelles & Phage Lytic Enzymes

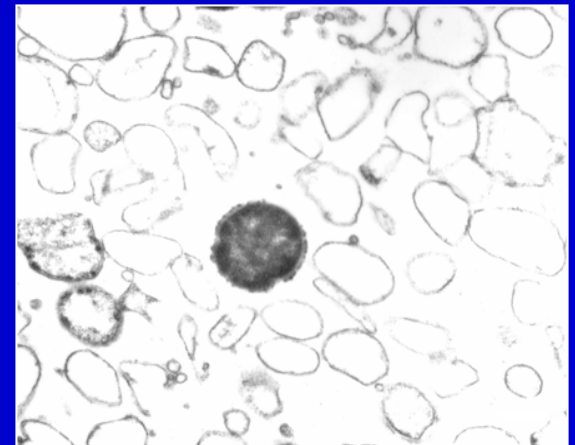


Hypotonic lysis



Killing *S. pneumoniae*

< 5 minutes



Why Partnership Programs?

- **Great Advantages for Businesses**
 - **Technological risk reduction**
 - **Access to technologies**
 - **Create value added jobs/cost effective services**

Goals

- **Commercially viable products or technologies**
- **Partner with desire, creativity, flexibility**

Key Factors

- **Know the Science**
 - **Know your Partners**
 - **Establish Realistic Goals**
 - **be flexible**
 - **Communicate**

How were projects selected?

- **Market – need, timing, product definition, etc**
- **Experience & capabilities of partners**
- **Probability of success**
- **Cost (dollars & resources)**

Understanding ---

**The “process” – involves interaction
within various agencies/institutes**

**Interact with Russia & US Gov agencies-
Visas, Export controls, Other regulatory issues**

**Be Patient & Realistic – partnerships
and understanding require time**

Lessons Learned

- **Intellectual Property**
- **Regulatory requirements**
- **Product definitions**
- **Flexibility**

Next steps -Commercialization

New companies established

Strategic Marketing Partners

Intellectual Property

Compliance with Government Regulations

PARTNER SUPPORT

US Support will assist and make it happen

**State Department & Department of Energy
partners are hard working professionals-
many thanks to them**

Success in Working Together

**Industry – Laboratory – Gov
Partnership**

Thanks to all