

Collaborating with Industry



A very short overview

Type of collaborations

- Preclinical studies
- Phase I studies
- Phase II (proof of principle) studies
- Phase III (pivotal, or registration) studies
- Phase IV (post-marketing) studies
- Joining Industry

Preclinical studies

- The easiest of all collaborations
- Can be rapidly implemented (days to a few weeks)
- Materials request often the only request
- IP issues can be show-stoppers
- Rapid publication (e.g., Cancer Res)

Phase I studies

- Given to those who can do them, rather than want to do them
- Critical stage for a drug candidate (fate decided)
- Different scenarios for chemotherapy and biologicals (MTD vs OBD)
- Often a terminal study for the centre
- There may be no follow-up study, ever

Phase II studies

- Increased preference for randomized Ph II trials
- Investigator can have significant input in protocol design
- Biomarkers often included
- May be the preamble to, or part of, a larger study
- Publication may be delayed months to a year or more

Phase III studies

- Critical, Untouchable, Very Rigid, Long, Very expensive, Tightly controlled
- Investigator often has little input in protocol design, unless PI or SC member
- May be terminated at any time for any reason
- Investigator bound to performance metrics
- Publication may be delayed by several years

Phase IV studies

- Generally considered "unsexy" and "boring" when company-initiated
- Generally considered "great science" when investigator-initiated (IITs)
- One of the best ways to start a relationship with a company
- Investigator has 100% control on design and conduct (IITs)
- May open the door to further collaborations

Joining Industry

- A recognized career option in Oncology (ASCO)
- Visible examples of transition in the Oncology world
- A dilemma for many, loaded with prejudice and lack of information
- Extremely rewarding professionally
- Not everyone has the needed skills