

From Bench to Business: Navigating Research Commercialisation as a Postgraduate Researcher in Pharmaceutical Sciences

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Diabetes: Global Challenge

Only 25% adults with diabetes receiving insulin achieved target HbA_{1c} (< 7%) levels.



Main reasons:

- Hypoglycaemia risk
- Complex insulin regimen
- Insulin adherence challenges

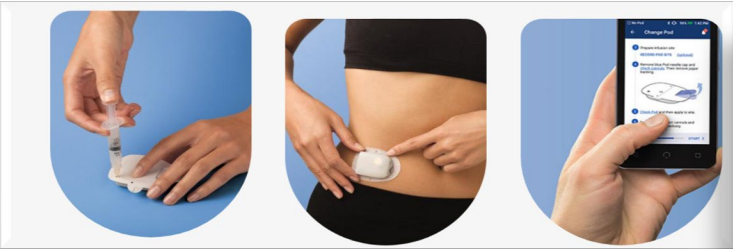
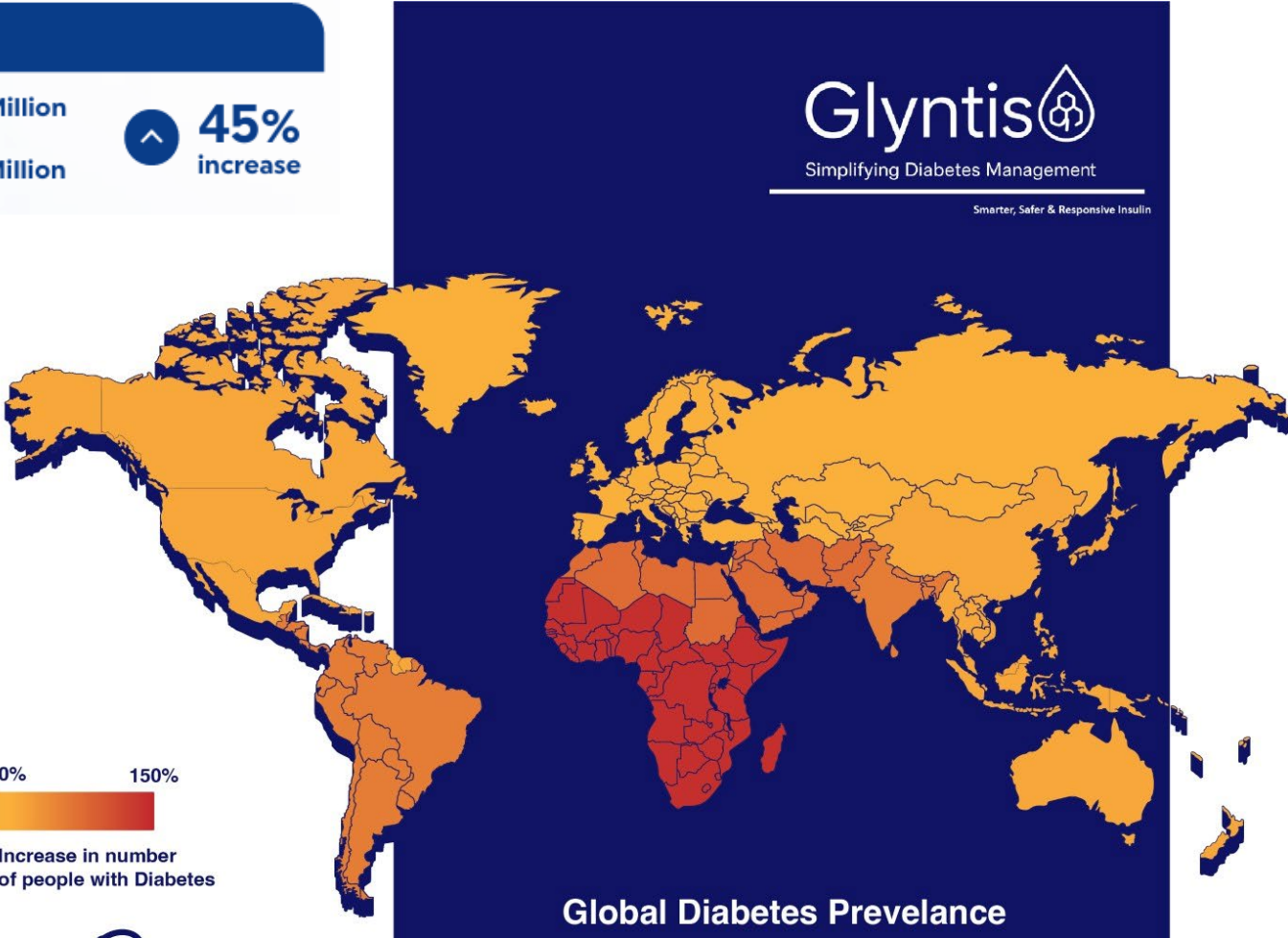


Fig. 1 iLet bionic pancreas



Fig. 2 Omnipod 5



➤ Microneedle patch system

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- Figure 1 consists of four panels. Panel A is a scanning electron micrograph (SEM) showing a grid of conical protrusions on a skin template. A scale bar indicates 100 μm. Panel B is an optical image of the skin template showing a grid of conical protrusions. Panel C is a histological image of the skin template showing a grid of conical protrusions. Panel D is a histological image of the skin template showing a grid of conical protrusions.

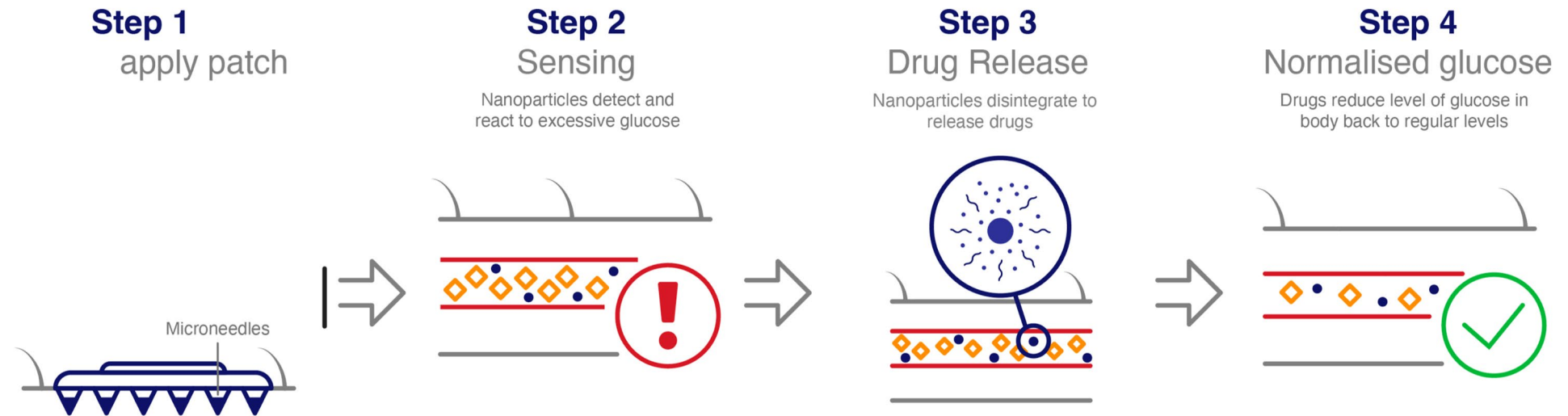
Figure 2: Photographic image of MNs loaded with antidiabetic medication (A). Treated pig skin before the histological examination (B). Microscopic Histological examination of treated pig skin with antidiabetic loaded MNs (C, D samples were prepared using microtome and cut at 0.3 μm thickness). These results indicate the effectiveness of the MNs to penetrate the skin reaching the dermis layer.

GlyntisTM



Simplifying Diabetes Management

How it works



"The first & only device to deliver insulin autonomously, needing no manual input after administration."

Intellectual Property: The First Commercial Consideration



The iCure Journey: From Lab to Innovate UK



STAGE 1

ICURe Engage

A 4-week, part-time programme which helps you identify who could benefit from your research, and the benefits of entrepreneurship.



STAGE 2

ICURe Discover

An 10-week, part-time, online programme. Helps you find a market for your research, and how to apply your ideas.



STAGE 3

ICURe Explore

A fast-paced, full-time, 12-week market exploration programme. Up to £35,000 for Entrepreneurial Lead's salary and costs.



STAGE 4

ICURe Exploit

A 12-week programme for teams recommended for spin-out. Provides intensive company formation and business growth support.

Challenges PGRs Face



PhD programmes
are designed to
produce scientists.



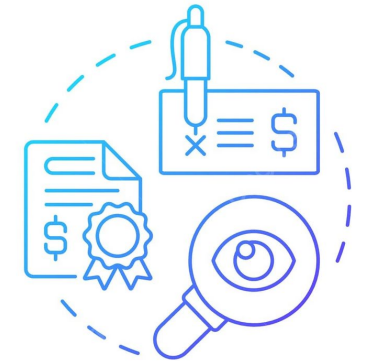
Imposter
syndrome



Commercialisation
takes time



Publishing tension



RESEARCH
FUNDING NEEDS

Funding

Practical strategies

- 1. Engage your Technology Transfer Office early***
- 2. Complete your university's invention disclosure form as soon as you think you have something novel***
- 3. Attend commercialisation training***
- 4. Build your commercial vocabulary***
- 5. Find a mentor outside academia***
- 6. Apply to iCure. Even if you do not succeed at the first attempt***
- 7. Think about the customer from day one. Not just the mechanism. Not just the data.***



Funding Mechanisms

Kingston
University
London

NIHR | National Institute for
Health and Care Research



Innovate
UK

Business
Connect

FUNDING
OPPORTUNITIES
Wellcome Trust



sbri|ni
the small business research initiative

The
**Strategic
Investment
Board**



**UK Research
and Innovation**



Key takeaways



First — your research has commercial potential..

Second — commercialisation is a skill. It can be learned.

Third — the gap between bench and business is real. But it is crossable. And you do not have to cross it alone.

Thank You

Any question? 