



The Life Sciences Gateway Initiative

“Connecting Regional Networks”

December 13th 2007

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Donde los pacientes son lo primero  MSD



Objectives of the Mexican Life Sciences Initiative

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Create a culture in which innovation is recognized
as an essential component of prosperity and
quality of life

Build awareness of the importance of the enabling
conditions for innovation

Advance commercialization of identified
technologies



First Stage 2005

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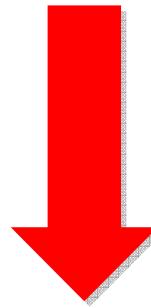
As a first step and with the aid of MSD funding, the US based Council on Competitiveness (COC) developed the study “Promoting Cross Border Innovation: The Mexican Life Sciences Initiative”, which offered clear recommendations to strengthen the Life Sciences sector in Mexico



Second Stage 2006-7



To build bi-national strategic alliances that promote the development of products and services within the sectors of life sciences.



The Life Sciences Gateway Initiative

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I'm not sure if this slide is necessary. When speaking to the previous slide, you can say that the recommendation led to the creation of the Initiative.

nowens, 12/6/2007



Objective

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The Life Science Gateway Initiative

Strives to contribute in the creation of new kinds of collaboration and of regional, national and bi-national alliances between the academic, private and public sectors, promoting the development of Clusters of Innovation in Mexico.



Strategies

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Through its association with UCSD (San Diego Dialogue), Merck Sharp & Dohme searches to contribute to the growth of Life Sciences Clusters of Innovation in Mexico.

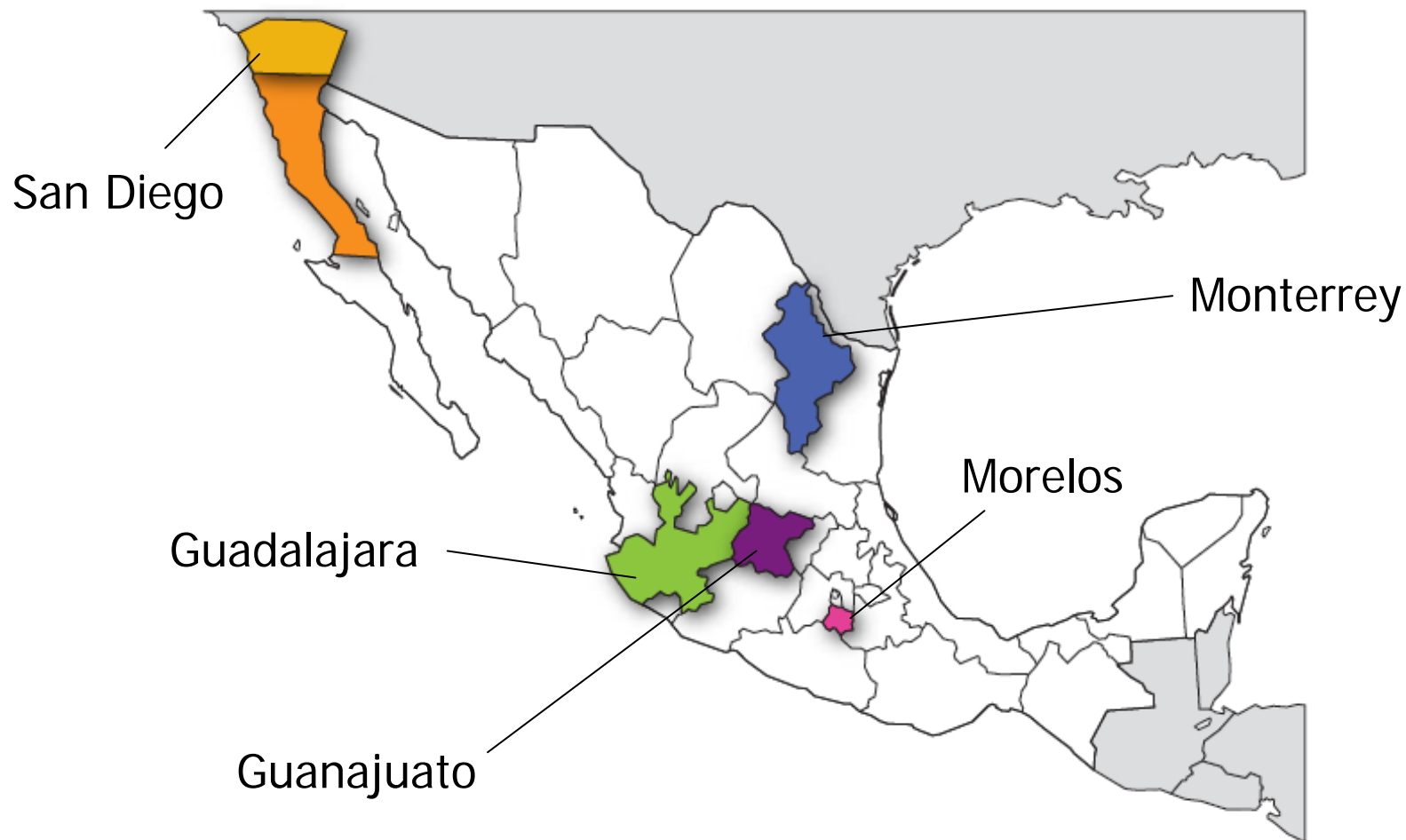
Through programs supporting innovation and the incorporation of emerging companies in Mexico.

By promoting the development of long lasting relationships in the field of Life Sciences, among scientists and business people of California and Mexico.



Which are the regions?

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What caught our attention about these regions?

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In all of these regions there is a political umbrella as well as the public and private investment to develop Life Sciences Clusters of Innovation. There is local LEADERSHIP!!!

All of these regions have Universities and Research Centers with world class tertiary education programs and world class basic research in the Life Sciences.

Some of the regions also have a history of international relations involving manufacturing capacities and supply networks of a high commercial value.



The program

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Assessment of the regions for capabilities and mature technologies that are complementary.

Workshops in San Diego in targeted issue areas such as IP strategies, capital access and formation, government policies, etc

Training of “Technology Talent Scouts” for each of the regions.

Bi-national program of academic interchange with the four regions.



We see complementary capabilities

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Mexico:

Large hospital network with vast experience running and monitoring human clinical trials. Opportunity to form a CRO (Clinical Research Organization), or partner with an international US CRO.

Opportunity to form a world class innovation center of bio-fuels and plant biology with excellent scientists, technicians, students and infrastructure.

San Diego:

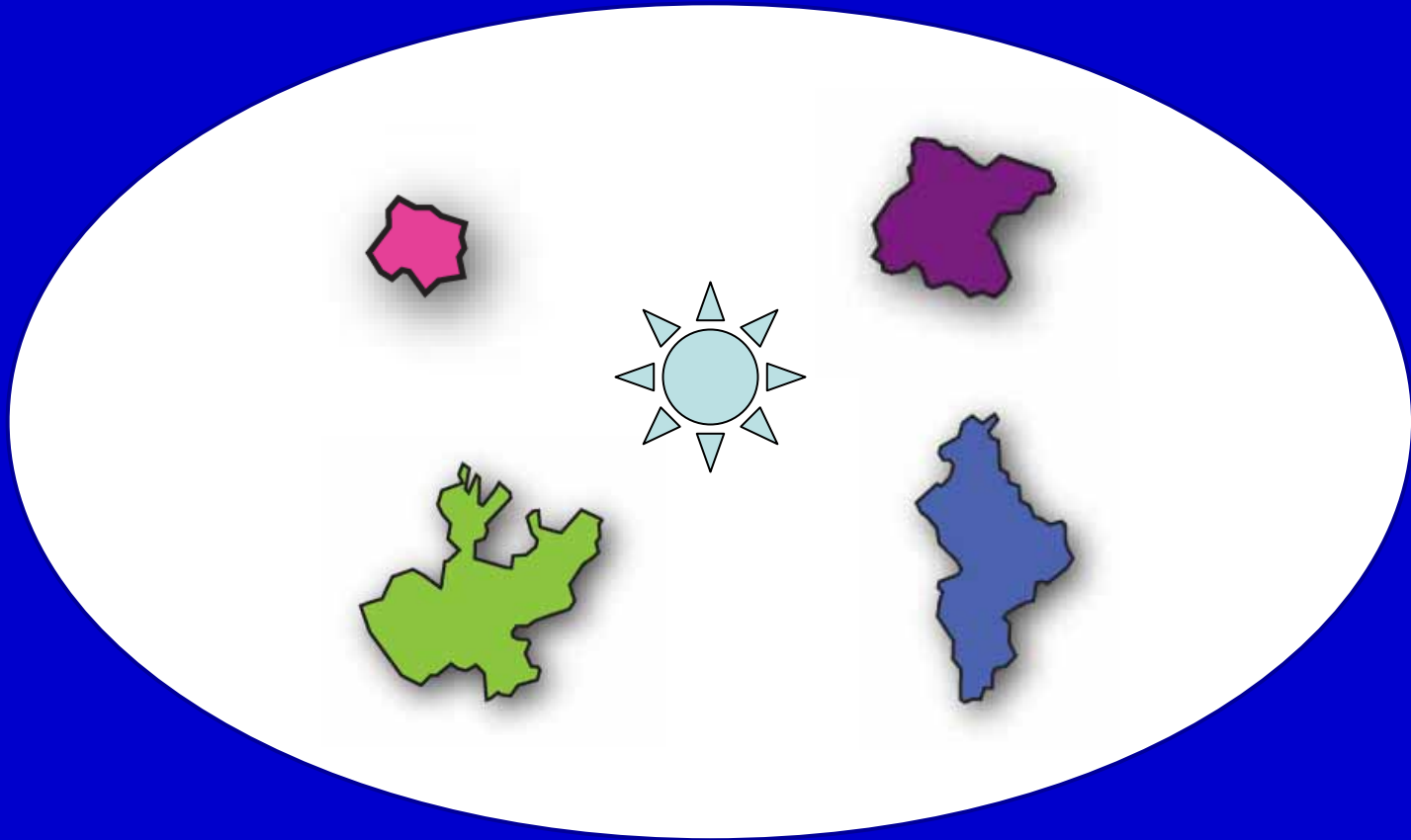
Highest concentration of biotech companies in the US (500+)

The region is the wireless communication capital of the world (500 companies)

The region received \$1.2 billion in venture investment in 2006. \$544 million went into biotech and life sciences.

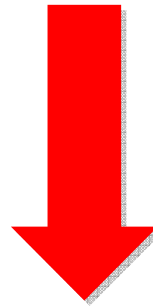


Collaborate locally to compete globally





How do we foster an Inter-regional Alliance
between the four Mexican regions?



1.- Continuous networking through the Initiative

2.- Signing of an MOU

3.- Develop some initial accessible projects

4.- Presence at BIO 2008



The opportunities

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- ✚ The organization of the first national CRO with offices in Mexico and San Diego.
- ✚ Collaboration between SD and Mexican research centers and companies to develop clean tech energy alternatives.
- ✚ Collaboration in biomedicine for the development of new drugs.
- ✚ Development of new biological methods for pest control in Mexico for further development in California.
- ✚ Open a commercialization and tech transfer office in SD to showcase Mexican innovation in the life sciences.



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THANK
YOU

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