



European Lead Factory Communication Strategy for Crowdsourcing

Kristina Orrling – Lygature

IMI Projects Communication Event – 2 April 2019

Background



Canada
Germany
France



- PhD in Medicinal Chemistry
- MSc Chemical Engineering
- Personal Chemistry (aka Biotage)
- Mercachem
- VU Amsterdam

Now!



lygature

pioneering medicine.
together.

Programme Manager

- ELF 2014-2018
- PDE4NPD 2014-2018
- MOMENTUM 2018-
- MMV-PDP 2018-
- ...

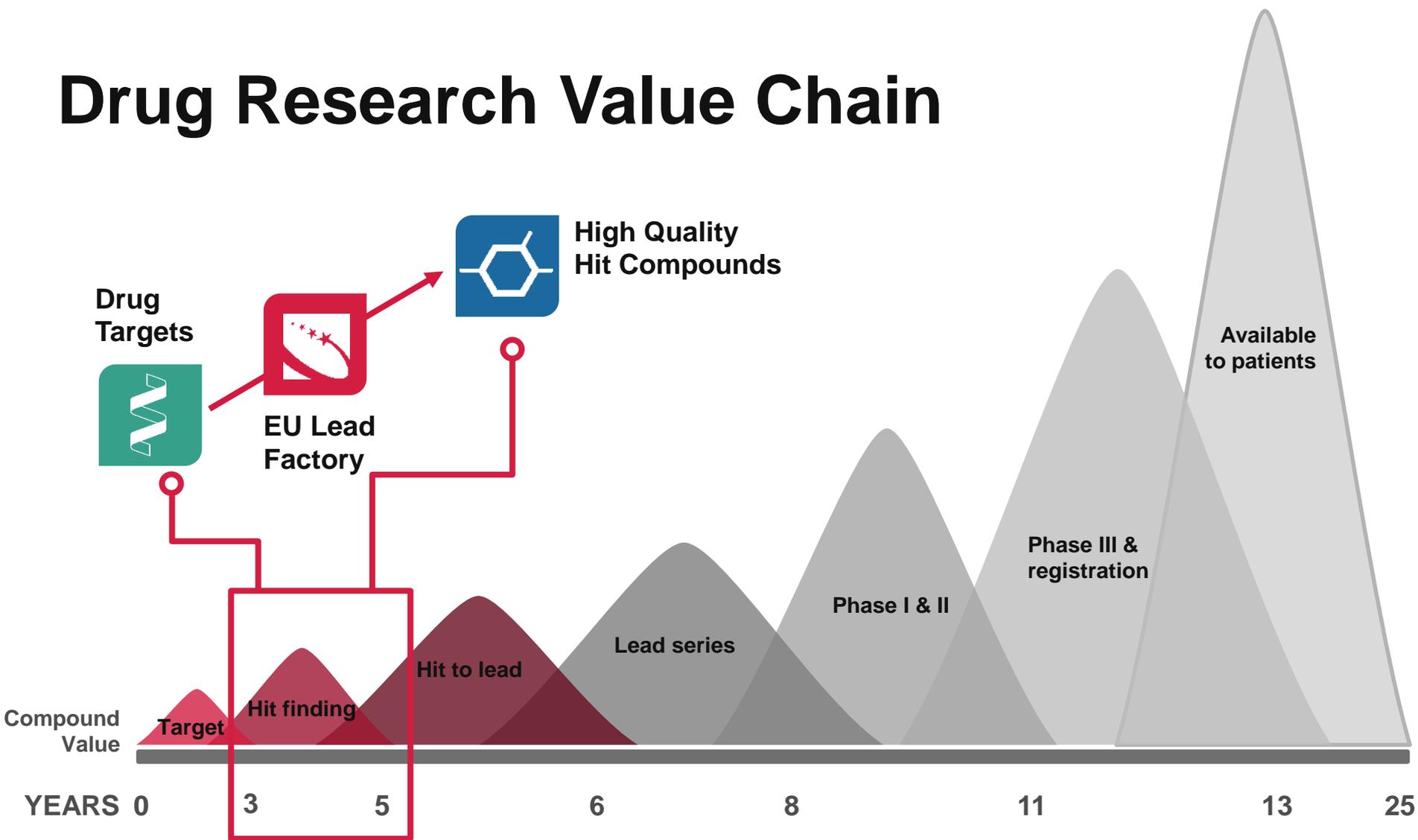
My big dream



To bring better
treatments to patients



Drug Research Value Chain

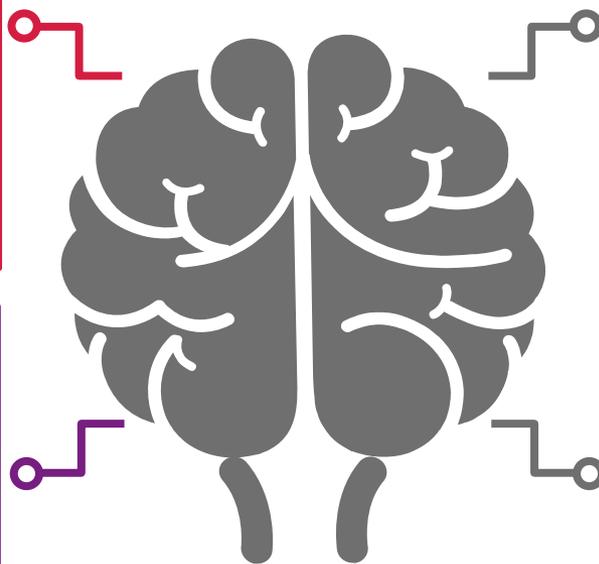


Made possible by...

European Screening Centre



EFPIA partners



funded by



Public Compound Consortium



Chemistry CROs



Communication team

WP Lead

Hiliana Fienig

Marjoke Kortas

Kristina Orrling

Alexander Duyndam

Patricia Kramer

Project Executive

Ton Rijnders

lygature

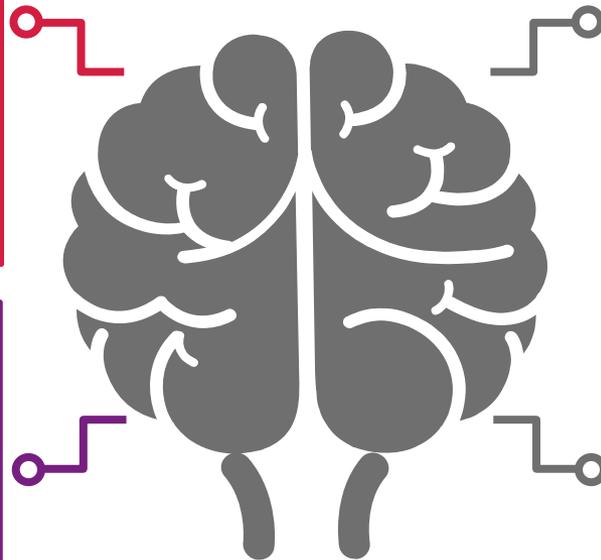
Eva van Waanrooij

janssen

Project Executive

Stefan Jaroch

Eckhard Ottow



funded by



Catherine Brett
Ivona Lerman



Sören Kudic

Youri Mesmoudi

Project Executive

Dimitrios Tzalis



Claudia Pfander

Sabine Possmann



The University of
Nottingham

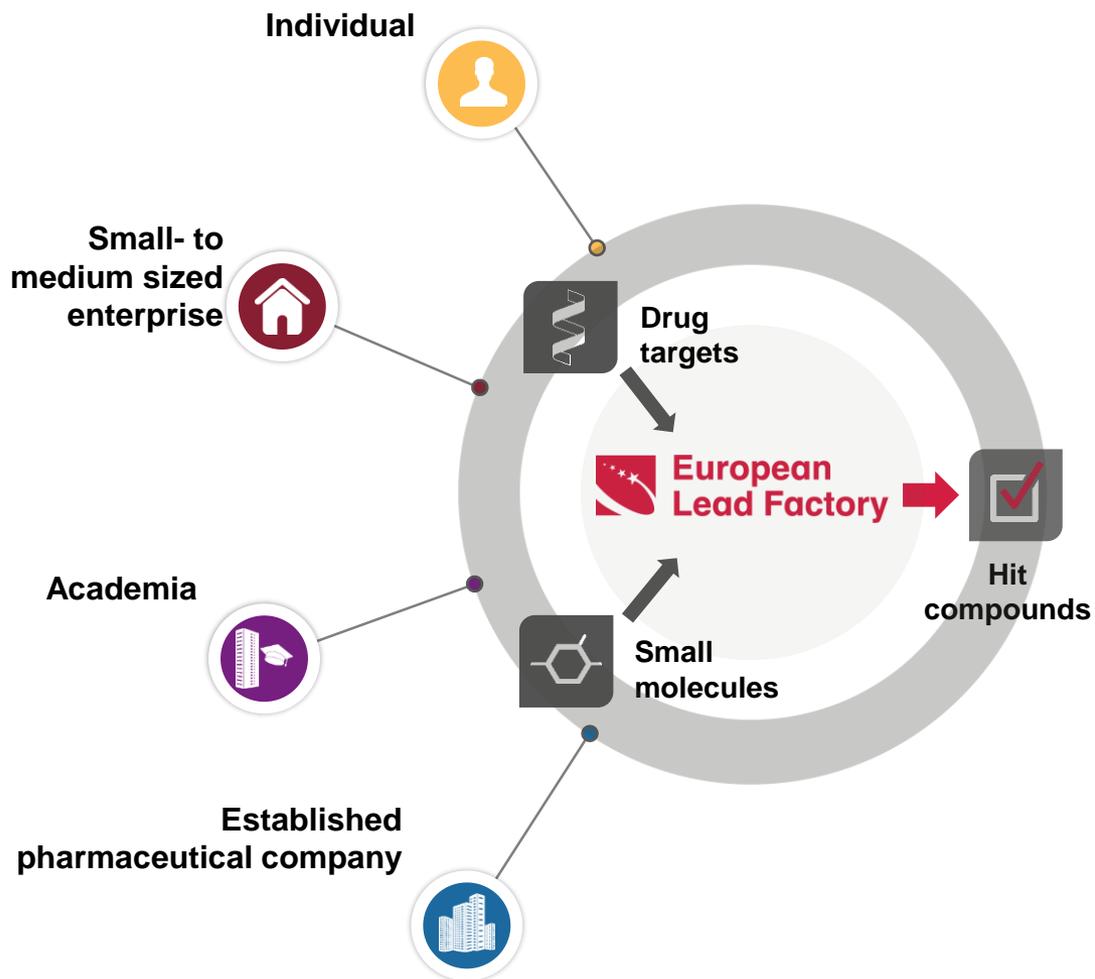
UNITED KINGDOM · CHINA · MALAYSIA

Rob Stockman

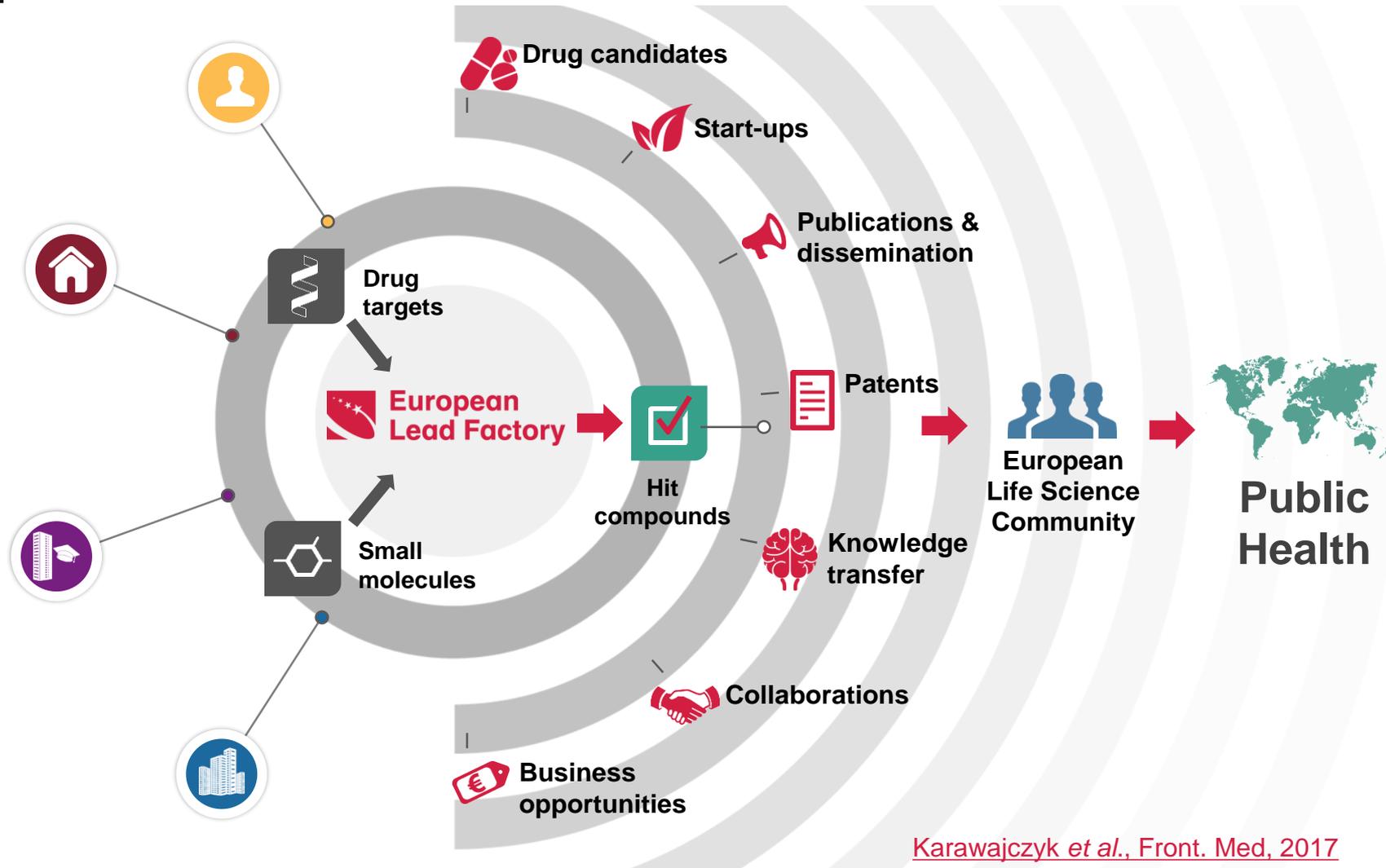
Award-winning video

https://youtu.be/YLnSi_3o2U8

Interactions

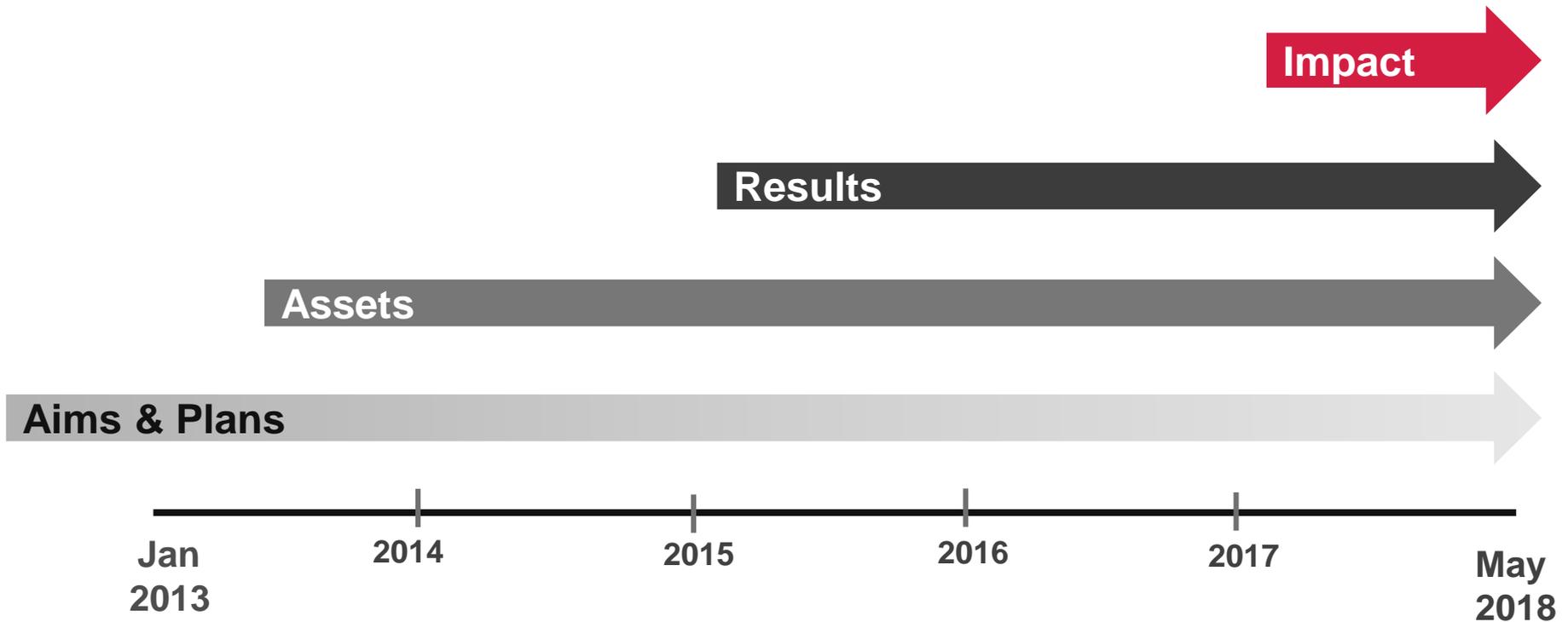


Impact



Karawajczyk et al., Front. Med, 2017

Project Progress 2013 - 2018



Target Owner

ELF assets

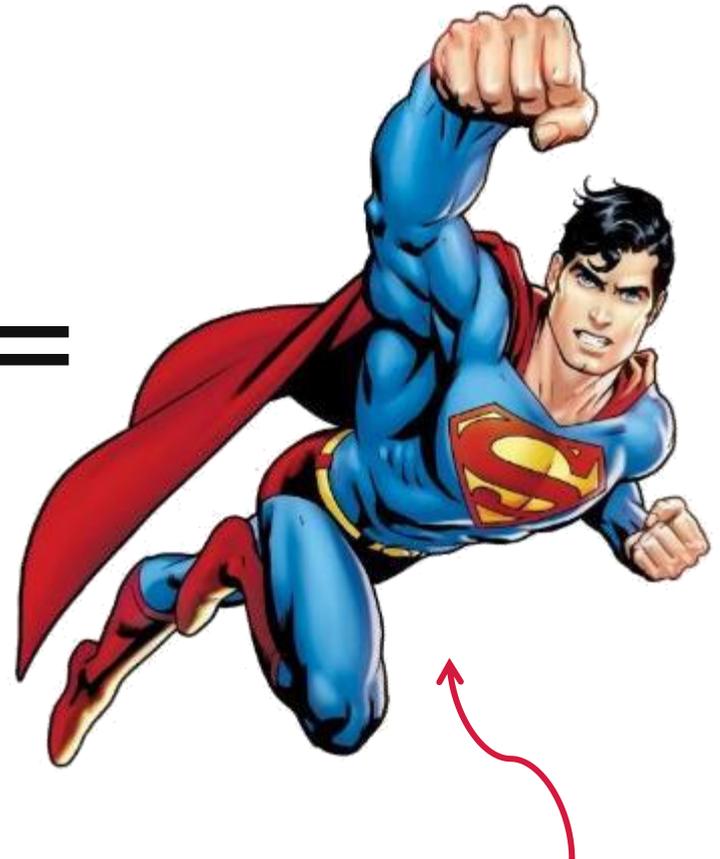
A person who does
extraordinary things



+

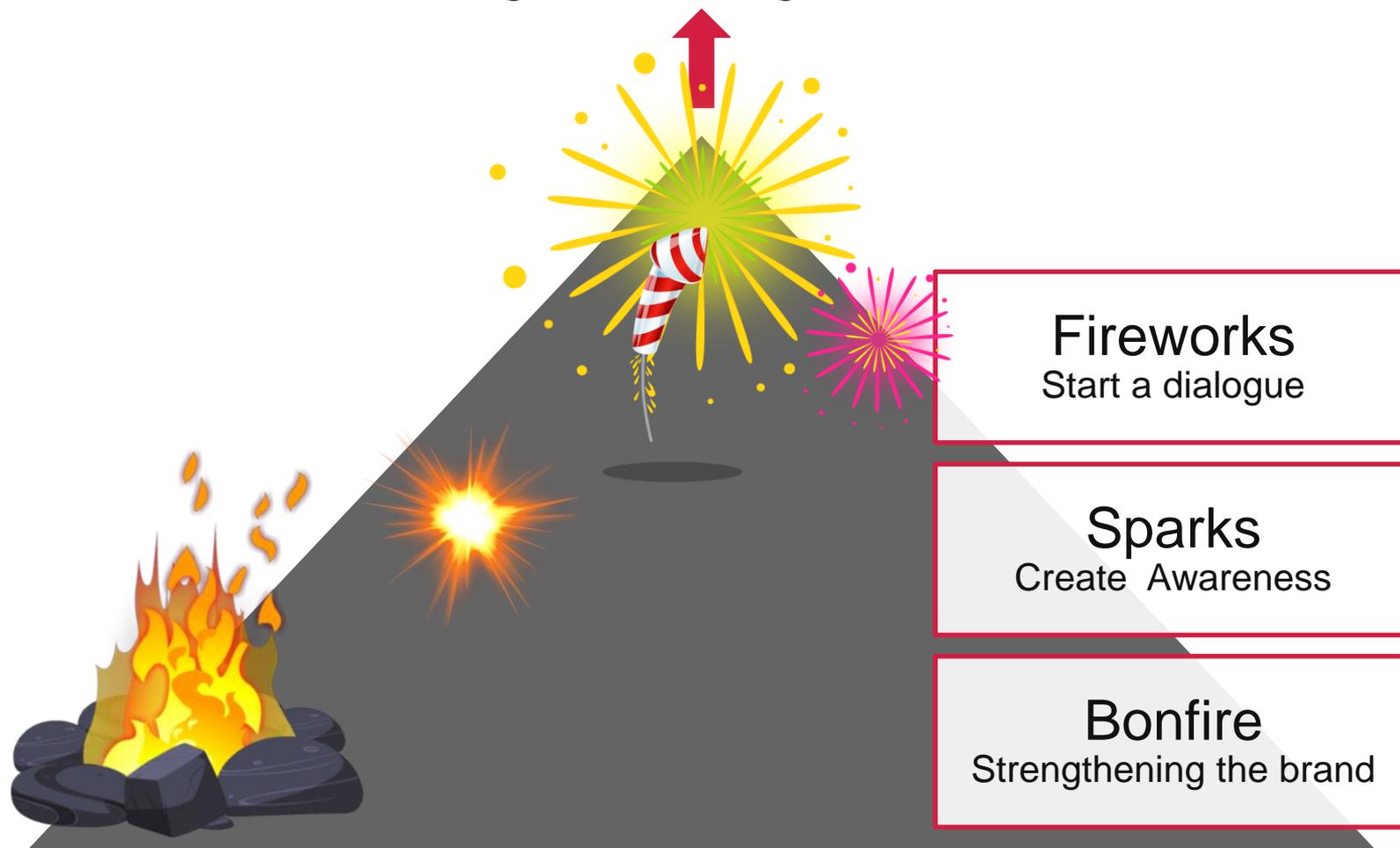


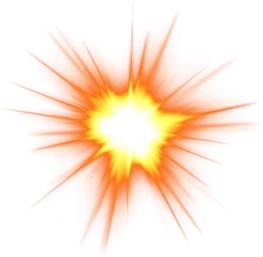
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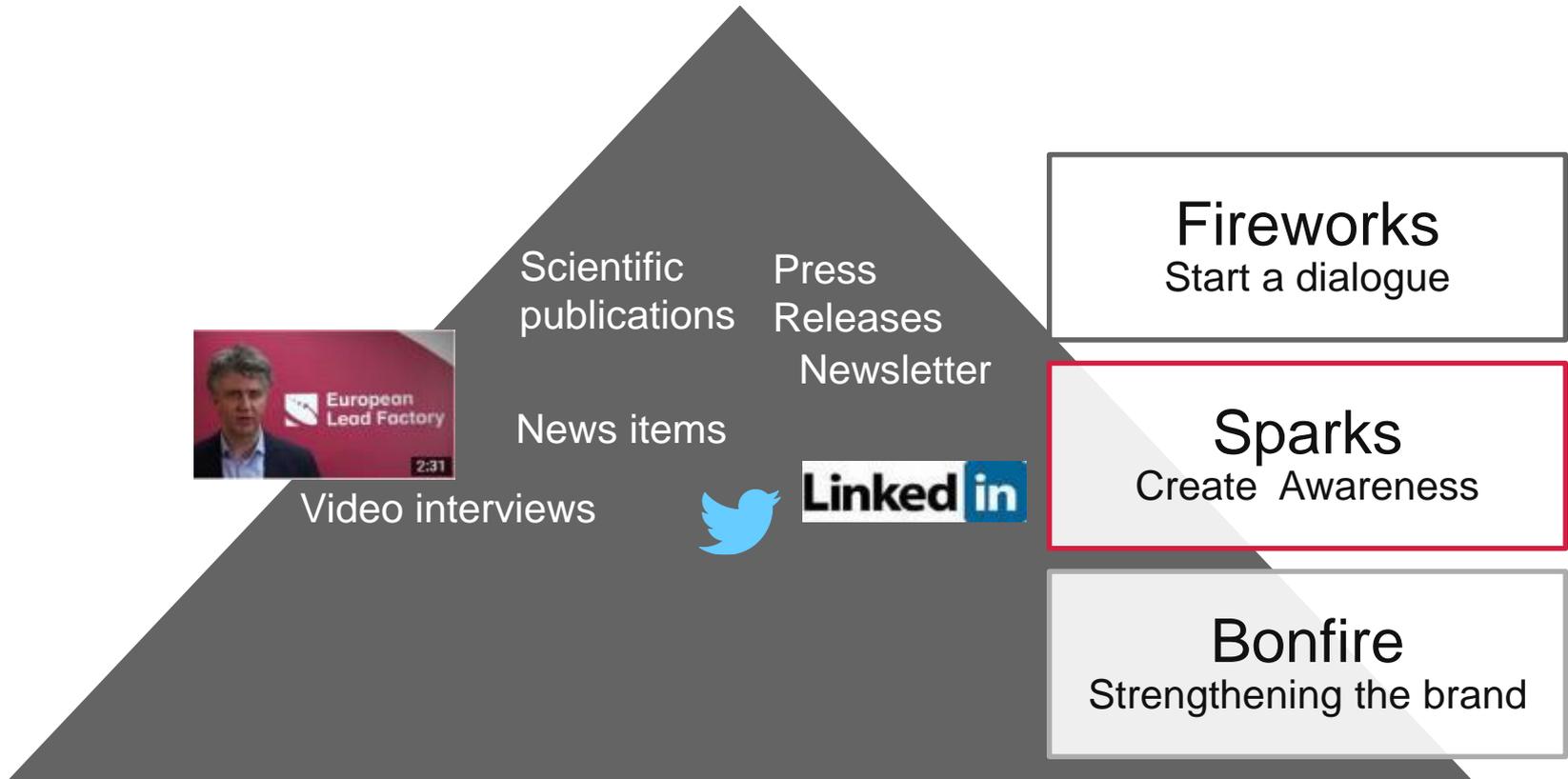
This is what sells ELF

Project Objectives

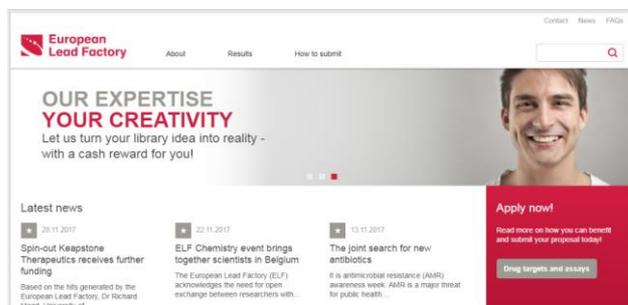
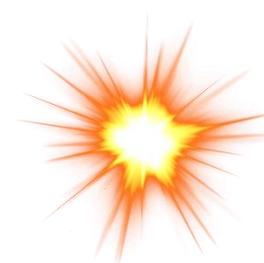




Quality Proposal



ELF Channels – Awareness



IMI News



LinkedIn



Website

- News item (2/month)
- Testimonials
- Videos

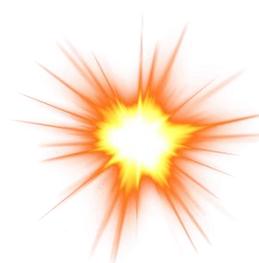
Newsletters (~4/year) + IMI

LinkedIn (1/month)

Twitter (1-2/week)

(Scientific) publications

> 70 Scientific Publications



- Encourage publications
- Clear approval process
- Provide guidelines = easy tracking

Drug Discovery Today - Volume 20, Number 2 - February 2015
PERSPECTIVE

feature

The Joint European Compound Library boosting precompetitive research

Jérôme Bourard¹, Philip S. Jones², Andrew L. Hopkins³ and Andrew D. Pantelis⁴
j.pantelis@duke.edu.ac.uk

The Joint European Compound Library (JECL) is a new driving precompetitive drug discovery and target validation of over 321 000 compounds from the proprietary collection will expand to around 500 000 compounds. Here, we assess diversity of the core collection, showing that the collected predicted biological activity. We also describe a model for proprietary collections, enabling diversity and quality an available for screening at no cost to European academic Lead Factory (<http://www.europeanleadfactory.eu/>).

Background
The decline in the rate of new molecular entity (NME) discovery is well documented [1] and the cost of discovering a drug has risen dramatically over the past 20 years. Boosting precompetitive research has become a major theme to reverse this trend by sharing risk in early-stage research [2,3] and by bringing together key areas of expertise from diverse organisations. These precompetitive initiatives have generated highly successful partnerships such as the Structural Genomics Consortium and the Human Blood Plasma Metabolome Consortium, created to build technology platforms supporting drug design and development of biomarkers. However, access by external organisations to the pharmaceutical companies' proprietary screening collections has until now, been very limited owing to their high intellectual property value.

The compounds embody a rich in-house molecular design and effort, and represent a future drugs. These very quality libraries are an extremely valuable academic groups seeking to identify tool compounds for their lead making compounds from their libraries available to academic small companies has therefore expand the pool of pharmaceutical drug targets available to the identify new lead compounds. The Joint European Compound Library is a key component of the Lead Factory (LF) and brings together high-quality, drug-like and lead from the in-house collections. pharmaceutical companies interested in their high intellectual property value.

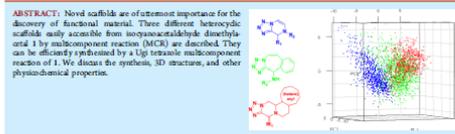
Organic LETTERS

A Universal Isocyanide for Diverse Heterocycle Syntheses

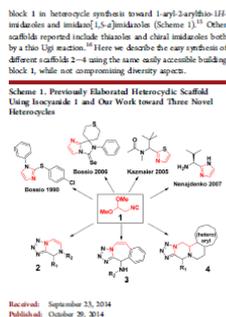
Pravin Patel,¹ Kareem Khoury,^{1,3} Eberhard Herdtweck,³ and Alexander Dömling^{1,2}

¹Department of Drug Design, University of Groningen, Groningen, The Netherlands
²School of Pharmacy, University of Pittsburgh, Pittsburgh, Pennsylvania 15261, United States
³Carnotex Inc., Pittsburgh, Pennsylvania 15219, United States
⁴Technische Universität München, München, Germany

Supporting Information



Novel scaffolds form the basis for success in the discovery of bioactive compounds, which eventually can be developed to drugs for the treatment of current medical needs. A decade ago the NIH started an initiative (Molecular Libraries Program (MLP)) to assemble a large chemical library to be screened by academic institutions to yield after optimization, in vitro tool compounds (molecular probes) for novel targets showing activity and selectivity in cell-based systems. These tool compounds can be accessed by interested researchers and are of importance to elucidate the interplay of novel targets in biology and disease. The European Lead Factory (ELF), a public-private partnership, is a complementary European initiative with similar target aiming for a library of 500 000 novel compounds by 2017. The availability of molecular probes (small molecule or antibody) has been recently and impressively demonstrated to be a key determinant of progress in basic biology and disease areas. From a practical point of view the synthesis of medium sized high quality libraries is demanding. The use of a "universal building block" in the synthesis of different scaffolds has great advantage in the parallel synthesis of larger libraries. For example, supported in amino acids have been used recently in different multicomponent reaction chemistry to stereoselectively afford a diversity of novel cyclic and acyclic scaffolds, including azido-aminophenylamides,¹ boronamide analogues,² iminodibenzimidazole,³ aminobenzoxazinone,⁴ boronpyridines,⁵ thiazolones and thienopyridines, dihydropyrimidines,⁶ oximo amino acids,⁷ imidazoles,⁸ or indole derivatives.⁹ Isocyanide 1 as its dimethyl acetal was first described by Harbison in 1966 and now robust large scale synthesis exist.¹⁰ Competitive analysis shows few applications of the building



Received: September 23, 2014
Published: October 20, 2014

Figure 2. Progress of public programmes submitted to the 8 completed programmes in the respective stages as April 2015.

Improved Hit List with QHL compound analogues. J bioscience medicinal chemistry programme in close collaboration with the target programme owner is performed at the University of Dundee site in New House. The first steps often involve re-synthesis an further characterisation of selected QHL compounds followed by hit expansion to generate SARs. Thank to the facilities at the University of Oxford, crystallisation efforts can also be pursued for a limited number of programmes.

3.2 Progress

As of April 2015, a total of 42 public target proposals have been accepted by ELF from 74 submitted proposals. Most proposals are sourced via the networks of people working in ELF, which is reflected in the geographical origin of both submitted and accepted proposals (Figure 2). The majority of both submitted and accepted proposals originate from academic organisations (e.g. universities, medical centres and universities' research institutes) while SMEs are the owners of the remaining quarter (see pie chart in Figure 4(A)).

ELF aims to run programmes related to all human disease areas and all types of defined molecular targets. Compared to the analysis made in the US and UK,^{14,15} the addressed disease areas (Figure 4(B)) are rather similar, although oncology targets are overrep-

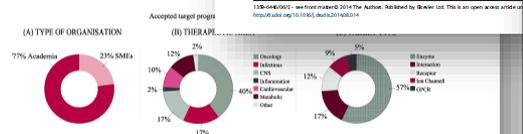
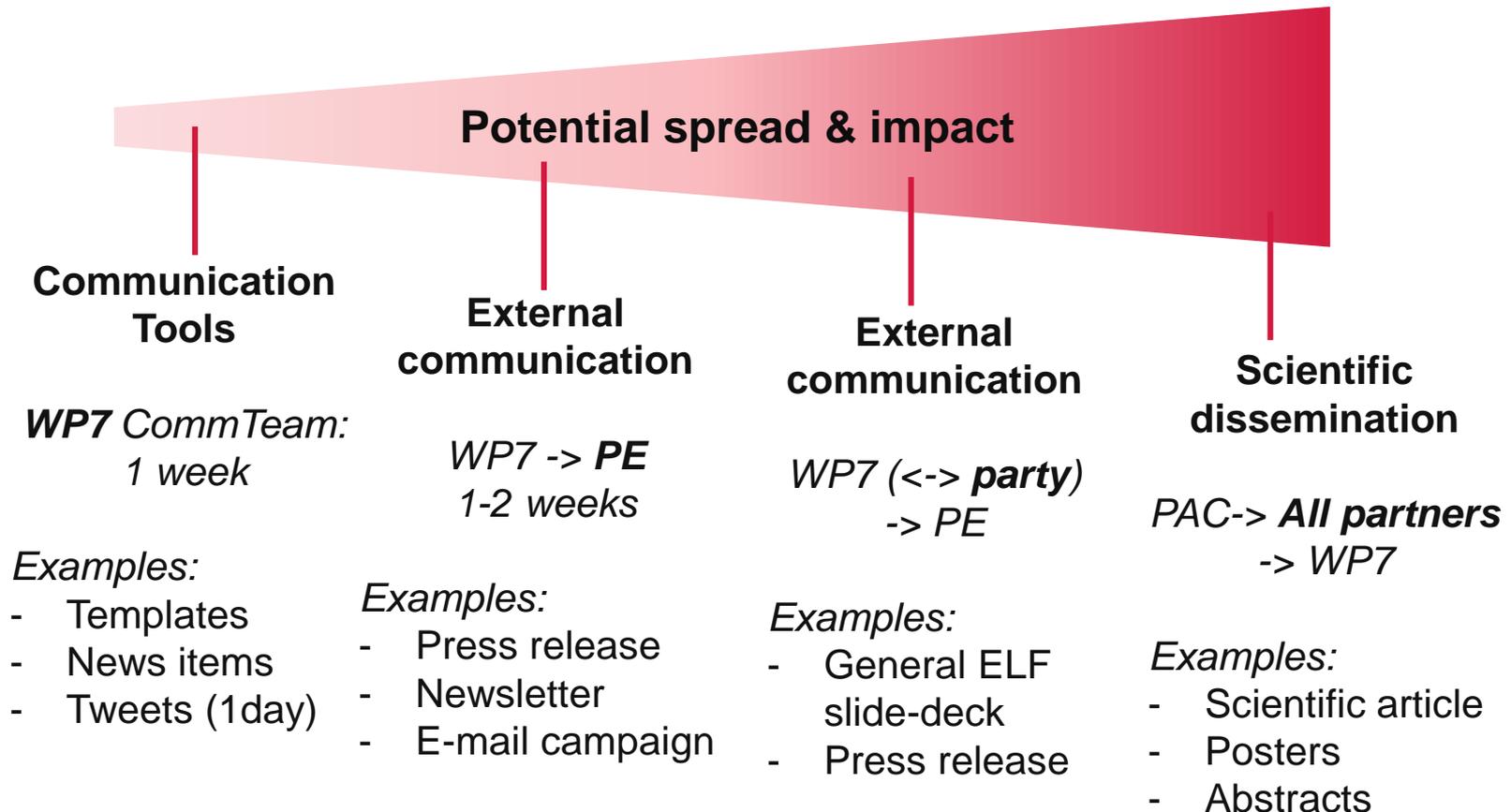
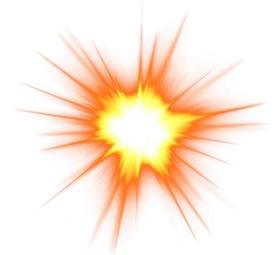


Figure 4. Character of drug target programmes accepted as of 15 April 2015. (A) Type of organisation submitting target proposals. (B) Main therapeutic area addressed by accepted programmes. (C) Sites of molecular drug target.

Journal of Medicines Development Sciences (2015) - Volume 1, Issue 1

Defined roles and timelines





Quality Proposal



Network
Partnering talks
Satellite meetings
Conference presentations

Fireworks
Start a dialogue

Sparks
Create Awareness

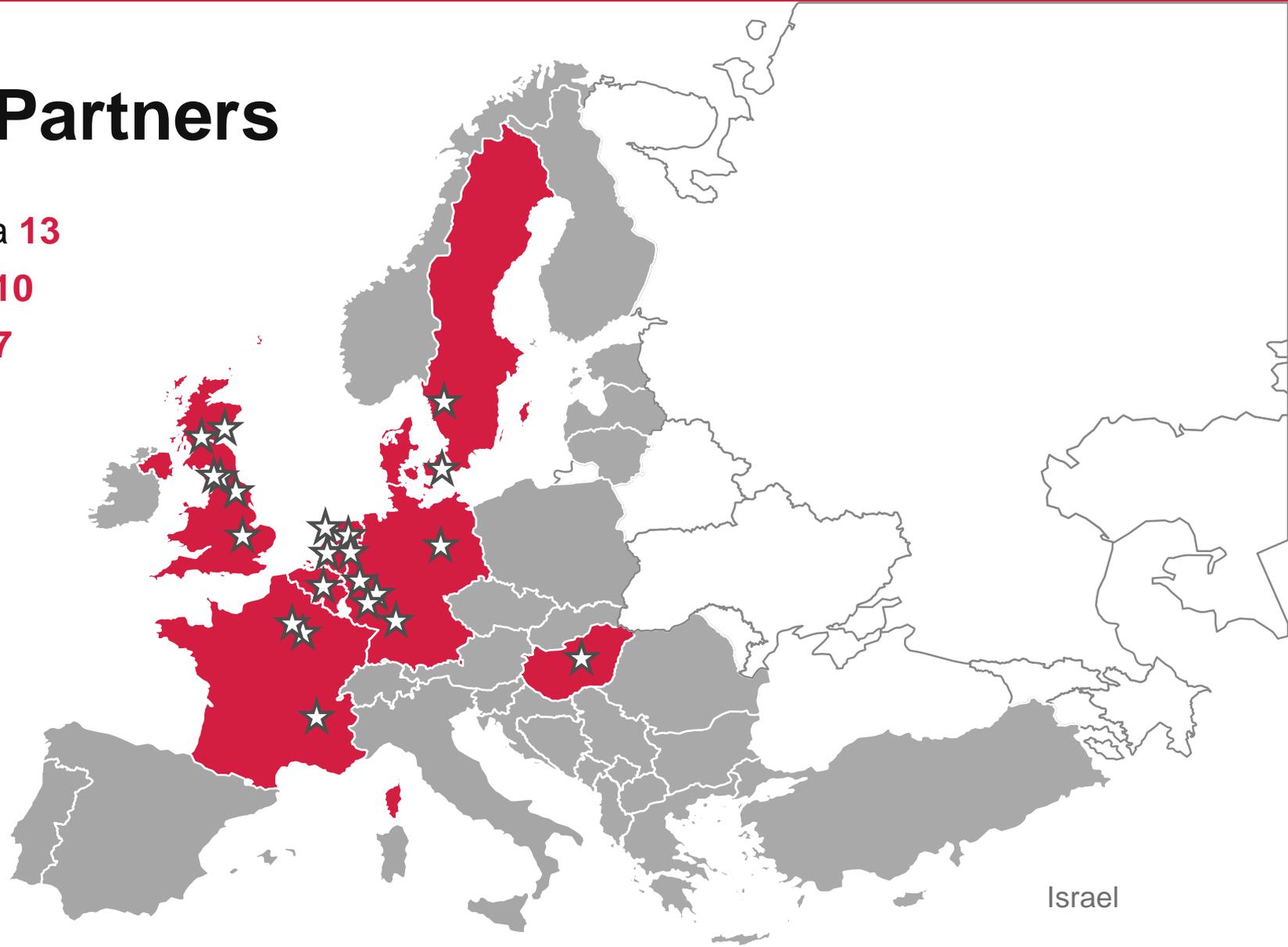
Bonfire
Strengthening the brand

ELF Partners

Academia **13**

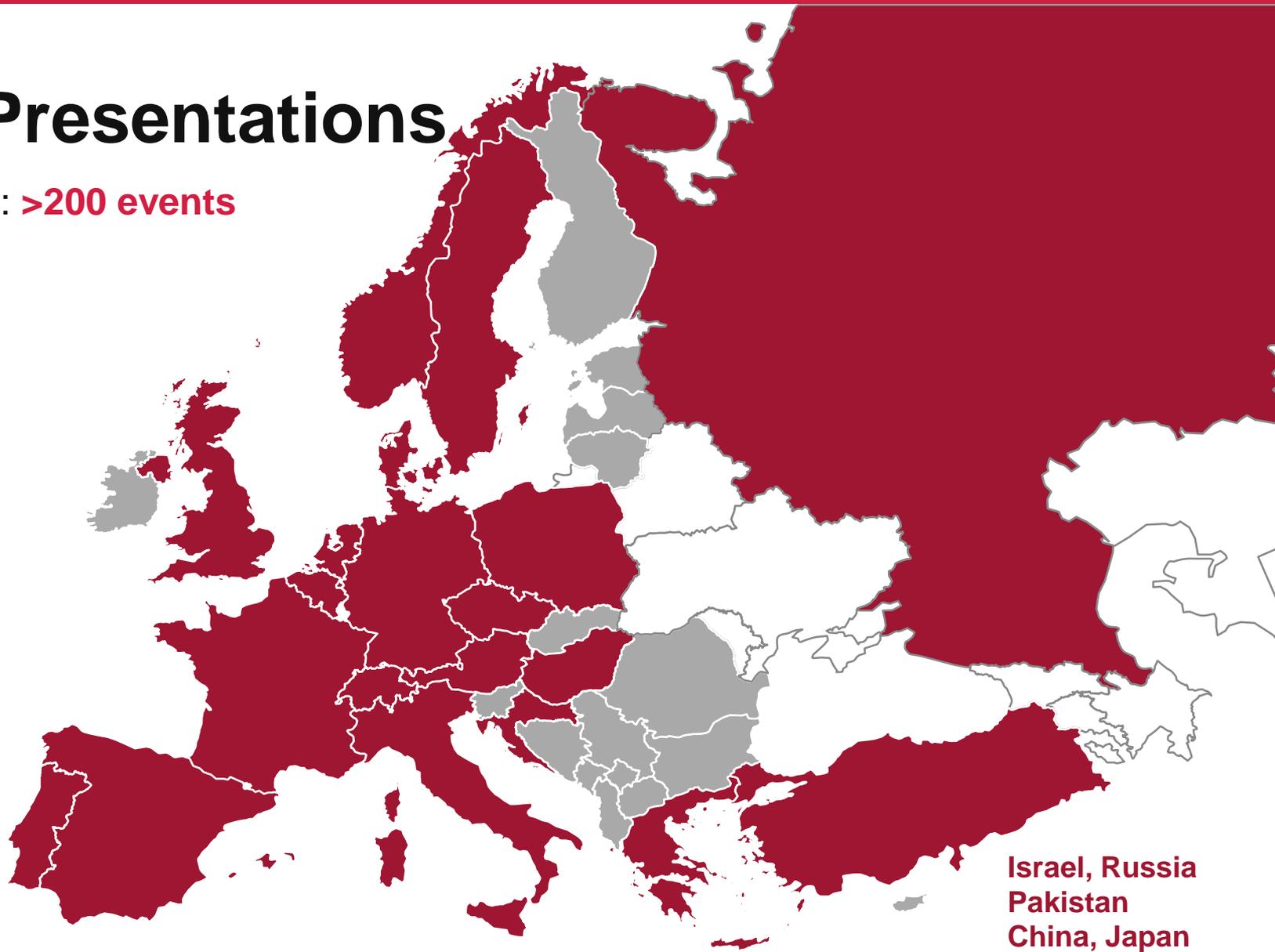
SMEs **10**

EFPIA **7**



ELF Presentations

2103 - 2018: **>200 events**



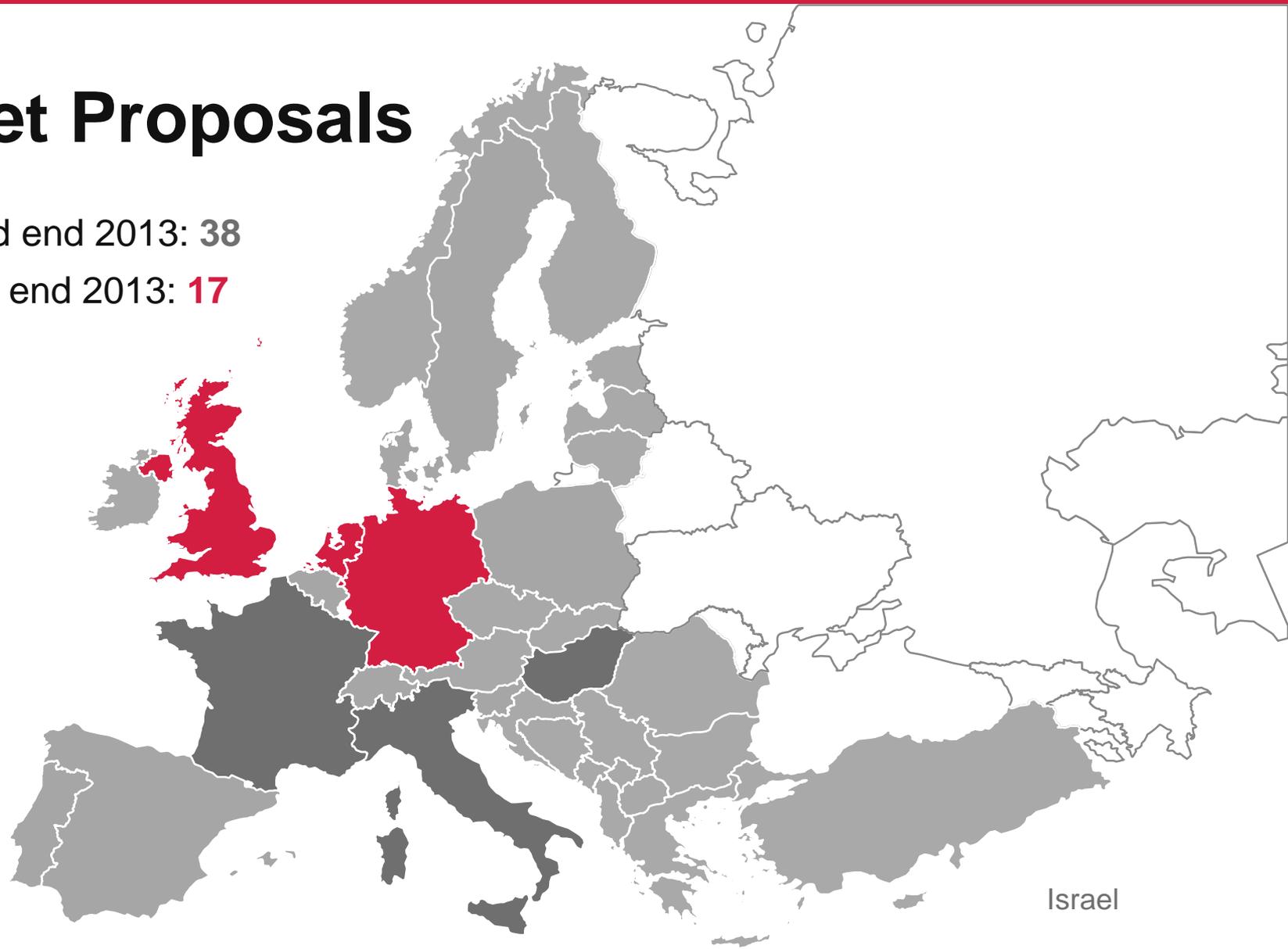
US, Brazil

**Israel, Russia
Pakistan
China, Japan**

Target Proposals

Submitted end 2013: 38

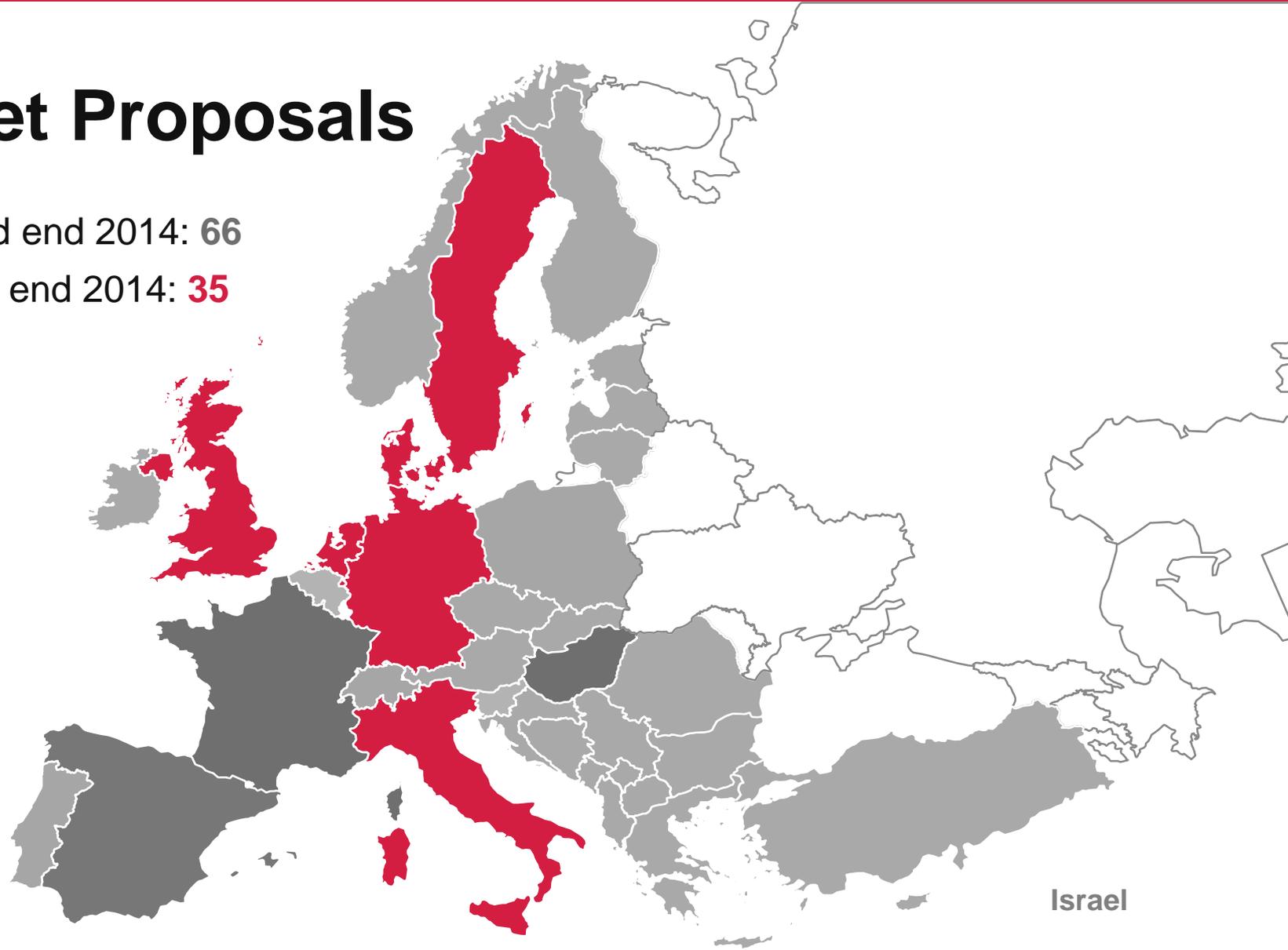
Accepted end 2013: **17**



Target Proposals

Submitted end 2014: 66

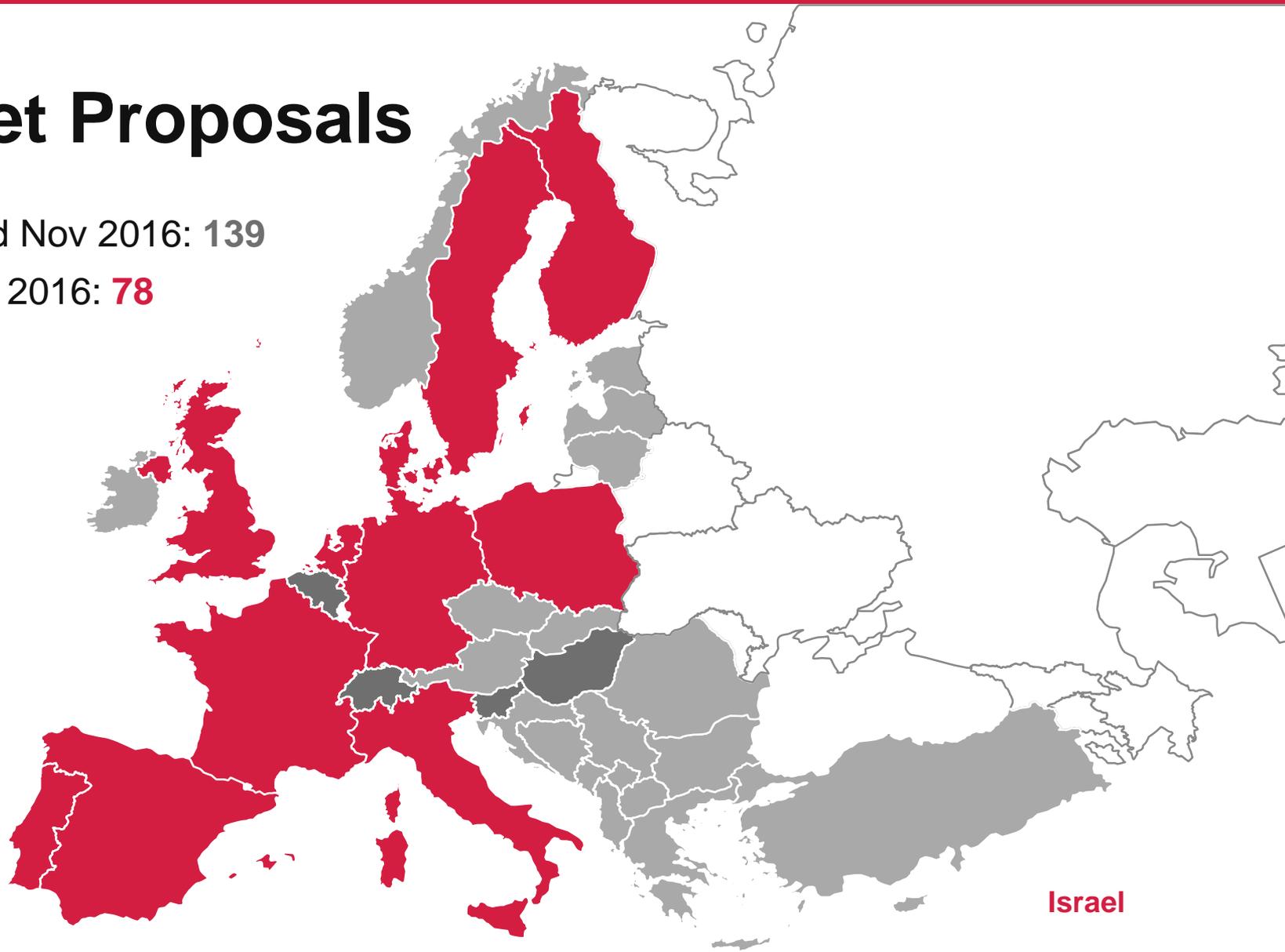
Accepted end 2014: **35**



Target Proposals

Submitted Nov 2016: 139

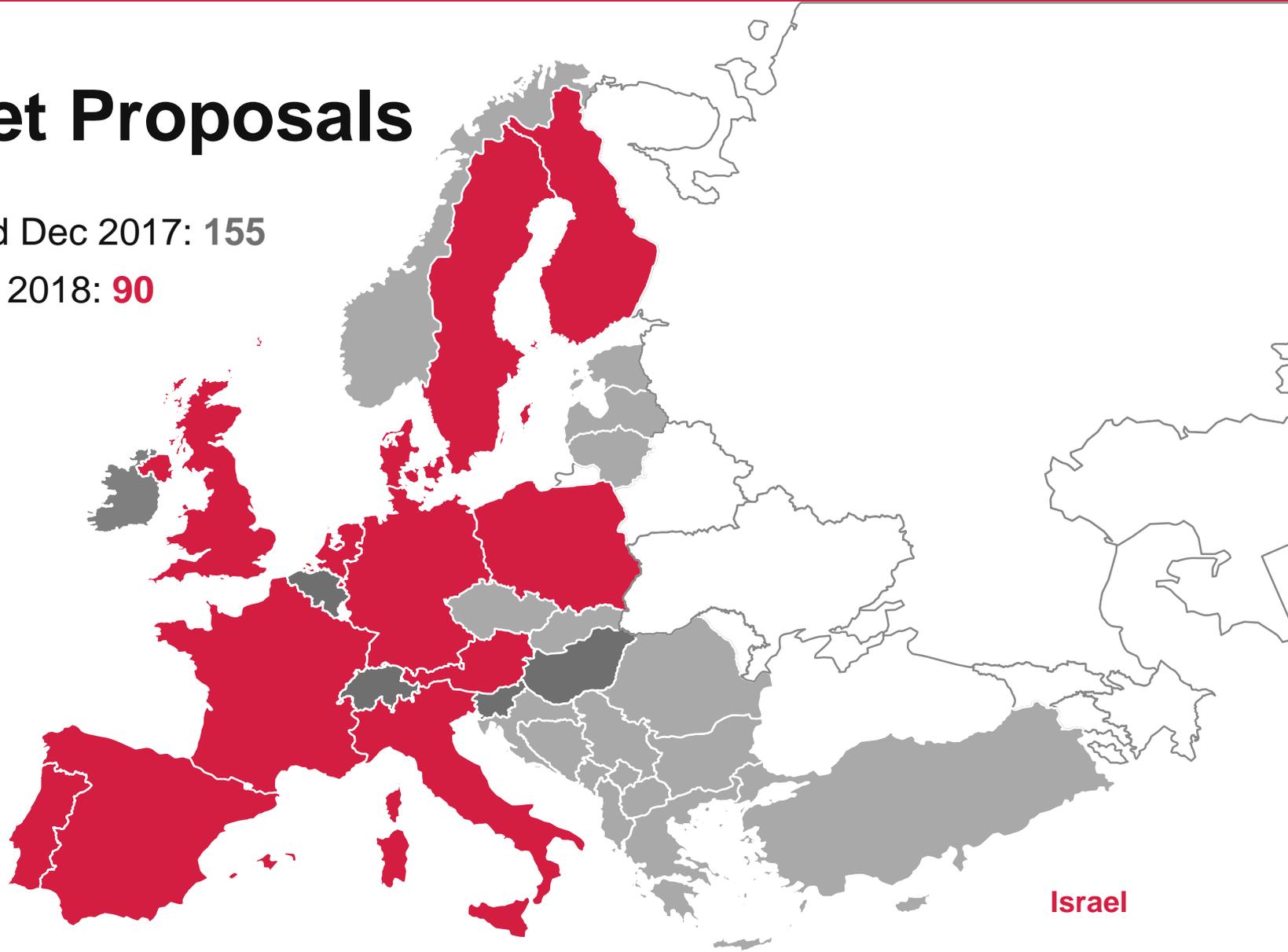
Accepted 2016: **78**



Target Proposals

Submitted Dec 2017: 155

Accepted 2018: **90**





HITTING THE TARGETS

European Stakeholder Meeting
25-26 April 2017, Heathrow/Windsor, UK

- General Assembly => **Open Stakeholder Events**
- Chemical knowledge exchange events:
travel grants for **early career chemists**
- Business cards & project inbox(es)



Message House

ELF:
boosting collaborative
European drug discovery
and translational research

Unprecedented
access to a high
quality drug
discovery platform

Hard evidence of
early successes
and impact

Combines SME
agility, academic
innovation
+ big pharma
experience

Rewarding and
transparent
collaboration

Aiming to be
sustainable in the
future

Supporting Messages, Proof Points, References, Quotes, *etc*

Project Objectives



Open GA meeting
 Satellite meetings
 Networking events
 Conference presentations

Fireworks
 Start a dialogue



Press Releases
 Scientific publications
 News items Newsletter

Sparks
 Create Awareness




Video interviews



Flyers



Project slide deck



Website

Bonfire
 Strengthening the brand



Animations



Impact



Blueprint for Public-Private Partnerships



Nature Reviews Drug Discovery **15**, 221–222 (2016)
by Katie Kingwell



The European Lead Factory: A Blueprint for Public-Private Partnerships in Early Drug Discovery

Anna Karawajczyk¹, Kristina M. Orrling², Jon S. B. de Vlieger², Ton Rijnders² and Dimitrios Tzalis^{1*}

¹Taros Chemicals GmbH & Co. KG, Dortmund, Germany
²Lygature, Utrecht, Netherlands

The European Lead Factory (ELF) is a public-private partnership (PPP) that provides researchers in Europe with a unique platform for translation of innovative biology and chemistry into high-quality starting points for drug discovery. It combines an exceptional collection of small molecules, high-throughput screening (HTS) infrastructure, and hit follow-up capabilities to advance research projects from both private companies and publicly funded researchers. By active

Frontiers in Medicine **3**, 75 (2017);
Open Access



Euronews BUSINESS PLANET, 2016-12-28
Jan Skriwanek NKS
Dimitrios Tzalis ELF

Summary

Challenge 1: Large, heterogenous consortium

- Identify champions & ambassadors
- Feed them tools, templates and examples

Challenge 2: Large, diverse set of stakeholders

- Different group = different message
- “I -> U” and blur the “We vs Us”

Challenge 3: Far from the clinic

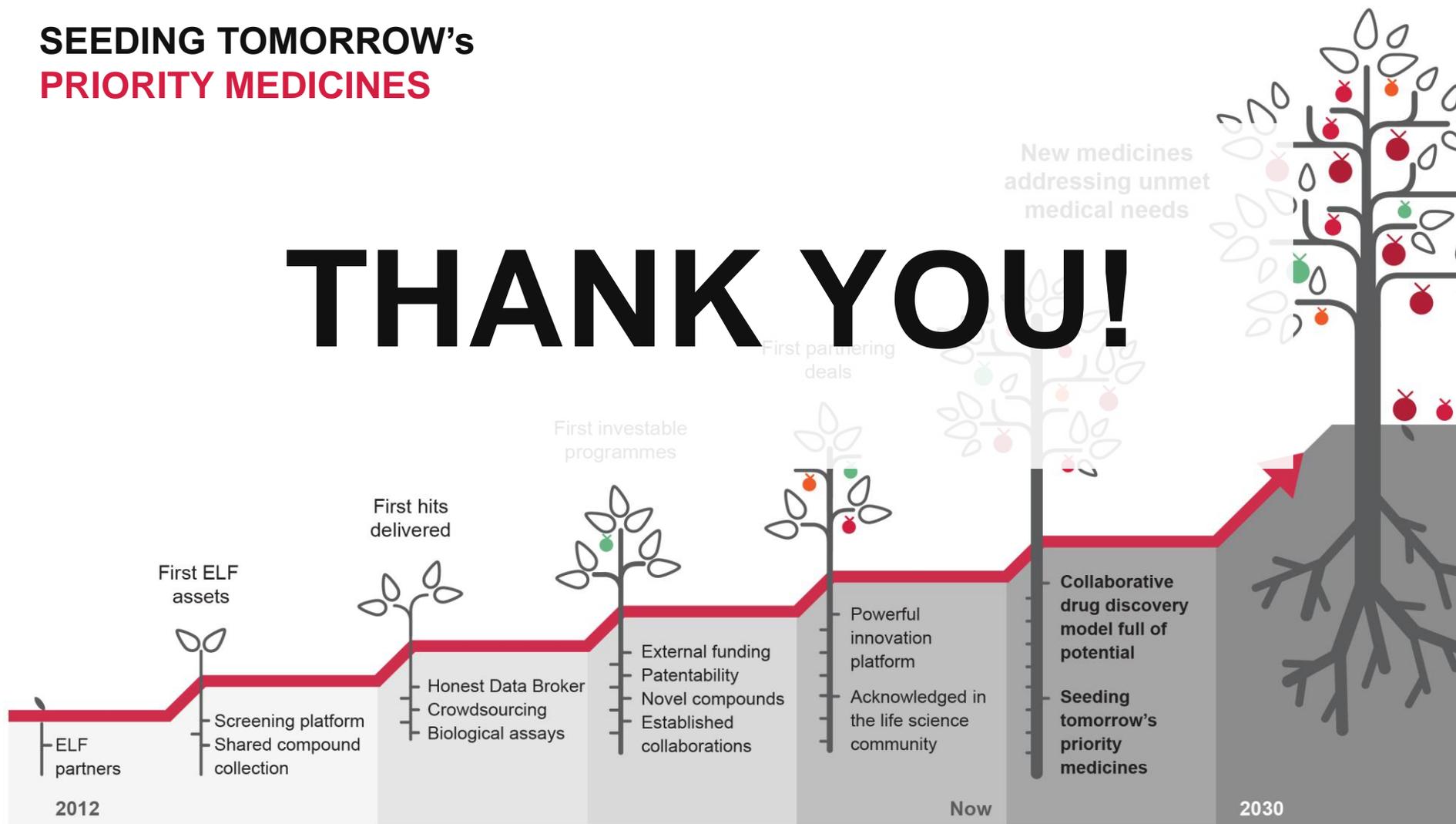
- Case stories
- Collect quotes at meetings

Challenge 4: Communication efficacy

- Define timelines, roles and when to escalate

**SEEDING TOMORROW'S
PRIORITY MEDICINES**

THANK YOU!





European Lead Factory

www.europeanleadfactory.eu

Only the official and formally signed contractual documents in relation to the European Lead Factory (Project Agreement, Grant Agreement, Description of Work, and Third Party Access Agreements) have a binding value in relation to the subject matter covered in these slides.

Any information contained in these slides is not binding upon the parties and can in no event be used to interpret or complement the formally signed contractual documents referred to above.