

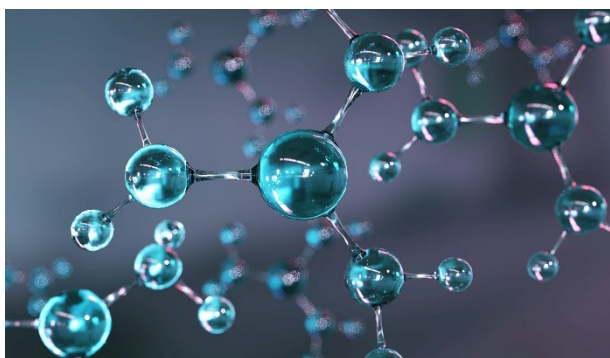
# CASE STUDY

## A joint venture for human therapeutics

**OVERVIEW:** Bringing the organisations together to provide cohesive services to external clients, a joint venture was established between Wellington UniVentures, representing Ferrier Research Institute and Callaghan Innovation, establishing GlycoSyn and the GlycoSyn Manufacturing Plant (GMP).

### CLIENTS

Global clients require the research expertise of researchers at Ferrier Research Institute to develop, process and manufacture pharmaceutical drug candidates for use in pre-clinical and clinical studies. GlycoSyn relies on the research capabilities of the team at the Ferrier Research Institute to facilitate research and other services. Many external clients use the seamless discovery, process development and large-scale synthesis service offered by the two groups and have welcomed some incredible biotechnology projects. These projects help in the development of a range of therapies for human diseases such as cancer, viral infections, rare genetic diseases and chronic pain conditions.



### OPPORTUNITIES

The external contracts that are acquired are incredibly varied and allow the teams to explore different ways to provide solutions for drug discovery, medicinal chemistry and large-scale manufacturing needs of clients. They can range from discrete contracts where specific commercial ingredients or intermediates are required to support the R&D side of product development, right through to more collaborative opportunities, where scientists work closely with clients to discover drug candidates or develop scalable synthetic routes to pharmaceutical ingredients and intermediates.

### OUTCOMES

Wellington UniVentures secures all contracts-for-service opportunities that come from global clients. The team manage all administrative duties, contractual obligations and build new relationships so that more workstreams can come into the fold.

Managing the administrative and legal side of the negotiations allow Ferrier Research Institute researchers to come onto the projects early and bring in the necessary expertise at a critical stage.