



**ximbio**

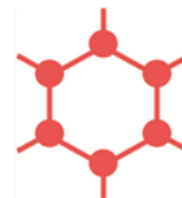
Your Global Reagents Partner

# HOW TO COMMERCIALIZE YOUR LIFE SCIENCE REAGENTS

Sept 5<sup>th</sup>, 2019

## WHO IS XIMBIO?

- PhD in Biochemistry & Molecular Biology, University of Georgia, 2017
- Joined Ximbio as Business Development Manager in Feb 2018
- Advancing mission of science, but doing so outside of bench-work



- Ximbio is the world's largest non-profit dedicated to life science research reagents of all kinds.
- Our mission is to make research reagents widely and easily available to accelerate life science research.
- We partner with universities and research institutions to enhance your success with research tools.

Non Profit 'Amazon for Academic Reagents'

## WHO IS XIMBIO?



Research & Innovation  
Directorate



### Cancer Research UK (CRUK)

- World's largest cancer research charitable foundation
- >100 years old
- 7 Nobel Prize winners
- >\$500 MM in annual research spend
- ~1,000 of its own intramural scientists
- Funds ~3,500 scientists in universities
- Funded entirely by public donations

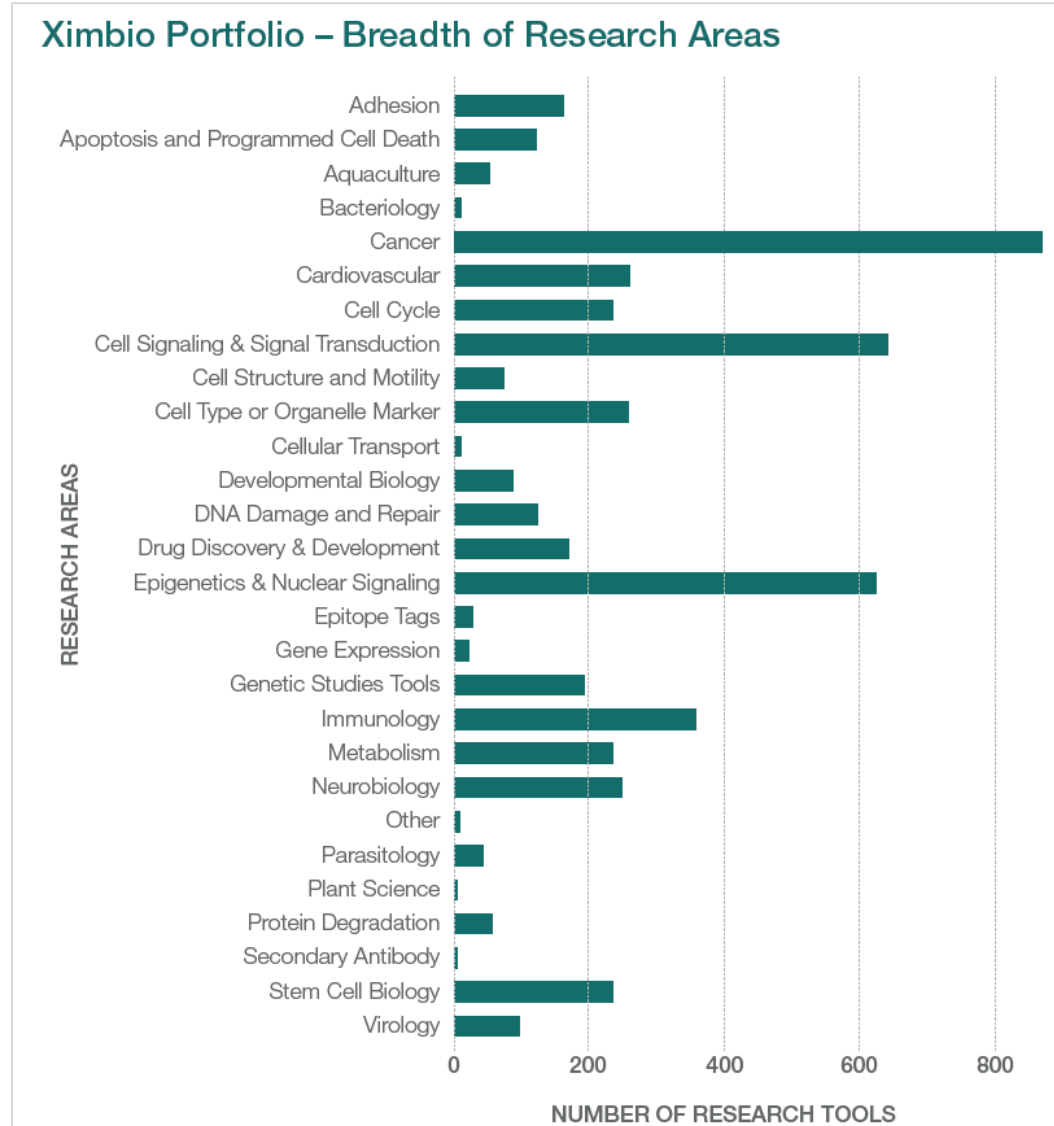
### R&I


- Technology development/commercialization arm of CR UK: >\$100 MM in annual revenue
- Applied Cancer Research and Development: Discovery, cGMP, through First-in-Man
- HQ in London; US subsidiary in Boston, MA
- Oncology partnerships, spin-outs worldwide



# ALL LIFE SCIENCE RESEARCH AREAS

- All life science research areas are of interest
- Originally established on cancer research reagents the portfolio is continually developing in other life science research areas
- Wide range of research areas represented from cancer and neurobiology to aquaculture and plant science
- New research areas welcome



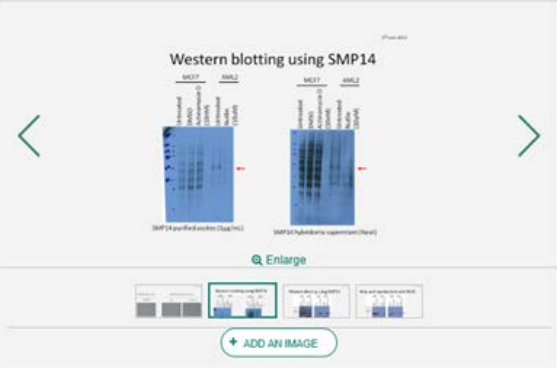


**Anti-MDM2 [SMP14]**  
Invented by [David Lane](#) at [Karolinska Institutet](#)

PRUIT

DATASHEET
REFERENCES (16)
INVENTOR INFO

**INFO**



**Western blotting using SMP14**


Enlarge


+ ADD AN IMAGE


**COMMERCIAL ENQUIRIES**  
For all commercial and licensing enquiries including commercial research applications.


MAKE ENQUIRY


**PURCHASE THIS PRODUCT**  
This reagent can be purchased from the following suppliers. Click through to their website for more details.


  
[Abcam](#) >

  
[ThermoFisher Scientific](#) >

  
[EMD Millipore \(a Merck KGaA Company\)](#) >

  
[Novus Biologicals](#) >

  
[Origene](#) >

  
[US Biological Life Sciences](#) >

Catalogue Number	151295
Applications	<a href="#">ELISA</a> <a href="#">IHC</a> <a href="#">IF</a> <a href="#">WB</a>
Antigen/Gene or Protein Targets	Murine Double Minute 2 protein (MDM2)
Reactivity	Human
Relevance	MDM2 is over-expressed in many tumours. Its principal function is the ubiquitination and degradation of p53 tumour suppressor protein.
Host	Mouse
Immunogen	Synthetic peptide: CSRPTSSRRRAISE (residues 154-167 in human MDM2) cross-linked to KLH using glutaraldehyde.
Positive Control	Breast carcinoma
Subclass	IgG2a
Myeloma Used	P3X63Ag8.653
Recommended Growing Conditions	DMEM + 5% FCS
Strain	Balb/c
Notes	SMP14 monoclonal antibody also recognises a peptide epitope around Thr-216 of murine MDM2 (when Thr-216 is urphosphorylated) see Zhang & Prives, 2001 for further details. SMP14 also cross reacts with some cytokeratins (5, 14 & 16). This is only a problem when working with certain epithelial cells and not fibroblasts.
Research Area	Adhesion, Cancer, Cell Cycle, Epigenetics & Nuclear Signalling

**REFERENCES**

There are 16 reference entries for this reagent.

VIEW ALL REFERENCES

## Scientists

Post and find reagents

## Technology Transfer Offices

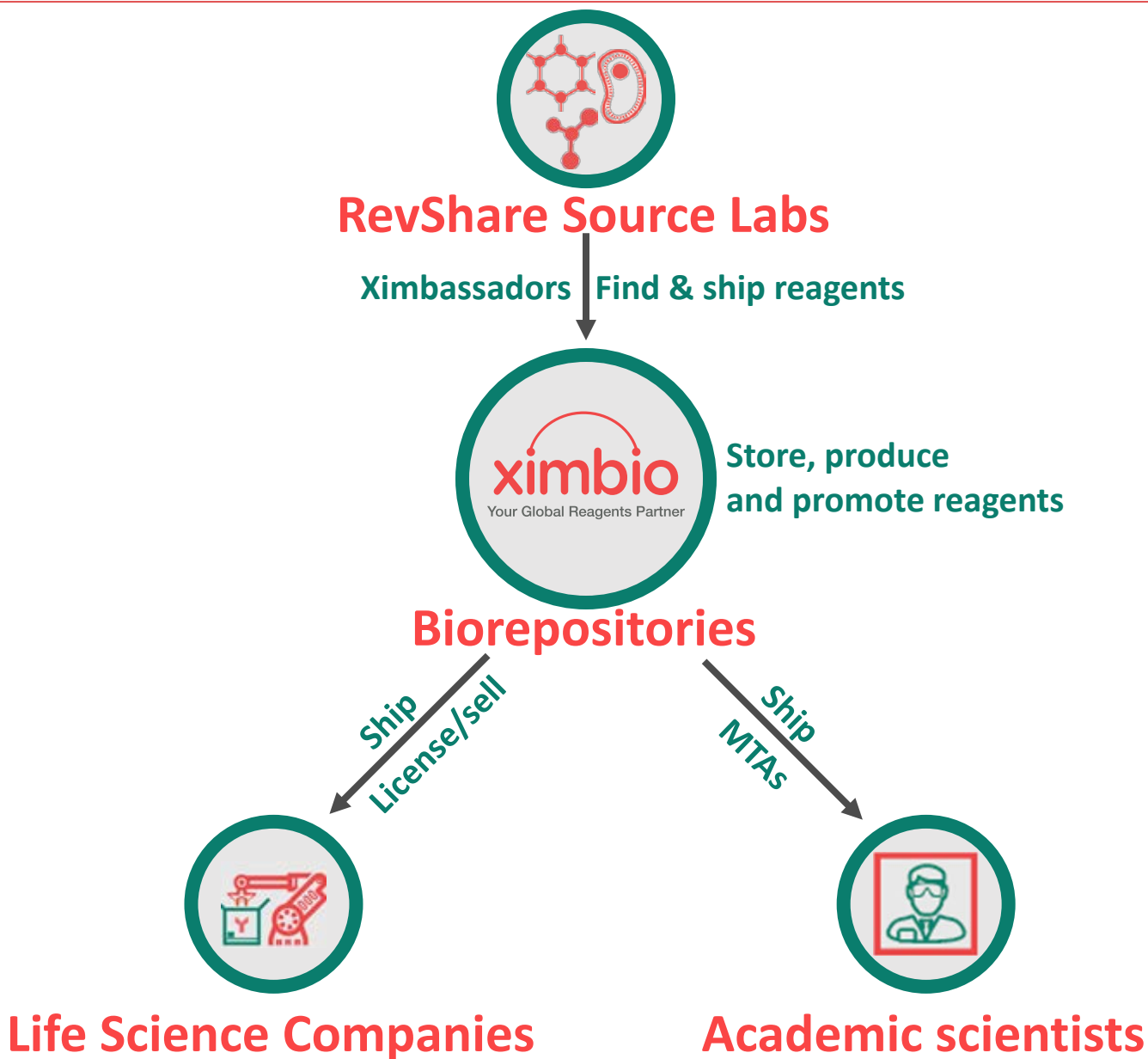
Post and manage reagents which generate a return

## Life science companies

Find, procure, buy, or license reagents

Harmonizing content from hundreds of labs around the world

# WHAT IS OUR MATERIALS MANAGEMENT PROCESS?



# SKILLS TO SUCCEED AT XIMBIO

- Invest in acquiring new skills
- Multi-task
  - Scientific knowledge, personnel management, collaboration
- Communication
  - Know your audience: grad students, TTOs, professors, life science companies
- Embrace technology





# XIMBASSADOR PROGRAM

- The on-campus internship that works with Rutgers's TTO to find novel reagents
- Leverage post-docs/PhDs looking for commercial experience who have established networks
- Rutgers's TTO and scientists decide which reagents are added to the Ximbio Portfolio
- Bi-weekly meetings with Ximbio and TTO



## NETWORKING TO FIND TOOLS

- Meet any current inventors
- Ask inventors if they can suggest any PIs for the program
- Approach key members of the research community on campus
- Attend seminars, journal clubs etc.
- Hosted group meetings– e.g. pizza party
- Speak at faculty meetings
- Distribute Ximbio flyers on campus
- Approach graduate student and postdoc associations



**Benjamin Imlay**  
UIC Masters Student & Ximbassador

## Gain experience in alternative careers in science

- Technology Transfer
- Science communication
- Law
- Commercialization
- Industry
- Non-profit

## Learn Transferable Skills

- Negotiation
- Relationship management
- Due diligence
- Networking
- Marketing
- Project and event management



- Develop your local social and professional networks
- Mission working with Ximbio and Rutgers to advance science

## SUMMARY

- Ximbio simplifies reagent commercialisation and has 30 + years of experience and customer relationships.
- Scientists and universities are relieved from materials management, production, logistics and shipping.
- Ximbassador Internship as a stepping stone for alternative careers in science
- Shared non-profit mission make research tools widely available and accelerates research





[WWW.XIMBIO.COM](http://WWW.XIMBIO.COM)

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