

## Background and Description of Opportunity

The Canadian Glycomics Network (GlycoNet) is a Network of Centres of Excellence that focuses on the role of glycans (carbohydrates) in health. Areas of focus are therapeutic proteins & vaccines, antimicrobials and chronic disease, in particular diabetes & obesity, genetic diseases involving errors in glycan metabolism, and cancer. Additional information about Network research can be found at [www.glyconet.ca](http://www.glyconet.ca).

An essential part of the GlycoNet mandate is to effectively exchange and exploit Network-generated knowledge and technology with the ultimate goal of delivering commercial outcomes. A common commercialization strategy for academic research is company spin-off/creation, “NewCo’s”, which allows continued development and/or increased de-risking of a technology. As such, GlycoNet has developed this program to assist and support new companies during their initial phase of development.

## Eligibility Requirements

NewCo Applicants should:

- Be a for-profit Canadian incorporated company;
- Develop a glycomics-based technology;
- Have been incorporated for under two years;
- Have raised under \$1M in external funding;
- Have a maximum of five employees; and
- Ability to leverage funding will be considered an asset.

## Funding Available

GlycoNet aims to assist NewCo’s during their early development and to increase their likelihood of success by providing funding to cover a portion of legal and/or commercialization services, which may include but are limited to:

### 1. Legal and IP Costs Regarding Licensing and Partnership Agreements

GlycoNet is prepared to assist by providing financial assistance to cover costs associated with obtaining these agreements and maintaining IP, including but not limited to:

- Legal fees for the negotiation/review of agreements including in-licensing of IP rights from academic rights holders, collaboration/partnership agreements, or client service agreements;
- IP cost repayment required under IP licensing agreements (i.e. repayment of IP prosecution costs to date at time of signing or over 1<sup>st</sup> year); and
- IP maintenance fees for licensed IP.

GlycoNet can **pay up to \$20,000** for these costs per grant application with a maximum of two per NewCo, and will only issue payment upon receipt of paid invoices for specifically approved services.

### 2. Company Targeted Development Support

GlycoNet is prepared to provide financial assistance for the payment of a portion of salary/consulting fees for an industry commercialization associate to provide services including but not limited to:

- Business strategy;
- Partnership activities including engaging clients, licensees, distributors, etc.;
- Financial strategy;

- Other business development activities (to be considered on a case by case basis);
- Product validation;
- Exploring new product market opportunities;
- Marketing and sales strategies; and/or
- Manufacturing analysis and planning.

The contracting/hiring of a committed and experienced individual can be the difference in success or failure. GlycoNet can **pay up to \$50,000** for these costs per NewCo, with priority given to those NewCo's that can leverage these funds via other support programs.

## **Expectation from Applicants**

As a precondition for accepting GlycoNet NewCo Support, the recipient company must agree to repay funds received from GlycoNet for IP and Legal Costs upon successful completion of a Series A fund raising, a significant partnership with a pharmaceutical company, or yearly sales of \$2M. The recouped funding will be used to assist other NewCos arising from GlycoNet research.

## **Application Form and Submission**

Potential applicants must register by email to Karli Buckle (kbuckle@glyconet.ca). Please provide a Letter of Intent (LOI) briefly describing the company, its technology, the funding amount requested (including partner matching) and its purpose. Upon registration, applicants will receive instructions for completing the application.

The application review and decision period will be approximately three months after receipt of the LOI.

## **Additional Information**

Questions about this opportunity can be sent to glyconet@ualberta.ca.