

# TECHNOLOGY COMMERCIALIZATION READINESS GUIDE

CCRM and the Stem Cell Network (SCN) work in close collaboration to move research forward. SCN supports innovative research and clinical trials leading to company creation, while CCRM seeks to create and incubate new biotech companies. Together, the two organizations have come together to provide resource materials for Canada's regenerative medicine community that will aid in the translation of research from bench to bedside to marketplace.

If you have specific questions or would like to know more, please email [concepts@ccrm.ca](mailto:concepts@ccrm.ca) or [info@stemcellnetwork.ca](mailto:info@stemcellnetwork.ca).



Commercializing  
Living Therapies



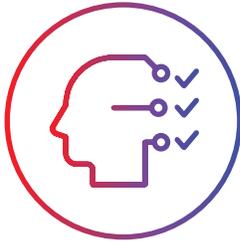
STEM CELL  
NETWORK

**CCRM** is a Canadian not-for-profit funded by the Government of Canada, the Province of Ontario, and leading academic and industry partners. It supports the development of regenerative medicines and associated enabling technologies, with a specific focus on cell and gene therapy. CCRM accelerates the translation of scientific discovery into new companies and marketable products for patients. Learn more at [ccrm.ca](http://ccrm.ca)

**The Stem Cell Network (SCN)** is a national non-profit that supports stem cell and regenerative medicine research, training the next generation of highly qualified personnel, and delivering outreach activities across Canada. SCN's goal is to advance science from the lab to the clinic for the benefit of Canadians. SCN has been supported by the Government of Canada since inception in 2001. *Tomorrow's health is here.* Learn more at [stemcellnetwork.ca](http://stemcellnetwork.ca)

# INTRODUCTION

The following documents are intended to familiarize academic investigators and highly qualified personnel (HQP) with some of the key considerations when planning to commercialize and translate regenerative medicine-based technologies into cell and gene therapies.



## 1 EARLY CONSIDERATIONS FOR COMMERCIALIZATION

This document, in checklist format, lists topics to discuss with your Technology Transfer Office (TTO) either shortly before or after submitting an invention disclosure.



## 2 TECHNOLOGY READINESS ASSESSMENT AND CASE STUDY

This document will help to create awareness about the current maturity of a technology and the issues to consider to translate it into a commercial product. The document also contains a practical example of using the assessment rubric to evaluate the commercial viability and potential for future development of an early-stage cell therapy technology.



## 3 INVENTIONS AND WORKING WITH YOUR TECHNOLOGY TRANSFER OFFICE: FAQs

This document answers some of the key questions associated with making an invention and working with your institutionally-affiliated TTO. It is intended to supplement the “*Early Considerations for Commercialization*” and “*Technology Readiness Assessment and Case Study*” documents.

### The biggest obstacles to commercialization are often the following:

- poor framing of the commercial relevance of a technology (e.g. ideal indication, competitive advantages and novelty);
- an incomplete understanding of the market opportunity (e.g. patient population, clinical use, reimbursement potential);
- lack of a robust intellectual property (IP) position; and,
- insufficient preclinical data required to attract external investment for further development and adoption into the clinic.