

An Opportunity for the City of London:

**London's Medical Innovation and
Commercialization Network**

How we got here

St. Joseph's Health Care London & London Health Sciences Centre championed unique, institutionally-based proposals early in the IEPC process

London's new Medical Research Fund created through IEPC has been the catalyst for development of a unique and much larger *leveraging* opportunity around medical research for London that includes the hospitals *and* Western University

Today, we present a collaborative opportunity that has naturally evolved through the IEPC process; one that brings together a common, synergistic vision and creates larger economic opportunities for all of our institutions and for our city

The Partners

London's health sector has come together in a true partnership that builds on our collective strengths in health care and research to create jobs and economic impact for London

- London Health Sciences Centre & Foundation**
- St Joseph's Health Care & Foundation**
- Lawson Health Research Institute**
- Robarts Research Institute**
- Western University**
 - Schulich School of Medicine & Dentistry**
 - Faculty of Health Sciences**
 - Faculty of Engineering**

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 - Faculty of Engineering**
- City of London**

Our Presentation Team

Dr Michael Strong
Dean Schulich School of
Medicine & Dentistry
Interim Scientific Director,
Robarts Research Institute

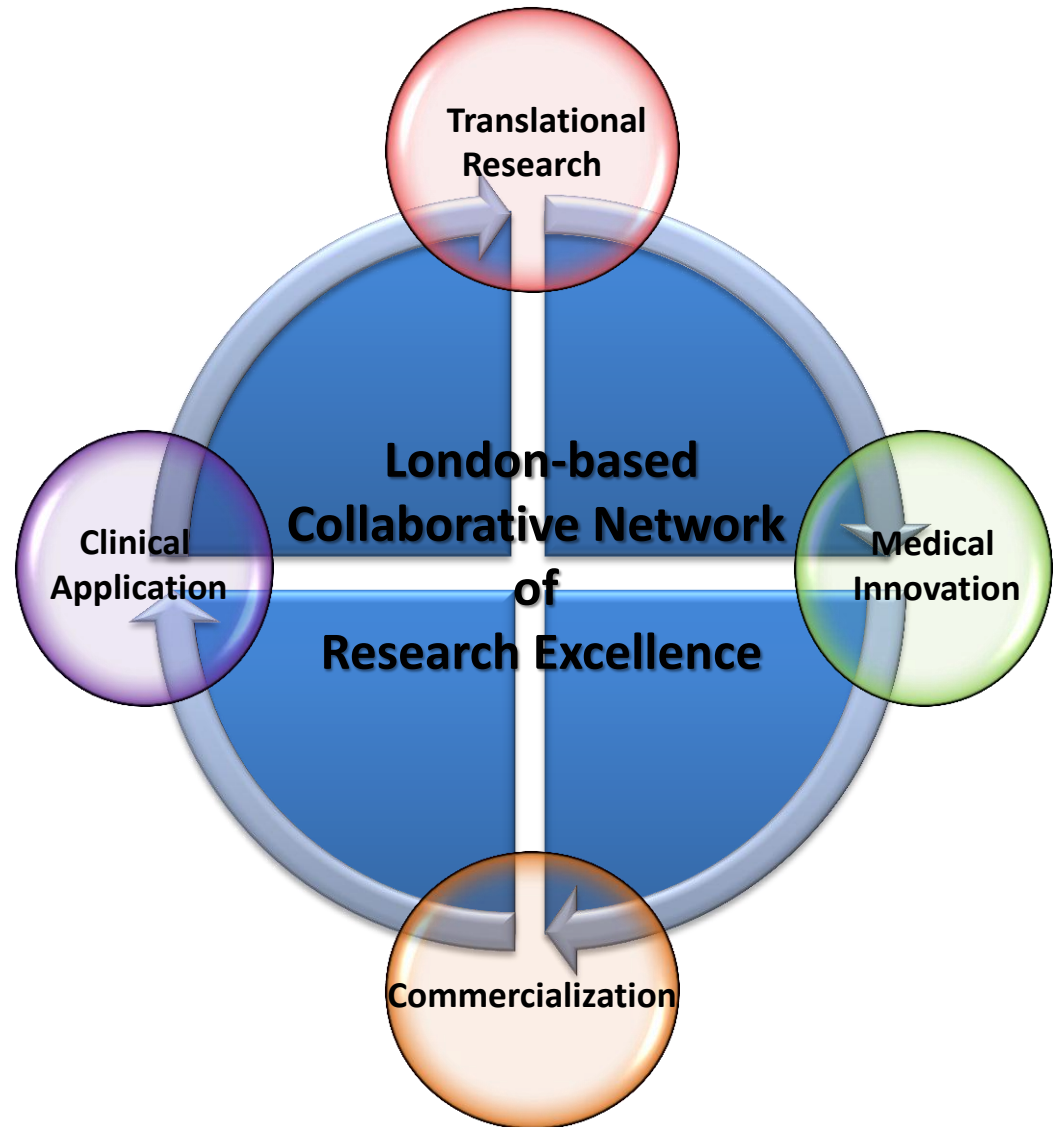
Dan Ross
President & CEO
London Health Sciences
Foundation

Dr David Hill
Scientific Director, Lawson
Health Research Institute
Vice President, Research
London Health Sciences Centre &
St. Joseph's Health Care

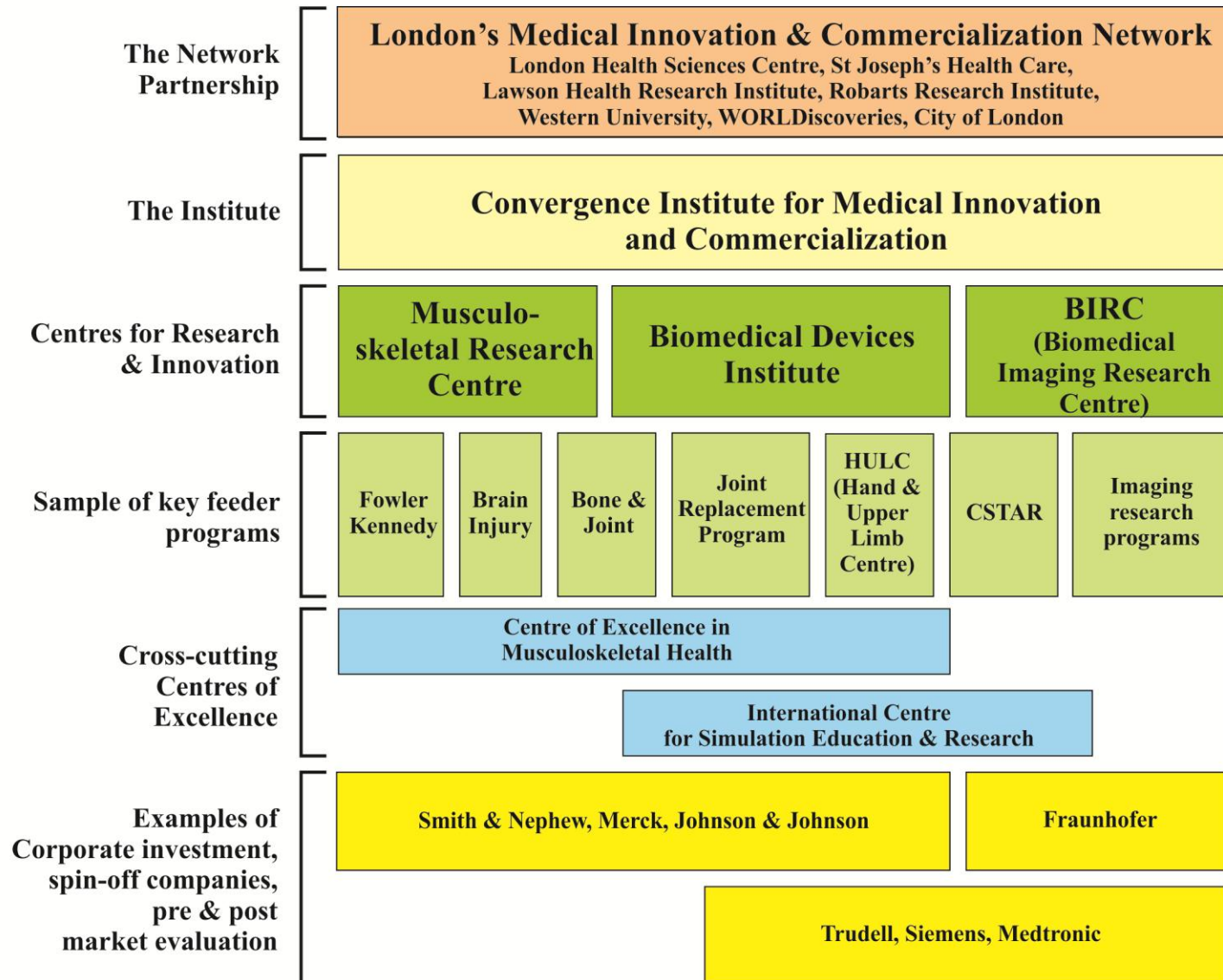
Michelle M. Campbell
President & CEO
St. Joseph's Health Care
Foundation
Vice-President – Fund
Development
St. Joseph's Health Care London

The vision

An interdisciplinary collaborative network of research excellence that will place London at the leading edge of translational research medical innovation, application, and commercialization



The overarching relationships



A proven track record in commercialization

Since 2008, Robarts, Lawson & Western have collectively:

- generated \$24.3 million in commercial income (4th highest in Canada)
- secured 151 Issued patents world-wide
- executed 66 licensing agreements
- established 18 new spin-off companies employing more than 40 people



in cooperation with



Fraunhofer



SOUTHERN ONTARIO WATER CONSORTIUM

LE CONSORTIUM POUR L'EAU
DU SUD DE L'ONTARIO

S O S C I P

Research Consortium



Health



Energy



Water



Agile



Cities

A proven track record in economic impact

Using the Lawson Health Research Institute as an example:

- **Currently employs 1,200 individuals with approximately \$25M in earnings paid out to Londoners annually and \$15M in annual revenue generated in the local economy**
- **Approximately \$21M in external services purchased annually**
- **The imaging program (BIRC) alone has brought in over \$100M in new equipment funding through provincial and national competitions**

Creating 350+ new jobs

- **Immediate impact of construction**
- **Create new knowledge-based, sustainable jobs through:**
 - **the recruitment of leading scientists, engineers and clinical researchers at the convergence of life sciences, physical sciences, engineering and imaging**
 - **attracting biotechnology based industry, including medical devices, to an integrated research & development centre**
 - **350 high paying professional jobs in London**

Economic stimulation

- **Provide an immediate boost to the London economy through a significant infrastructure build of a value of 75 – 80M**
- **Provision of core business and management expertise**
- **Provision of seed-capital for “open and distributive” innovation concepts**
- **52.5M in sustainable long term revenue generation based on current hiring projections**

Infrastructure development

- **Development of national and international centres of excellence that reflect the existing strengths of the health sector**
- **Enhanced interdisciplinary programs for high quality personnel (HQP) in entrepreneurship and translational research**
- **Development of a core physical space/presence to facilitate “convergence” and define the niche**
- **Infrastructure for pre-clinical and clinical evaluation and validation of new techniques (in real time)**

The enablers

Patient Care

- World class hospitals and clinical facilities working towards a common goal
- Advanced patient registry and database management
- Fowler Kennedy Clinic
- Hand and Upper Limb Centre (HULC)

Research

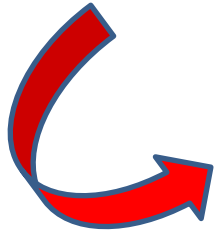
- CSTAR and developing Schulich International Simulation Education initiative
- GLP-accredited pre-clinical testing animal facility
- National leader in musculoskeletal research
- Western research excellence clusters program

Business Development

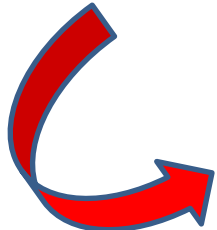
- WORLDdiscoveries
- Ivey Centre for Health Innovation
- TechAlliance, CIMTec, LEDC
- Stiller incubation centre

The funding opportunity (80 – 100M)

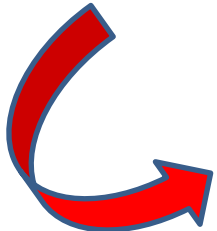
Your investment of 10M from the Medical Research fund will trigger:



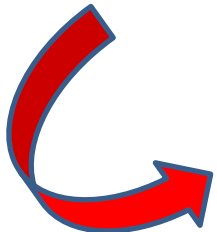
An immediate match of \$10M from Western University



A commitment to raise another \$10M from Western University



A Fed Dev application (currently 920M over 5 years – the timing is right for London to aggressively pursue these funds)



A CFI infrastructure application

The Convergence Institute



Meeting the City of London & IEPC expectations

Business retention, growth & attraction

- industry linkages, spin-off company opportunities
- entrepreneurial opportunities

✓

Retain & attract talent

- youth opportunities
- attract educated professionals critical to a knowledge-based economy

✓

Develop labour force

- builds infrastructure and fuels educational opportunities

✓

Community economic development

- immediate & sustainable economic impact

✓

Visitor attraction

- heightened profile & reputational enhancement
- health and wellness reputational enhancement

✓

International differentiation

✓

Questions