

Welcome to our August 2023 eNews

Approaching the anniversary of my becoming CEO at One Nucleus always provides a time of reflection for me. Each of the six years to date has thrown up thoughts about current trends in how the sector is working and hence how One Nucleus adapts the support it provides. This year is no different since we are in such a dynamic and evolving industry. In this, our monthly opportunity to share with you some of our thinking, plans and what we have been up to, we cover the upcoming events season offers, Green Impact, retaining the benefits of online, and report back on an insightful ON Helix 2023 panel.



July saw a very successful ON Helix bring over 200 attendees together in-person and online to debate, network and collaborate. Sample the conversation and catch up via a summary of the closing panel 'When do good neighbours become good business partners' below. Missed the event? We will be making recordings of all sessions available from Friday 4 August. Last month saw reflections from the BIO Convention. The opportunities arising out of our continuing collaboration with EBD Group and how the synergies between those global events and the One Nucleus events portfolio can be leveraged are explained here.

Recent weather patterns illustrate why nobody can escape the need to consider the environmental impact of their activities. There are clear business drivers aplenty too. Reported this month is One Nucleus' success in the Green Impact Scheme, a mechanism to showcase and consider how all members can adapt to these pressures. The final article sets out how we are evolving the Online Innovation Workshops at Genesis this year and how to get involved. Read why we set them up, what purpose they now serve and how we seek to retain the benefits learned through this medium during the pandemic to help members learn, share and partner anywhere, anytime. You may also have noticed we have been developing new websites for each of ON Helix and Genesis in a kind of digital twin approach. The latter will launch on 20 September as we start the countdown to Genesis 2023, built. Feel free to feedback on the [ON Helix](#) version if you wish to inform the design and what you'd like included.

As ever, you can keep up with the news from our members via our [website](#), [LinkedIn](#) or [Twitter](#) pages. The [News stream](#) contains numerous updates from us and our members. There is a new [Preferred Supplier](#) and an updated '[About Us](#)' short video amongst other items to catch up on.

Tony Jones, CEO, One Nucleus

Be at Your Best with One Nucleus Events

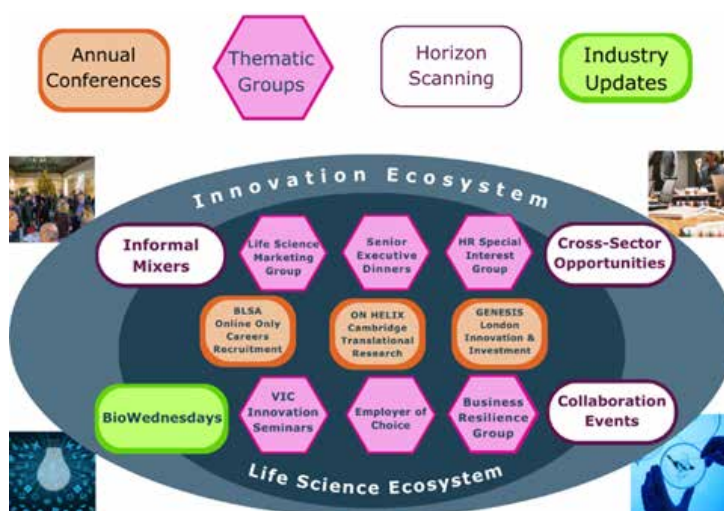


By Alicia Gailliez, Business Development Manager, One Nucleus

Accelerating the speed and translation of ideation to patient benefit is the mutual goal of One Nucleus and our members. The Life Sciences sector is a global industry and part of enabling success within it involves bringing together the best people in their fields, hence One Nucleus focusses on providing opportunities for local, UK-wide and international connectivity. Recent news highlights the cross-border nature of deal-making with exemplars of this close to home, including Cambridge based company [Crescendo Biologics raising \\$32M from global investors](#) and [Storm Therapeutics closing a \\$30M Series B financing round](#).

With a key partnering season approaching where large numbers of UK businesses will be attending international conferences such as Bio Europe, One Nucleus helps our members to maximise their performance by supporting them to be at their best when forging relationships locally and globally. Through a broad portfolio of events structured around peer-to-peer knowledge sharing, One Nucleus events can help companies be well-prepared for their global engagement in the following ways:

1. Facilitate knowledge exchange and ensure companies are up-to-date with key trends in the industry.
2. Build profile and reputation to help with “first impression”.
3. Engaging locally enables companies to be more selective about international events. In doing so employees will be attending events more selectively, keeping them physically and mentally fresher thus more likely to be engaged.
4. Supporting companies with adopting good business practice which can enhance the probability of success with prospective partners.



The manner in which One Nucleus supports our membership group with access to these opportunities on a local level, can ultimately help with developing good practice in the area of sustainability by reducing the carbon footprint associated with travel. Leveraging technology where practicable and deemed fit for purpose, some events will remain virtual, removing the need for travel altogether. As the importance of ESG (Environment, Social and Governance) factors grows in our industry, this helps with forging a first good impression with investors, potential partners and employees.

Be at Your Best with One Nucleus Events

EBD Group Collaboration

One Nucleus is delighted to be continuing our collaborative partnership with EBD Group, enabling us to continue providing members with access to discounts and profile at pivotal international partnering events. Upcoming opportunities that members can take advantage of include:



13-14 September 2023, BioPharm America™ 2023 — 16th Annual International Partnering Conference



BioPharm America™ is a partnering conference where the new wave of life science innovators partner to fuel the future of drug development. **Book the early bird and save up to 48% (\$579)**
Early bird deadline 9 August

20-21 September 2023, ChinaBio® Partnering Forum 2023



ChinaBio® Partnering Forum grants the global biopharma community the opportunity to broaden their reach into the China life science market through unmatched cross-border partnerships.

Book the early bird and save up to 48% (\$724)
Early bird deadline 31 August

6-8 November 2023, BIO-Europe



BIO-Europe® convenes over 5,000 attendees, representing 60 countries and 2,220+ companies, making the event the industry's largest gathering of biopharma professionals in Europe.

Book the early bird and save up to 37% (€1035)
Early bird deadline 15 September
Plus enhanced Profiling Opportunity

8-10 January 2024, Biotech Showcase



Biotech Showcase™ is an investor and networking conference devoted to providing private and micro-mid-cap biotechnology companies an opportunity to present to and meet with investors and biopharmaceutical executives.

Book the early bird and save up to 26% (\$1159)
Early bird deadline 29 September. Discount to be confirmed



Be at Your Best with One Nucleus Events

Bio-Europe - Enhanced Profiling Opportunity

One Nucleus will be exhibiting at Bio-Europe 2023 in Munich, Germany in November showcasing our ecosystem and community to an audience of international decision makers from the wider Life Science sector.

We are offering enhanced profiling to members who are keen to raise their profile among this audience, whether attending the conference or not:

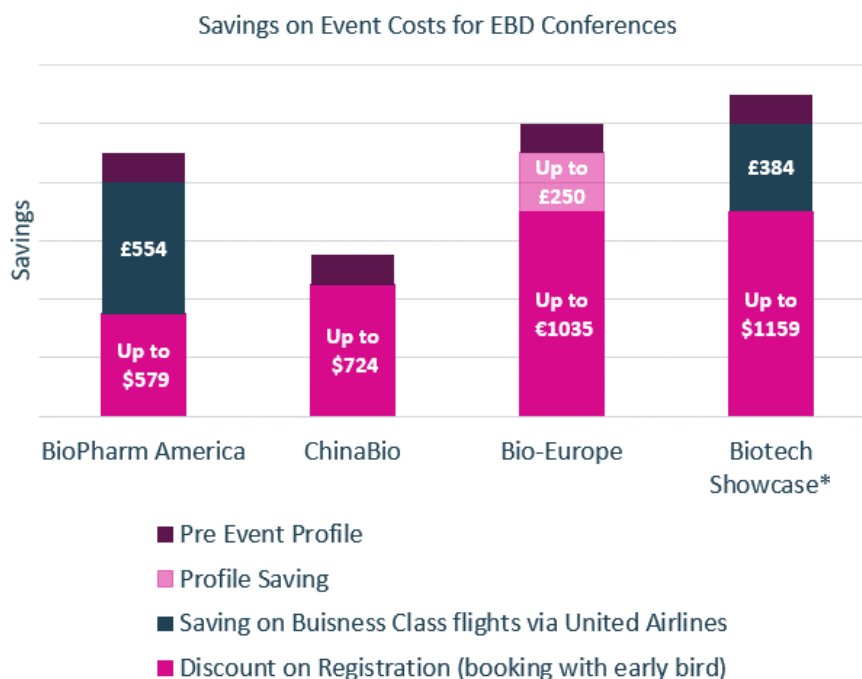
- Company logo circulating on the on-stand screen
- Inclusion in our Annual Review publication, to be circulated on the opening day of Bio Europe 2023 and accessible at event
- Business cards displayed on the stand
- Social media and newsletter promotion around the event
- One Nucleus will resource the exhibition stand whilst you engage in your 1-2-1 partnering



The enhanced profiling package starts from £250 + VAT. [More information here](#)

Member Savings

The summary table below shows the monetary savings for members across different events, where different forms of support can be leveraged to increase the overall saving. For example, this may be registration discounts combined with savings on flights through our collaboration with United Airlines or the enhanced profiling offer at Bio-Europe.



*discount to be confirmed

Explore upcoming [events](#) and we look forward to meeting you soon!

ON Helix 2023 - When Do Good Neighbours Become Good Business Partners?



By Alicia Gailliez, Business Development Manager, One Nucleus

The panel discussion **'When Do Good Neighbours Become Good Business Partners?'** was the closing panel for ON Helix 2023. The panellists were James Fry, Partner and Head of the Life Science practice at Mills & Reeve; Claire Thompson, Founder and CEO at Agility Life Sciences; Michael Anstey, Partner at Cambridge Innovation Capital; Laragh Jeanroy, Managing Partner at RSM and Laura Lane, Vice President – Lilly Ventures (Europe Head) at Eli Lilly & Co. Moderated by Mike Ward, Head of Global Thought Leadership in Life Sciences at Clarivate, the panel engaged in lively debate on the importance of a strong network for fueling innovation in Life Sciences. Furthermore, it explored whether everyone should be looking to build these connections at home or further afield.



The panel session opened around a topic that is regarded by many as one of the most essential components in the local Cambridge ecosystem, the academic core.

Mike asked the panel to consider the advantages of having a University and



other esteemed institutions as local neighbours and their role in creating businesses.



Photo Credit: PH&B.com

Claire kicked off the discussion by acknowledging that Cambridge has world leading research and is vital to entrepreneur support through tech transfer, despite concerns around the resource limitations in tech transfer in UK universities (a reputation that is improving). The Cambridge ecosystem is distinct in that it is leading in many fields such as Life Sciences, engineering and artificial intelligence. It was no surprise, therefore, that Claire identified a “mini cluster” effect which remains a challenge in the local ecosystem. There was a question

of how we could enhance connectivity among these silos more, and to this point Claire identified [One Nucleus](#) and collaborators such as [Connect Health Tech](#), and [Innovate Cambridge](#) as initiatives that are already supporting this sort of collaboration.

Delving further into the matter of efficiency in tech transfer, the panel overall was less concerned about this aspect. Laura acknowledged that “creating new companies is difficult” and Michael pitched some very enlightening statistics comparing Cambridge Enterprise’s performance to MIT, a high benchmark in tech transfer. The two institutions showed a comparable number of patent applications applications and companies created in the previous year.

ON Helix 2023 - When Do Good Neighbours Become Good Business Partners?

On a separate note, Michael questioned the myth that tech transfer requesting higher stakes in start-ups was hindering funding opportunities in the UK.

Mike moved the discussion to focus on having the right mix of skills available locally to support growing companies. Laragh explained that “the talent that you need at the beginning may not be the talent that you need all the way through”. This may present a challenge for an ecosystem such as the “Golden Triangle” where we are fantastic at research and less effective at commercialisation. Furthermore, our good neighbours may not always be close to us because attracting talent from further geographical locations could promote knowledge exchange and help us improve at commercialisation.



This comment caught the attention of Mike who expressed a controversial view that lack of scale-up in the UK could be due to impatience among investors. As a result, the panel discussed this issue in greater depth with Michael defending the view that the real cause was the shortage of capital in the UK. Laura expanded further mentioning the restricted commercialisation environment in the UK compared to the US. From this perspective, one could argue that it is the Government who is not acting as a good neighbour. For example, recent news such as [Global pharma groups Eli Lilly and AbbVie withdraw from UK's branded medicines voluntary scheme](#) is a worrying indicator that the UK market could become less attractive.

James who heads a fast-growing Life Science law practice, highlighted that collaboration can be a great way for companies to acquire new skills and build resource as they grow. Good examples of this would be in the instance of clinical trials and manufacturing when smaller companies can leverage collaborations to access the right expertise, but also to save on costs. These sorts of collaborations may be further afield and therefore, collaboration on a global level is very important. James stressed the point that collaborations can play an important role in helping companies to pivot.



Mike moved to the topic of how to find the right partner. In response, Laura firstly spoke about “what it means to be a good partner”, leading the conversation towards the role of outsourcing in providing access to innovation. Laura listed four essential components that Lilly provides to support development of new therapeutics including money, space, tools, and expertise. She highlighted how Lilly acts as a supportive partner through its’ established [Chorus initiative and newer Catalyze model](#), which seek to support the drugs development process at both the early clinical as well as the pre-clinical stage for spin-out from the research labs in universities and other early stage biotechs. By collaborating with small biotechs, Lilly’s capabilities can help to unlock novel therapeutic areas, which is beneficial not only to the companies involved,

ON Helix 2023 - When Do Good Neighbours Become Good Business Partners?



but also to patients. As an owner of a CDMO, Claire emphasised the key factors needed for successful partnerships, naming trust as the most important. Laura advised that to find the right partner, one should “find your kindred spirit”, while Claire’s advice was to “find your tribe”. In this sense, a partnership can mean finding an extension of your own team rather than just buying a service.

The conversation shifted to whether companies in the local area are actively seeking collaborations with their neighboring businesses. Michael strongly

advocated that a vibrant ecosystem such as Cambridge needs structured intervention for it “to work at full speed”. CIC are part of the steering committee for [Innovate Cambridge](#), which is striving to develop a cohesive vision for the greater Cambridge ecosystem and to ensure that innovation benefits reach everyone, not just a privileged few. A recent successful initiative exemplifying this goal was the [Cambridge Wide Open Day](#). Additionally, Claire spoke around the Agility Academy which seeks to provide a platform that enhances accessibility to careers in Life Sciences.

The discussion concluded with James explaining the importance of due diligence in establishing good partnerships, highlighting that not only could it help companies to mitigate risk, but could also contribute to companies having a more diverse partner base.

Overall, the panellists provided valuable insights into the dynamics of partnerships and collaborations in the local innovation ecosystem. These included challenges in collaborating across different silos; the potential of attracting international talent to address scalability gaps; what are the qualities of a good neighbour; and the concept that you can “programme” a biocluster to enhance the chances of success. It left the audience with much to think about for the future in terms of their own businesses.

We would like to extend our thanks to all panellists and moderator for their valuable contributions.

[Click here](#) to see the recording of Mike Ward reflecting on the key messages to come out of the discussion.

Additionally, we would also like to extend our thanks to [RSM UK](#), our Session Sponsor.

Watch out for the general release of the recording from 4 August 2023!



One Nucleus wins Gold Award for Green Impact



By **Jasmin Bannister**, Member Engagement Manager, One Nucleus

As part of its role to support member companies in being the best versions of themselves, it seeks to promote good practice across all areas of the business. This includes the increasingly prevalent ESG (Environmental, Social and Governance) considerations. In order to promote such practice among members, large and small, it was felt important One Nucleus walked the talk.

Green Impact

GOLD AWARD

Delivered by Students Organising for Sustainability - UK

In October 2022, One Nucleus, with neighbouring tenants at Babraham Research Campus, registered to take part in the [Green Impact](#) scheme. The programme supports organisations to improve their environmental and social sustainability practice over the course of nine months. We are proud to announce that we received the Gold Award for our efforts!

Below are some key achievements we are proud of doing as part of the programme:

- Sustainability is regularly discussed at team meetings.
- Reducing food waste at events and training courses.
- One Nucleus team members are proactively supporting the community through voluntary work.
- Several members of the team contribute to The Wildlife Trust, National Trust and English Heritage among other groups that helps with biodiversity.
- Becoming a Community Sponsor of [My Green Lab](#). This collaboration with My Green Lab enables our members to access a discount on their [Accredited Professional](#) (AP) courses. These online courses cover waste; green chemistry; engagement and procurement. Soon, energy and water courses will also be made available. Please contact [Jasmin](#) for more information and to access the discount code.



This is an exciting achievement for us as we continually strive to be a better organisation and in turn better support our network and the collective mission for a greener future.

In January 2022, [Springer Nature](#) published a paper discussing the carbon footprint of travelling to international conferences, claiming the average participant produces between 500 and 1500 kg of CO²-eq per conference round-trip. Whilst the authors also claimed that carbon footprint could be reduced by up to 97%, most accept the value of in-person meetings when it comes to instigating collaborations, deals and sales.

One Nucleus takes the view that our role in this context is to support our members in maximising their return on travelling to global meetings by helping them be informed, profiled and prepared before making those key trips.

One Nucleus wins Gold Award for **Green Impact**

A separate article from One Nucleus colleague, Alicia Gailliez sets out the savings and opportunities available to One Nucleus members at upcoming global bio-partnering events and the work One Nucleus is doing to help our network companies be at their best when investing time, money and carbon footprint in attending.

Be at Your Best with One Nucleus Events



By Alicia Gailliez, Business Development Manager, One Nucleus



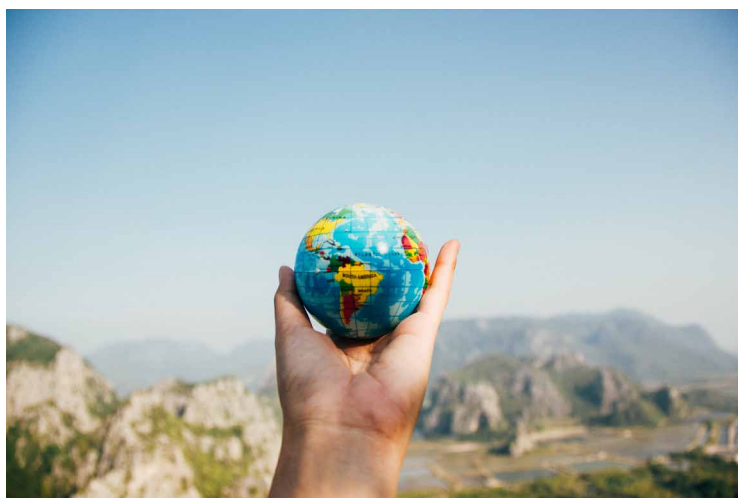
Recently, we hosted our annual [ON Helix](#) conference in Cambridge, UK. One of the key benefits of attending local conference is that they are a cost-effective and environmentally friendly mechanism to learn from peers, hone the value proposition and select the key trips before committing to long distance/overseas travel.

In addition to this, the locality of events such as ON Helix, Genesis and our smaller sessions can play a huge role in maximising the benefits of attending larger international events, such as [BIO](#) and [JP Morgan](#), in the US. They provide a safe and familiar environment for attendees to network and share knowledge with their immediate professional community.

One Nucleus will always seek to work with the venues, sponsors and collaborators hosting our events to:

- Mitigate the environmental impact where possible.
- Deliver diversity of our event contributors.
- Provide equity of access to all.
- Manage the events in a professional and accountable manner.

We look forward to supporting our network through developing their local knowledge, connections and maximise their professional growth and international engagement at our next conference, [Genesis London 2023](#) on 7 December. The theme for this year's conference is "Maximising Returns from Life Science Innovation", [sign up now](#).



The Evolving Role of Online Innovation Workshops via One Nucleus



By **Tony Jones**, CEO, One Nucleus

Several phrases became frequently used regarding online seminars and networking as we entered, experienced, and exited the Covid-19 pandemic and the necessary travel and mixing restrictions. As we passed through these phases, statements that I heard frequently included:

- Entering – ‘What do we do now?’ - the sense of perhaps having taken in-person events for granted and highlighted a lack of experience of online business development, networking and collaboration.
- Experiencing – ‘This mechanism feels productive, but not the same’ – that sense of feeling efficient due to no loss of travel hours, budget savings and many more meetings achievable, but somehow missing the social contacts, energy and serendipity of in-person meetings.
- Exiting – ‘Thank goodness I never have to use Zoom or Teams again!’ – zoom fatigue had set in and the relief of a return to in-person events was palpable, but has it come with a challenging work-life balance, carbon footprint and cost?

What does being online mean to you?

The benefits of running an online session may vary depending on your role and desired outcomes, but much research has shown the positives to include:

- Thought leadership – serving as a platform to subject matter experts, industry leaders and thought leaders to share their knowledge, insights and expertise to establish credibility in their target audience.
- Community Building – enable participants to connect with like-minded individuals, ask questions, share experiences and participate in topical discussions.
- Learning & Development – an opportunity for leaders and the employees they are responsible for developing to access live or on-demand materials to fill knowledge gaps.
- Marketing & Sales – the ability to maximise audience reach in promoting the company’s products, services and brand.



The rise of the Online Innovation Workshops at ON Helix & Genesis



Along with the inability to physically gather at events such as [Genesis](#) and [ON Helix](#) for knowledge-sharing and partnering, One Nucleus was hugely conscious that those companies accustomed to exhibiting at industry events had lost a major customer engagement opportunity. Much effort was expended in the industry to create virtual exhibitions around online events, but in all honesty, it is difficult to attract delegates to tour virtual stands when they are based at home.

The Evolving Role of Online Innovation Workshops via One Nucleus

This is where One Nucleus introduced the online [Innovation Workshops](#). Sessions delivered over Zoom where the workshop sponsor was able to showcase their expertise, connect with key partners, clients and peers on their chosen topic. The benefits included:

- Accessible from anywhere for digital attendees.
- Sponsor profiling as part of the main event.
- No parallel sessions to dilute the audience.
- Recorded for post-event use and sharing.

Genesis 2023 – The next shift in the role of the Innovation Workshops

Thankfully, we are now able to plan to be in-person for all events, including the London flagship, Genesis but wouldn't it be a shame to lose the benefits realised when online. [Physical exhibition](#) is now an option, but feedback on our events has indicated that the focussed, single keynote stream without the distraction or dilemmas of parallel streams diluting attention has provided a much better conference debate and networking dynamic. A consequence of having one stream, of course, is that less content can be accommodated in a one-day event. The options become a multi-day event or, rather than replacing the exhibition, the now role of these online sessions is to provide the parallel stream element which was seen as sub-optimal as a delegate experience.

The plans for December 2023 are thus to run Innovation Workshops online as follows:

Delivered across the three days preceding the in-person event.

- Themed by daily time slot across finance, technology, case studies and international topics.
- Accessible to delegates and non-delegates of the in-person event to maximise the profiling and engagement opportunity.
- Attendance can intertwine with delegates' 1-2-1 partnering schedules.
- Enables participation irrespective of geography.
- Retains the online event benefits of reduced participation cost, time saved, lower carbon footprint, geographical accessibility and post-event use.

Day/Time	Stream I 10.00-11.00	Stream II 11.30-12.30	Stream III 14.00- 15.00	Stream IV 15.30-16.30
Mon 4 Dec	Finance 1	Technology Area 1	Case Study 1	International 1
Tues 5 Dec	Finance 2	Technology Area 2	Case Study 2	International 2
Weds 6 Dec	Finance 3	Technology Area 3	Case Study 3	International 3

The Evolving Role of **Online Innovation Workshops** via **One Nucleus**

How to get involved:

One Nucleus will develop the content of the sessions within the themes set out above. The sessions are available to be sponsored in order to gain profile and editorial influence. The Innovation Workshop package includes:

- Profile on the event website.
- Profile on the event app including company description, logo, website and social media links and contact information.
- Social media coverage.
- Organisation of one digital workshop with bespoke promotion.
- Complimentary digital delegate passes.

To take the opportunity to be positioned as the clear choice to contact on your specialist subject for just £1000 + VAT please contact genesis@onenucleus.com

See first hand examples of the format of Innovation Workshops from our Genesis 2022 conference

[View here](#)

