



London Technology Network
Ideas into Action

Accessing unique expertise via LTN networking event

Drug development



KING'S
College
LONDON

University of London

Drug development

Pfizer needed an expert in the dry mouth side-effect common in many drugs and met the right contact from King's College London at an LTN networking event.

LTN (London Technology Network) holds regular networking events on a variety of topics across all sectors, with invited representatives in equal parts industry and academia to optimise opportunities for collaboration. Chris Compton, Executive Director of Pfizer Global Research and Development was speaking at an LTN event on inflammation and immune disorders and met Guy Carpenter, Lecturer in Oral Medicine and Pathology at King's College London. Carpenter asked Compton whether he was interested in his research into dry mouth side-effect, a vital aspect of drug development for pharmaceutical companies. The side-effect occurs in more than 120 drugs, in the long-term causes tooth decay and can affect a patient's general health (as well as offering a disincentive for drug compliance). Compton recognised synergies with the research of his colleague Dzelal Serdarevic, who was working on this particular problem, and soon a follow-up meeting was arranged. "The definition of dry mouth is very subjective, and changes with age and gender differences. I did a literature search and found that most available methodologies were out of date and inadequate," Serdarevic said. "I started asking myself if that really was all that was available, and sought someone who was working specifically in salivary responses." Serdarevic engaged Carpenter in consultancy aimed at assessing the state of current research, and his results enabled Pfizer to conduct extensive in-house testing. The aim is to develop a better methodology for testing drugs for the side effect, and ultimately to eliminate the side-effect from future medications. Ongoing consultancy is in the pipeline. For Carpenter, the event proved invaluable. "What's really useful about LTN is it opens up contacts. I wouldn't have known the right person to contact just by cold calling, and certainly I'd never encountered Chris Compton before." Compton agreed the events offer great potential for profitable networking. "It was an opportunistic discovery that we had an area of potential mutual interest. So that was a piece of good fortune."

For more information on LTN and how we can help your business, contact:

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