



London Technology Network  
Ideas into Action

# Accelerating product time to market via LTN Technology Matching

*Biotechnology*



CASE STUDY 4

# Biotechnology

When pharmaceutical company York Pharma asked for an answer to a particularly tricky skincare question, researchers at St George's Biomics Centre responded swiftly.

The secret to a successful technology transfer is often as simple as asking the right question. York Pharma had a query regarding the diagnosis of skin sensitivity, a question they asked London Technology Network to help present to their network of academics. Dr Gary Coulton, Reader at St George's Hospital Medical School Biomics Centre, saw an immediate fit. "I'm an enthusiastic inquiring biologist, and what they did was come to me with a very interesting problem," Coulton said. "And our business is applying fundamental research to important clinical questions, with an endpoint that is useful for patients. And that's what we saw: the whole spectrum of the research, from the interesting hypothetical question at the beginning, right through to a product." York Pharma PLC acquires, develops and markets pharmaceutical dermatological products, and wanted to learn more about predicting eczema outbreaks, rather than just treating attacks. St George's Medical Biomics (Biological Investigation of Molecules in Complex Systems) Centre proved a perfect match. The medical school's advanced analytical tools for skin molecules will be able to assess changes on the skin as a result of disease and environmental factors. "LTN's ability to match our needs with the appropriate academic expertise meant this project was able to move ahead very quickly," says Simon Ward, Chief Scientific Officer of York Pharma. In fact, it took only two meetings. Gary Coulton thinks it's a win-win partnership, with York Pharma able to demonstrate a strong academic output, and Biomics able to create product that makes a difference. Jolyon White, technology consultant with LTN, was unsurprised by the union. "Somewhere, someone does what you want to do. And we're the people to find them," he said.

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

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