

# Pharma Delta initiative



# Regio Farma; Why, how, what, who?

**Regio Farma = now**



# Inducement (the Why 1)

- Trigger PharmaNL proposal; summer 2022 (proeftuin aanvragen)
- In our region the proposals mainly based on informal contacts
- Region not organised
- Best practice Life Cooperative (see other presentation)  
Visited in January 2023 by Brigitte Drees and me for inspiration



# Result

Interim Lead HAN; Invitation for brainstorm on a regio farma initiative to

- Governments (Oss, Nijmegen, Oost NL, BOM)
- 14 Companies (representation of big and small)
- Knowledge Institutes (RU, RUMC, HAN)
- Booster organisations like PP, NTC, HealthValley, BRISKR
- Total 25 organisations

**GOAL: Is there sufficient common ground to continue further development of a Regio Farma initiative by identifying why, how, what, who**



# First Exploration; 23 May, 2023, Mook

Present were:

Local governments

10 companies

3 Knowledge institutes

4 Booster organisations

Total 21 organisations

Discussion moderated by Carmen van Vilsteren (Topsector LSH)

Meeting started with presentation by Ton Vries on Life Cooperative



# Main Conclusions

Only successful if companies drive this initiative (also advice of Life Cooperative) and governments, knowledge institutes, booster organisations have a supportive role

Main common interests-the Why ( 'Which problem asks for solutions')

1. 'Human Capital' connected to regio  
= robust Recruitment Potential of sector-motivated staff (choose-on board-keep)
2. More and broader Project Funding (R&D) and access to joined infrastructure & training facilities



# Exploration meetings 2-3-4-5-6

Goal Go-No by end on 2023

- Boosting-Forming proces
- Charter Team formed (only companies);draft-charter; organisation; legal; **Focus on how, what and who.**
- On-tour= new participants approached (MBO's, Avans, manufacturing cluster, companies). Total today: 10 companies; 6 KI's, 4 governments; 4 booster parties
- Start discussion extension GAP analyses of Pharma –NL (HCA & Infrastructure)



## DRAFT CHARTER 'Regional-Pharma Collaboration' 14Dec2023

- **PURPOSE** By scaling up, support and initiate pharmaceutical business in the region where this is beyond reach for individual organizations • Pharmaceutical business involves the **entire chain of early discovery, drug development & scale-up, up** to and including drug production & packaging • For now, the region is broadly defined as '**N-Brabant -Gelderland**' and 'Regional-Pharma' as working title.

- In Exploration, participants emphasized two main interest areas, with opportunities to grow from cooperation and public-private funding: **I. Human Capital**, with the desired outcome of sufficient recruitment potential for the regional pharmaceutical sector of well-trained candidates to enable growth and innovation AND further develop and retain existing staff within the regional sector by skill/knowledge deepening or broadening to match diverse career opportunities. **II. Collective project potential**, to gain access to (expensive) shared facilities and equipment AND develop or participate in projects of drug development and production (e.g in which some of the Regional-Pharma parties join forces in a scientific or business development project)

- **Three lines of initiatives**

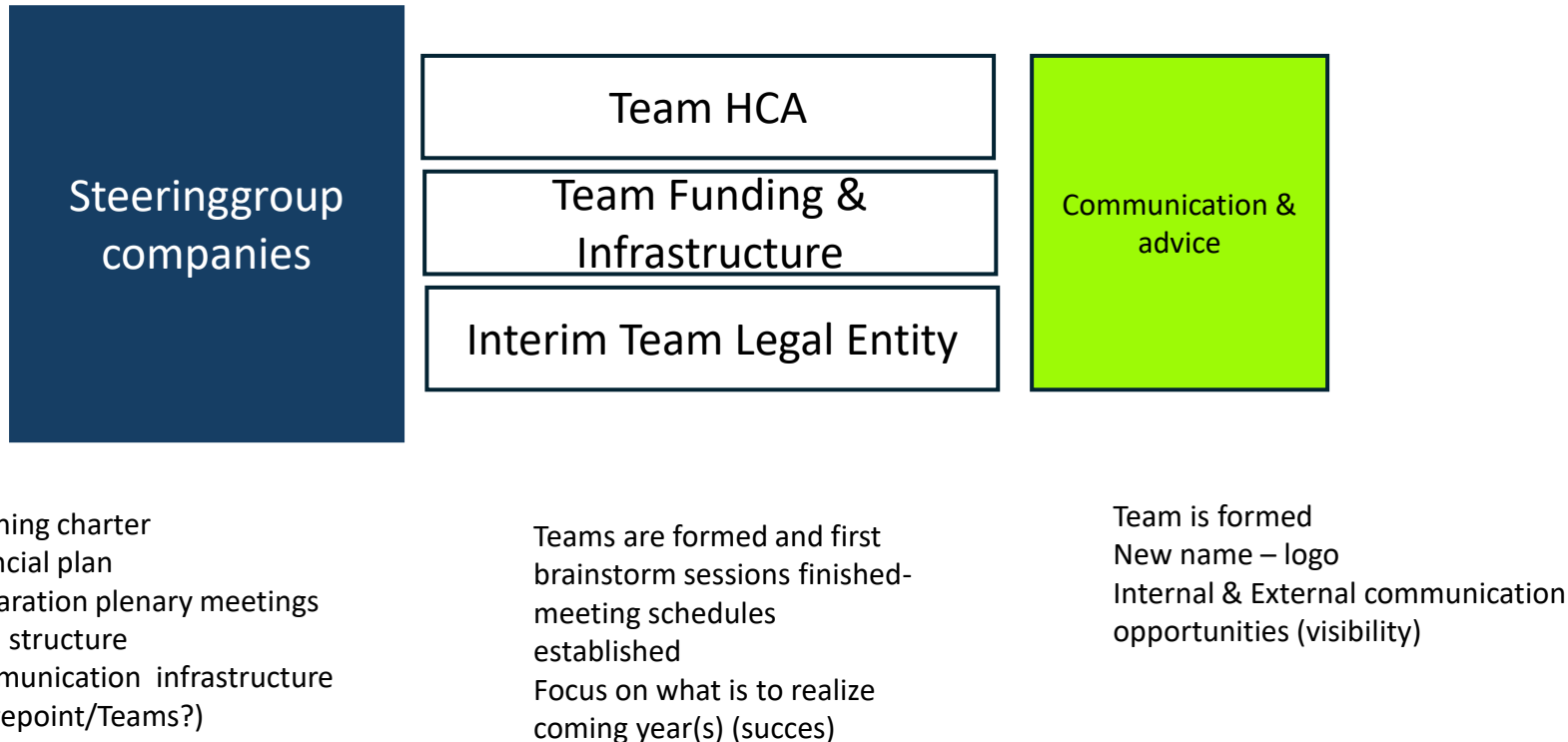
1. Collaboration start Jan24 on first ambition: '**Making pharma visible as a Regional Top Sector with ample opportunity for challenging and dynamic careers**' • These include sector branding & onboarding at schools/institutes ('relevant, challenging and energizing work'), making sector-wide internship opportunities visible (**mbo-hbo-wo**), sector visibility at career events, multi-disciplinary student projects on joint sector challenges (e.g. sustainability) • Opportunity from day-1: Knowledge sharing on 'how things work' (digital data flows, sustainability approaches, interpretation of guidelines, particular use of equipment)
2. **Preparation and submission of connecting initiatives that require (public-private) funding** • Interests mentioned: physical training facility for GMP operations & modular curricula, broadening/deepening drug discovery curricula, access to (costly) shared facilities and equipment (e.g cleanroom small-batch production, bio-contained lab). • Timing PharmaNL Human Capital call: Sep 2024. Timing Shared Facilities call: Q4 2024.
3. **Simple organizational setup that facilitates a management, control and funding of initiatives under lines 1-2** • Setting up a legal structure has priority in parallel with initiative-1 to get a cooperative agreement ready on time for fundingproposals • Set-up with lessons-learned from Life Cooperative ☐companies take initiative of legal structure setup, participating companies form core organization and decision making council. Institutions, booster organisations & governments will be connected as special members, being essential to the regional collaboration potential. • Participation requires commitment (low threshold to join or to disconnect), expecting a fair-effort contribution related to size of an organization on idea/initiative generation, organization (management & control), working groups, external communication and a jointly agreed budget.





# Kick-off January 2024

## Organisation



# Brainstorm topics Team 1 and 2

## Goal: prepare proposal(s) for coming calls of Pharma-NL on HCA and Infrastructure

### Team-HCA workshop

- Target group?, what required?
- HR representation of companies; log term initiatives
- Problem statement & how does succes look like? Only than solutions (check also other regions-no doubling)
- **First selection / prioritisation based on what is realistically to achieve (Pharma-NL)**

### Team-Funding & Infrastructure workshop

- Scoping, ' where is Pharma Delta responsible for; what do we do and what not?
- Problem statement & how does succes look like? Only than solutions (check also other regions-no doubling)
- Extension 'Gap analyse' required for supporting funding calls
- **First selection / prioritisation based on what is realistically to achieve (Pharma-NL)**
- Define Funding landscape beyond Pharma NL



# Round table discussion 15.30-16.00 or 16.05-16.35 h

We will share via statements (ambitions / challenges) some outcomes of both Teams (HCA and Funding & Infrastructure)

What are the most important ambitions and challenges in your opinion?

Discussion to sharpen / improve on the ambitions and challenges



# Meeting cyclus

**Goal: Not a discussion group (nice to meet) but deliver actions-results (succes)**

## Plenary meeting

- Monthly-45 minutes (twice online – once physical)
- Update from steering group and teams
- Input members

## Subteams

Monthly meeting organised by subteam (max 1 hour)

**Goal:** no huge Meeting Load



# Finally

Are you interested to learn more on Pharma Delta ?

or

Would like to join ?

Please contact: [rob.nelissen@organon.com](mailto:rob.nelissen@organon.com)

