
CALL FOR APPLICATION PRESENTATION

NATIONAL PROGRAMME DEDICATED TO THE SUPPORT
OF EARLY INNOVATION IN ONCOLOGY

MATWIN

**Maturation and Accelerating
Translation With INdustry**

Key words

☞ Oncology, development, maturation, proof of concept, transfer

Consult

☞ www.matwin.fr

With the support of :



CONTACT

Before submitting an application, please contact the MATWIN team in advance to jointly assess its relevance, depending on the objectives and stage of the project development.

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Depending on the geographical origin of the projects, the discussion about the interest of a MATWIN application may be shared with the representatives of the concerned canceropôle.

CALENDAR

1	Application file <i>For potential coaching and Board 2022</i>	Possible all year long, but deadline on October 31st 2021 and February 28th 2022 for 2022 selection
2	MATWIN Pitch Session	November 2021
3	MATWIN Coaching	March & April 2022
4	Presentation at MATWIN International Board (if selected)	May 11 th & 12 th 2022

CONTEXT

MATWIN is a French national programme strictly dedicated to the support of innovation in oncology, aiming at maximizing the innovation transfer potential. Relying on the existing national ecosystem (canceropoles, technology transfer offices, incubators, clusters etc.) and on its own network, MATWIN identifies and supports preclinical/early clinical innovative projects with a high development potential. The provided support aims at increasing projects' industrial attractiveness to boost collaboration opportunities (pharmas / Biotechs, investors).

MATWIN's process relies on a partnership with major international industrial groups involved in oncology (Amgen, AstraZeneca, Boehringer Ingelheim, Bristol-Myers Squibb, Exact Sciences, Gilead, GlaxoSmithKline, Nanostring Technologies, Novartis, Pfizer, Pierre Fabre, Roche, Sanofi) willing to scout promising innovations in the field. Since 2018, Non-French European applicants can apply if they can prove that they have (or will have) a collaboration with French partners (academic team or company).

OBJECTIVES

When supporting the maturation of early stage projects in oncology, MATWIN offers a program built to maximize the transfer potential of oncology innovation. By relying on the French ecosystem (canceropoles, TTOs, incubators, clusters, etc.) and on its own network based on a 12-year experience, MATWIN selects and supports research excellence projects with high development potential.


The proposed support aims at increasing the industrial attractiveness of these projects through three main actions:

- International assessment by academic and industrial experts ;
- Individualized coaching to optimize projects structuring and industrial development potential ;
- Presentation of the best projects to a unique International Board

INTERNATIONAL BOARD

Unique in Europe, the [MATWIN International Board](#) gathers around twenty internationally renowned members: academic leaders from major European cancer research centers and international decision makers from Global R&D Oncology department from MATWIN industrial partners specially nominated by their company to review and to label the best projects. This committee takes place once a year in France on a MATWIN initiative for reviewing the projects, assessing their development potential and labelling the best ones for possible collaborations.

The quality of this unique committee in Europe reflects the value of the commitment of all partners. A network of investors (business angels, venture capital funds) also revolve around MATWIN to identify projects of potential interest and possibly financially support their development.

Moderator : Jean-Yves BONNEFOY 

International Industrial Representatives



Philip TAGARI
VP of Therapeutic
Discovery



David M. ANDREWS
Director of Pre-clinical
Scientific Alliances, IMED
Oncology



James CARMICHAEL
VP Integrative
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Mark PEARSON
VP New Therapeutics
Concept Discovery



Steven SHAK
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Academic Key Opinion Leaders



Arthur BERTELSEN
Academic Review Board member



Veronique BIRAULT
Head of Translation



Jean-Pierre BIZZARI
Chairman New Drug Advisory
Committee



Olivier HERMINE
Head of Clinical Hematological
Department



Paul MOSS
Director of Research, College of
Medicine



Pedro ROMERO
Associate Director, Department
of Fundamental Oncology

Invited Members



TERMS OF THE CALL FOR APPLICATIONS

APPLY TO MATWIN

Before submitting an application, please contact the MATWIN team in advance to jointly assess its relevance, depending on the objectives and stage of the project development.

To apply to MATWIN's programme, project leaders have 2 possible courses. The principle: the most upstream the application is submitted, the most developed MATWIN's support is. Check [both support pathways details online](#).

- **Classic process (6 months):** application possible until 31 October 2021 at the latest; file to be completed available on [MATWIN's call for project page](#) online



- **Accelerated process (3 months):** application possible until February 28, 2022; submission pitch in video format (5 slides, 5 mn)



The application file presents the project through three parts:

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- I. Abstract
 - II. Intellectual property
 - III. Scientific project and development plan
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Potential interest of the project will be first assessed by experts involved in the MATWIN process (Cf. § Pitch selection) prior being submitted to the opinion of the MATWIN International Board members which will first deliver a written feedback on the project's strengths / weaknesses.

If selected, the project will then be offered to have access to the MATWIN support with individualized coaching sessions before its possible presentation to the International MATWIN Board.

Can apply :

- academic teams regardless their tutelage(s) (universities, hospitals, research organizations, cancer research institutes, etc.) and private structures (start-ups exclusively and not subsidiary of a large group) ;
- Applicants must be based in France or in Europe. Non-French European applicants can apply if they can prove that they have (or will have) a collaboration with French partners (academic team or company). Non-French European applicants, if selected, will be offered a personalized support subjected to re-invoicing (see the programme Costs in the Charter annexed to the MATWIN Project Application Form).

Eligibility criteria for integrating the MATWIN programme:

- application should be based on a competitive R&D project and service offers (e.g. CRO services) will be automatically discarded
- original and innovative target or mechanism of action for a product or original marker / biomarker for a diagnostic test;
- maturity: the project must introduce first scientific evidences demonstrating efficacy of the product (*in vitro* / *in vivo* proof of concept, demonstrated mechanism of action, Structure-Activity-Relationship, associated biomarker...) or of the diagnostic test (selectivity, specificity, impact on therapeutic options ...);
- strength of intellectual property (if existing). An off-patent innovation may, however, be eligible if protection of the results is being considered.

PITCH PRESELECTION FOR CLASSIC PROCESS (NOVEMBER 2021)

Applications (Project Application Form) will be first validated internally to check their eligibility to the program after a discussion with our Scientific Director.

Eligible applicants will then defend their project in front of a preselection jury of a dozen experts (Biotechs, academic and investors representatives) regularly involved in the MATWIN process.

The pitch session will occur by November in Paris as an oral pitch of 8-10 minutes followed by a discussion of 10 minutes max with the panel.

The projects preselected by the experts will then be submitted to the MATWIN International Board members (on the basis of the application file), who will be the ones deciding which projects can be included in the support programme.

The written comments & recommendations of every MATWIN Board members will be sent to the applicants on January. The feedback of such a unique committee represents a first added value for the further development of the project.

Candidates not selected by the MATWIN Board will be included in the preferential list of 10 candidates who will be offered the opportunity to apply for a pitch during the MEET2WIN convention (May 2021), a partnering and networking event dedicated to oncology organized simultaneously with the MATWIN Board meeting (mai 2022).

Volume estimation:

- ± 20-25 applications received each year (Project Application Form)
- ± 15-20 projects selected after the Pitch session (november)
- 8-10 projects selected after the MATWIN Board's review to benefit from MATWIN coaching

COACHING SESSIONS (MARCH AND APRIL 2022)

2 working sessions are organized to optimize the structuration and industrial orientation of the projects (work on content) and their presentation (work on form). Technology Transfer offices are strongly encouraged to participate with the project leader.

In the case of an application for the "accelerated" process, the candidate will only have access to one coaching session (session 2)

Two coaching sessions (compulsory for selected eligible project leaders) :

- **session 1 : development plan review** :

Driven by R&D experts consultants, this work session addresses the project's background and allows optimizing its structure and industrial orientation. This session aims at supporting candidates in their valorization approach and usually leads to a complete reorganisation of the project. Following this 1st session, the applicants receive a written feedback from the coaches listing their recommendations.

- **session 2 : training for the Board audition** :

This second work session aims at preparing the project leader for the MATWIN International Board review strengthened by the 1st session contributions. Coaches bring their expertise to optimize the project presentation. This session is in a real condition format (in English, with 2 coaches) to reflect the MATWIN Board interview. This last session is an opportunity to check that the previous recommendations have been considered.

By end of the two coaching sessions, the coaches will select the 6-7 best projects that will be interviewed by the prestigious MATWIN Board. At this point, the non-selected projects for the MATWIN Board interview will be part of the preferential list of the 10 candidates who will be offered a pitch during the QUICK PITCH session at the MEET2WIN partnering convention (May 2022).

MATWIN BOARD INTERVIEW (MAY 2022)

Candidates selected after the coaching sessions will present their project in front of the [MATWIN International Board](#).

Moreover, each year the MATWIN Board attend the QUICK PITCH session, and has the opportunity to select 1 or 2 extra projects which will be offered a longer presentation to the MATWIN Board in a slightly different format.

Following the MATWIN Board meeting, a written summary of the Board main recommendations will be provided to the applicants as well as individual Board member's feedback. The feedback of such unique committee is of significant added value for the development of the project. For academic teams, it may provide arguments for legitimating investment decision-making by the supportive structures (TTOs, etc.).

Through the MATWIN support, the project's potential is thus supported in the interest of its development.

CONFIDENTIALITY

Every committee member (experts / coaches / Board members) who will have access the projects' files is subjected to confidentiality, and has to sign a Personal Commitment of Confidentiality, Non-Disclosure and Non-Conflict of Interest. Therefore, it is mandatory from project leaders being fully transparent on all scientific data and intellectual property elements.

FREQUENTLY ASKED QUESTIONS

MATWIN PROGRAMME

Who is this programme for?

This program is open to any project leader who generated an innovation in oncology that may have a predictive, diagnostic or therapeutic benefit to the patients. This innovation patented or not, must have a strong potential for industrial development. Project leaders may come from a public structure or from a start-up (if not attached to a large group).

Can a start-up apply?

Yes, a private structure such as a start-up can apply. By private structure are understood - *indicative criteria*: (i) business in the process of creation or recently created <10 years; (ii) staff <10 FTEs; (iii) the start-up must not be attached to a large group.

Can a non-French candidate apply?

Yes, European candidates (academic or start-up) based outside of France can also apply if they can attest at least to an ongoing (or upcoming) collaboration with a French academic team or company. As they will have access to a specific personalised support, if selected to join the program, the MATWIN support will be subject to re-invoicing (see "Programme costs" in the Charter attached to the MATWIN Project Application Form).

MATWIN'S PURPOSE

What to expect from MATWIN?

Academic researchers or start-ups who want to see their work valued and developed will find with MATWIN, ways to increase the transfer potential of their project for industrial partners or investors. All projects benefit from high-added value recommendations from international academic and industrial experts that will enhance their attractiveness regardless of the MATWIN process' outcome.

Does MATWIN have funds to provide to projects?

To date, MATWIN does not have funds to finance the applicant projects having received a positive label from the Board. However, once interviewed by the MATWIN Board, and upon Board members decision, the best projects may receive a financial support to optimize their development.

Participation of investors (business angels, VCs, Foundations, etc.) within the MATWIN network may also offer financing opportunities for projects with high potential. The supportive structures of the projects (TTOs, etc.) also benefit through MATWIN, from arguments that can justify investment decision-making around projects thus providing funding relays to support the projects' maturation.

INDUSTRIAL PROPERTY

Industrial property, what prerequisites?

The innovative aspect of the project may or may not have already been patented. Ideally, intellectual property will already be ensured when the application is submitted. But project expertise remains possible without any protection since the

experts are engaged through a confidentiality agreement and no conflict of interest. The potential intellectual property's strength remains an element of appreciation of the innovation.

In case of industrial interest on a project, how is the IP transfer done?

Discussions about potential partnership contract with an industrial partner (whether or not from the MATWIN programme) are operated directly by the start-up or the mandated Technology Transfer Office (for academic team).

If the interest comes from a MATWIN partner, the first contact will be made through MATWIN then the Parties will discuss freely among themselves.

In both cases, MATWIN is not involved in the negotiation of license or partnership contracts, but asks to be kept informed of the discussions in progress and their outcome, and associated at least in terms of communication (Cf. Appendix Charter in the application file).

COST OF THE PROCESS

What is the cost of the MATWIN accompanying process?

To date, all MATWIN's activities (assessment, coaching, and connection with the industrial world) rely mainly on the financing of industrial partners who support the MATWIN initiative.

- For French projects (academic or start-up), the remuneration of MATWIN is based on the principle of success-fees. MATWIN applicants (and their TTO when applicable) commit themselves through a Charter annexed to the MATWIN application file, and only in the case of financial income generated at the end of its support, to:
 - to reimburse MATWIN for support costs implemented through the support program (i.e. signature of a license agreement, patent sale, start-up fundraising, crowdfunding, etc.);
 - to financially interest MATWIN on the income generated in lump sum form in case of a collaboration resulting from a direct action from MATWIN (Cf. Charter attached to the application file);
- Non-French European applicants (academic or start-up) selected to the MATWIN support will receive a specific support. Thus MATWIN's remuneration is the same as described above, except that the support costs implemented through the MATWIN support program are subject to re-invoicing (fee for services) at the end of the support process (see Charter annexed to the MATWIN application file).

For all projects (domiciled in France or in Europe), the MATWIN support costs that have already been paid to MATWIN will be deducted from the success fees.