




Strategies for Getting Alternative Funding
 ECR/Mid Career workshop
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Summary

- What do you want to do?
- What does the potential partner want?
 - Pharma do not have a strong desire to substitute for NHMRC
 - Will support studies that are relevant to their goals
- What is your lab good at, really best in the world at?
- What is your lab known for?
- Do you have capacity to do this study right the first time?

Notes

- It will not be a cash-cow.
- Needs to be something that is worthwhile, and relevant to your experimental program.
- Can soak up a lot of time, especially the first time.
- Budgeting is very different, as external rates (non-subsidised) need to be used, and new things listed.

Notes

- Can often provide reagents that are unavailable elsewhere.
- The reporting structure is very different, much more rigorous.
- Someone is going out on a limb to provide you this opportunity.
- Pharma are reducing their workforces, and outsourcing more
 - Do a good job and there will likely be more chances

Example

- 7 years of conversations at conferences about this question
- Study with and international pharma
- Hyperinsulinemic-euglycemic clamps in conscious free moving mice
- Test some known endocrine regulators this fits with lab interests
- **Test a pair of proprietary compounds that explore novel biology of the target**

Example

- Pay external costs, and 30% FTE for 1 year.
- A lot less than a NHMRC grant, but also less experiments.
- The benefit?
 - Capacity building, economies of scale
 - Demonstration of relevance of the lab's work
 - New knowledge