Our Purpose: Enabling and leading commercialization and industry partnership for a healthier world

We are the catalyst for accelerating the translation of research discovery and clinical innovation into products and partnerships with industry and new ventures by:

- Maximizing health impact on lives and communities globally
- Securing fair value for sustainability and re-investment
- Elevating Canada as a world destination for life science commercialization

Input from 120+ stakeholders
Our Purpose and Values

Enabling and leading commercialization and industry partnership for a healthier world.

We are the catalyst for accelerating the translation of research discovery and clinical innovation into products and partnerships with industry and new ventures by:

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- Securing fair value for sustainability and re-investment; and
- Elevating Canada as a world destination for life science commercialization
Strategic Priorities and Initiatives

Accelerate commercial success of our most promising innovations and clinical capabilities

• Focus and grow three paths:
  o Spin-offs
  o Licensing
  o Sponsored partnerships

• Grow range of activity:
  o Data/digital/AI
  o Clinical trials/expertise

• Grow funding programs
  o Expand Innovation Acceleration Fund
  o Create Clinical Acceleration Fund

Empower commercialization culture

• Inspire a top-tier global presence, driving winning relationships:
  o Within UHN and its Foundations
  o For industry, investors and partners
  o Within our local ecosystem

• Create a ‘safe-harbour’ for growth

Attract and retain the world’s best commercialization talent

• Attract global entrepreneurs-in-residence and best management teams to lead UHN spin-offs
• Create recognition through incentives and accolades
• Embed commercialization into evaluation of research impact
• Create professional development opportunities for staff
UHN Commercialization Strategic Plan – 2021-2026

LONG FORM
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Commercialization Strategic Priorities

- Accelerate commercial success of our most promising innovations & clinical capabilities
- Empower commercialization culture
- Attract & retain world’s best commercialization talent
We will

• Focus on and grow the 3 commercialization paths:
  • spin-offs
  • licensing
  • sponsored partnerships

• Grow our commercialization funding programs

• Increase engagement of our clinical capability
Major Initiatives

- Create funded programs to develop, de-risk and incubate our most promising assets.
- Create a data commercial strategy and grow a Digital, Data, and AI Commercial Capability.
- Create discovery-to-clinical program collaborations with Pharma/Device companies.
- Formalize and grow our proven differentiated spin-off approach with experienced teams and partners.
- Grow and streamline our ‘non-exclusive’ license portfolio (i.e. questionnaires, materials, data, etc.).
- Restructure and grow resources to offer industry-experienced business, IP, and strategic support.
We will

• Inspire others to create a top-tier global presence, driving winning relationships:
  • within UHN and our foundations
  • for industry, investors and partners
  • within our local ecosystem

• Create a ‘safe harbour’ for growth.
Major initiatives

- Create an inspiring internal and external commercialization presence for UHN and the ecosystem
- Establish an internal risk-tolerant approach to streamline commercialization activities
- Expand our ‘institute-champion’ strategy to other key programs, including clinical teams
- Increase internal researcher engagement through streamlined and fast-track interactions
- Deepen relationships with Foundations through donor engagement and programs on commercialization
- Drive important joint initiatives with our ecosystem partners
We will

- Attract the best teams to lead our spin-offs.
- Motivate and incentivize research, clinical and commercialization teams.
- Draw industry-friendly/savvy researchers and staff to UHN.
Major initiatives

- Attract global EIR and management teams to our opportunities
- Create early commercialization recognition through incentives/accolades and celebrate successes
- Embed commercialization into evaluation of researchers, institutes and clinical programs
- Motivate clinical departments to participate in commercialization
- Create incentives for key staff and continually upgrade through training
- Structure to provide new opportunities for existing and new industry-experienced staff