

Division of  
Biochemical  
Sciences



# Seminar

## BioPune Series

NCL  
Innovations



BioIncubator

CII - Biotechnology Resource Center,  
NCL Innovation Park, Pune

BioPune Seminar Series Talk # 3  
on

## 'Innovation through Partnership- The MSD Model'

by

**Dr. Phil Kearney**  
Director – Licensing & External  
Research, MSD

on

**Wednesday, 28<sup>th</sup> November 2012**  
At 1600 -1700 hrs in the  
Training Room, Venture Center  
100 NCL Innovation Park  
Dr. Homi Bhabha (Pashan) Road,  
Pune – 411008

Tea shall be served at 15:45 pm at the venue.

This is a free event but registration is required:

<http://biopune-3.eventbrite.com>

**Dr. Phil Kearney**



Director – Licensing & External Research, MSD)

### Abstract:

Merck (MSD) is always on the lookout for new partnerships and formally reviews and responds to every opportunity that comes their way. They have an efficient partnership process. Flexibility, innovation and creativity are at the heart of the way MSD works with partners around the world. The Licensing team works with partners to advance their science through drug discovery and development collaborations and licensing agreements that are mutually beneficial. The commercial partnerships team pursues business opportunities with partners to jointly deliver their products and MSD's to the marketplace.

An overview of the partnership process, possible interactions between a national academic research centre, or incubatees in a technology incubator with a large pharmaceutical company like MSD will be provided. During this talk different models of engagement and the different technologies MSD is interested in will also be highlighted.

### About the speaker:

Dr Phil Kearney joined Merck Sharp & Dohme Australia in 2007 as the key scout for innovative research and development in Australia, New Zealand and some parts of South East Asia. Phil has the challenge of uncovering and commercializing discoveries by local researchers that have strong potential to benefit the health of people around the globe. Prior to joining Merck, Phil spent 7 years in small to medium biotech companies in Scandinavia. Phil held project and executive management positions in Active Biotech Research (Sweden) and Santaris Pharma (Denmark) during this time. Before leaving Australia he had been the head of the Research Laboratory in one of Australia's leading Haematology Departments, at St Vincent's Hospital Sydney for over 10 years. Phil holds a Ph.D. from Monash University, which was followed by post-doctoral training at the Murdoch Institute in Melbourne and University College London. He also holds a MBA from the University of Sydney.