

# Insights from the Network

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## A Resource Guide to Commercialization

By **CCRM**

Does wondering how to commercialize and translate your work into a technology or cell or gene therapy keep you awake at night?

If so, it might be because the biggest obstacles to commercialization are running through your mind, which are often:

- How do I frame the commercial relevance of the technology (e.g. ideal indication, competitive advantages and novelty)?
- What is the market opportunity (e.g. patient population, clinical use, reimbursement potential)?
- Is the intellectual property (IP) position sufficiently robust?
- Is there sufficient preclinical data to attract external investment for further development and adoption into the clinic?

CCRM, which seeks to create and incubate new companies in the regenerative medicine field, and the Stem Cell Network, which supports innovative Canadian research and clinical trials leading to company creation, have partnered together over the years on many projects that enable academic investigators and highly qualified personnel to solve challenges along the commercialization pathway.

A few years ago, we collaborated to create a helpful resource called the “Technology Commercialization Readiness Guide.” This post is for those of you unfamiliar with this resource or in a position to use it now.

This free guide provides commercialization tools to support Canada’s regenerative medicine research community in addressing the obstacles listed above, to move discoveries from bench to bedside to marketplace. It outlines key considerations when planning to commercialize and translate regenerative medicine-based technologies and cell and gene therapies.



Commercializing  
Living Therapies





The “Technology Commercialization Readiness Guide” is made up of three sections, as follows:

#### **EARLY CONSIDERATIONS FOR COMMERCIALIZATION:**

This document, in checklist format, lists topics to discuss with your institution’s Technology Transfer Office (TTO) either shortly before or after submitting an invention disclosure.

#### **TECHNOLOGY READINESS ASSESSMENT AND CASE STUDY:**

This document will help to create awareness about the current maturity of a technology and the issues to consider to translate it into a commercial product. The document also contains a practical example of using the assessment rubric to evaluate the commercial viability and potential for future development of an early-stage cell therapy technology.

#### **INVENTIONS AND WORKING WITH YOUR TECHNOLOGY TRANSFER OFFICE: FAQs**

This document answers some of the key questions associated with making an invention and working with your institutionally-affiliated TTO. It is intended to supplement the “Early Considerations for Commercialization” and “Technology Readiness Assessment and Case Study” documents.

Download the [“Technology Commercialization Readiness Guide”](#) today and rest easy. If you have questions or require support, please reach out to CCRM at [ip@ccrm.ca](mailto:ip@ccrm.ca).

#### **ABOUT CCRM**

CCRM, a Canadian public-private partnership funded by the Government of Canada, the Province of Ontario, and leading academic and industry partners, supports the development of regenerative medicines and associated enabling technologies, with a specific focus on cell and gene therapy. A network of academic researchers, leading companies, strategic investors and entrepreneurs, CCRM accelerates the translation of scientific discovery into new companies and marketable products for patients, with specialized teams, funding and infrastructure. CCRM sources and evaluates intellectual property from around the globe, offers various consulting services, conducts development projects with partners, and establishes new companies built around strategic bundles of intellectual property. CCRM has a fully resourced research facility used to both evaluate and advance technologies, a centre for process development and advanced manufacturing, and a GMP facility within a 40,000 square foot space. In 2022, CCRM established OmniaBio Inc., a commercial-stage CDMO for manufacturing gene-modified cells and viral vectors for cell and gene therapies. CCRM is the commercialization partner of the University of Toronto’s Medicine by Design. CCRM is hosted by the University of Toronto and was launched in Toronto’s Discovery District on June 14, 2011. Visit us at [www.ccrm.ca](http://www.ccrm.ca).

*CCRM is a platinum sponsor of the [2023 Till & McCulloch Meetings](#).*

