



Survey on the Perception of Academic Biobankers on the Collaboration between Academic Biobanks and the Biomedical Industry

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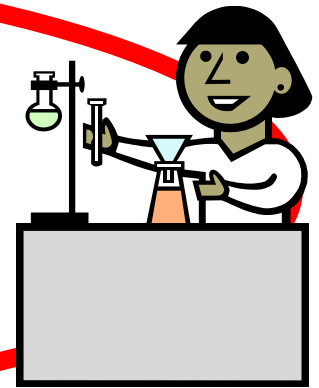
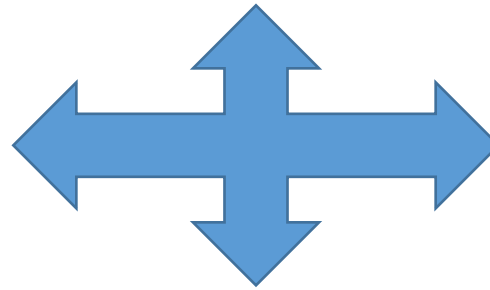
⁴Biobank LPCE, Nice, France

Interactions between Major Stakeholders in Modern Biobanking

Patients / Donors



Biobankers



Researchers



Funders

Major Issues of Business Interaction

a) Biomedical Industry's Perspective

Survey Presented in 2016

- Response Rate 22.5 %
 - 36/160 Biotech, Pharma & IVD Companies;
 - Database of Trans-Hit Biomarkers)
- Major Issues
 - Requirement from Academia as a Precondition to Providing Biospecimens & Data
 - Intellectual Property Rights
 - Research Collaborations vs. Business Transaction
 - Time for Internal Administrative Process and Establishing Contract (e.g. MTA, Review Boards)
 - Availability and Difficulty in Finding Biospecimens & Data (Fit for Purpose)
- Minor Issues
 - Cost / Acknowledgement / Co-authorship / Informed Consent

Major Issues of Business Interaction

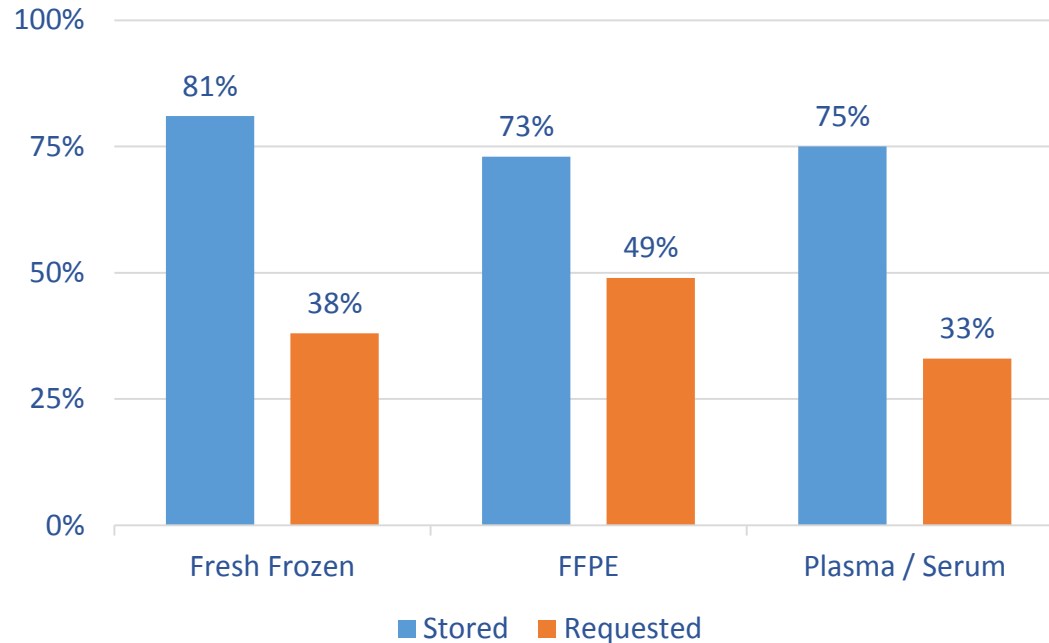
b) Academic Biobanks' Perspective

- Response Rate 13.1 %
 - 188/1435 Academic Biobanks;
 - Database of Trans-Hit Biomarkers
- About 2/3 Europe, about 1/3 North America, few RoW
- Members of BBMRI 20%, ESBB 11%, ISBER 25%, Few of Multiple Organizations; 55% none

- Majority of Biobanks were Disease-Oriented;
 - 28% Focused on 1 or 2 Disease Areas
- 2/3 Cancer Focused
 - 12% Breast, 11% Blood, 10% Lung, 10% Colorectal
- Cancer biobanks:
 - 81% Fresh Frozen Tissue, 73% FFPE, 75% Serum/Plasma
 - Only 30 % of Biobanks have Matched FFPE and Frozen Serum or Plasma

Know the Biobanking Market

Stored vs. Requested Samples (n =135)



Be more Visible

“It’s totally false . . . that “if you build it they will come.” I thought if we build this [biobank] we’ll have people knocking on our door to use it” (Interview with a biobank director, 2011).

Cadigan RJ et al.

Underutilization of specimens in biobanks: an ethical as well as a practical concern?

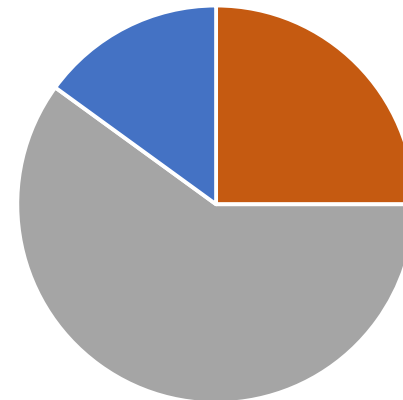
Genet Med. 2014;16:738-40

Having a Website is not Enough

- Most of the Biobanks (85%) have a Website (n=113)

Being a Member is not Enough

- Membership in Organizations (BBMRI, ESBB, ISBER) for Finding Industrial Partners (n=65)



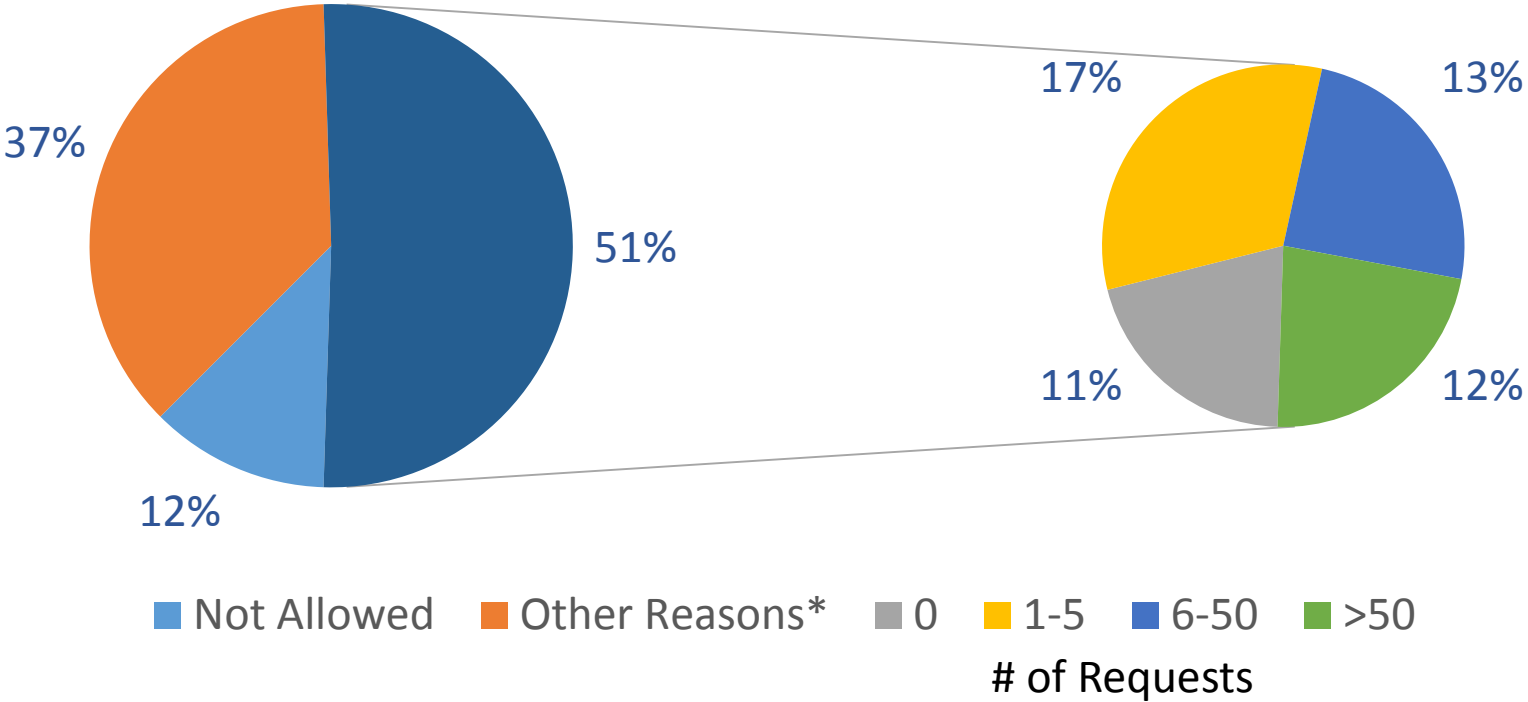
- Helpful
- Not Helpful
- Do not Know

Issues of Non-Interaction

- Own Access Policy does not Allow Interaction (12%) (n=129)
- 82 % Think that Industry is not Aware of the Potential of their Biobank (n=107)
- 78% do not Proactively Approach Industry (n=118)
 - Due to non Available Funding and Personnel
- Those who do not Proactively Approach Industry would Appreciate if a Third Party Would Help (51% yes, 16% maybe) (n=91)

Lack of Requests from Industry

% Biobank with Requests from Industry during Last 2 Years



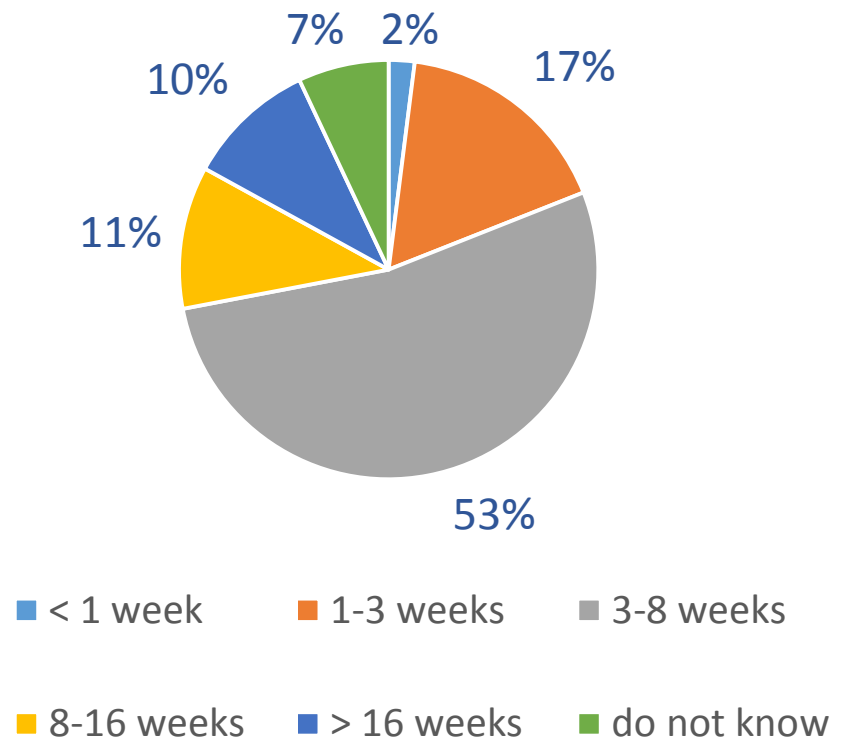
*E.G. Not Contacted; Did not Want to Interact, Cannot Provide Samples; Industry Conditions not Accepted / Acceptable

The Administrative Process is Major Obstacle

Own Biobank Restrictions

- 97% of Biobanks Require Material Transfer Agreement (MTA) (n=113): transparency and traceability considerations
 - While most companies prefer not to sign MTA at all
- 47% of Biobanks Insist on Using Own MTA Template
- 60% biobanks do not Trust Industry MTA

Time for MTA Review and Approval



Take Home Message of Both Surveys

- Improve Administrative Processes
 - MTA
 - Speed
- Availability and Difficulty in Finding Biospecimens & Data (Fit for Purpose)
- Support by Third Parties would be Appreciated
- Industry and Academia have to Better Understand the Challenges, Requirements and Constraints of each Party
 - Intellectual Property Rights
 - Research Collaborations vs. Business Transaction
 - Timelines (Feasibility Studies, Publications)

Acknowledgement

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