



# Lowering Barriers to Innovation in Life Sciences R&D



# Open Innovation Community

In a time of dwindling resources and growing R&D challenges, the Pistoia Alliance allows its members to make their research dollars go farther by collaborating on pre-competitive solutions rather than going it alone.

We deliver projects that transform R&D innovation. This is achieved by bringing together the key stakeholders to identify the root causes that lead to life science R&D inefficiencies. From this we develop best practices, technology implementations and standards to overcome common obstacles.

Our members, which include many of the world's most prestigious life sciences companies and organisations, collaborate as equals on open projects that generate significant value for themselves and the greater worldwide life sciences community.

*“Through the formation of significant collaborative relationships across its member organizations, the Pistoia Alliance enables us to work jointly towards the resolution of common problems in an unprecedented fashion, resulting in a level of efficiency and interoperability that is vital to our increasingly collaborative industry.”*

Sergio Rotstein,  
Director of Research  
Business Technology,  
Pfizer



# Membership Levels

We encourage organizational membership from all that have an interest in enhancing life science R&D. Our members come together in cross-industry working groups to identify common problems and to define and implement solutions.

Four tiers of membership are available, allowing all types of companies to get involved. Individuals, Academics, Non Profits, and Government Agencies may join for free but are ineligible to stand for board or committee elections.

U Start-up	S Small	M Medium	L Large
Annual R&D spend up to \$1m 	Annual R&D spend < \$100M 	Annual R&D spend \$100M - \$1B 	Annual R&D spend > \$1B 
Annual Sales up to \$5m 	Annual Sales < \$500M 	Annual Sales \$500M - \$5B 	Annual Sales > \$5B 

\* NB: If "R&D spend" category is different from "Sales" category, select the larger category.

## Membership Benefits

Pistoia Alliance membership has a number of benefits including:

### For Pharma and Life Science Companies

#### Innovate

- Amplify the value of your R&D innovation investment dollars
- Collaborate with your Life Sciences R&D peers and key vendors
- Attend member-only meetings, receptions & networking events

#### Influence

- Initiate cross-company work streams
- Create consensus-based, cross-company requirements for key vendors
- Use PA outreach to demonstrate industry leadership

#### Implement

- Run for a seat on the Pistoia Alliance Board
- Set Pistoia Alliance direction and control the project portfolio
- Join project specification workgroups & project teams

### For Vendors and Collaborators

#### Customer Relationships

- Demonstrate commitment to customer innovation initiatives
- Work as equals with Life Sciences R&D leaders
- Attend member-only meetings, receptions & networking events

#### Product Development

- Influence consensus-based, cross-company customer requirements
- Participate in cross-company work streams
- Join project specification workgroups & project teams

#### Market Leadership

- Run for a seat on the Pistoia Alliance Board
- Set Pistoia Alliance direction and control the project portfolio
- Use PA outreach to demonstrate industry leadership



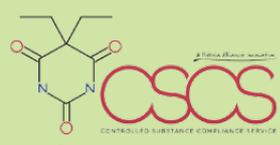
"Dotmatics has joined the Pistoia Alliance to participate in, and help inform the debate on, key future trends in our industry. The Alliance will be an important forum for us to understand and align to our customer needs and our involvement will allow us to access and help shape new standards that will benefit all scientific software users."

Stephen Gallagher,  
Director and CEO,  
Dotmatics Ltd

## Successful Outcomes

The Pistoia Alliance project portfolio is constantly evolving, with projects delivering and new ones getting underway at regular intervals.

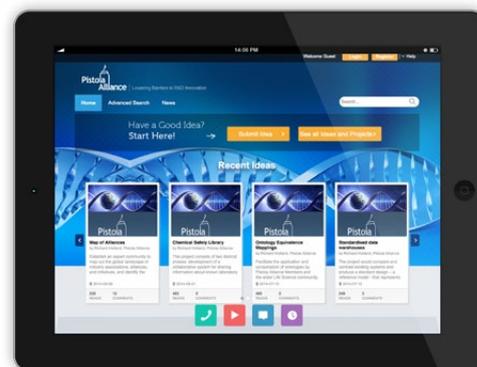
Notable successes have included:

<p><b>HELM</b> Hierarchical Editing for Large Molecules</p>  <p>Rapidly becoming established as the global standard notation for large molecules.</p>  <p><a href="http://www.openhelm.org">www.openhelm.org</a></p>	<p><b>CSCS</b> Controlled Substance Compliance Service</p>  <p>Gaining traction across the industry as pharma companies and vendors alike seek to standardize their approach to compliance.</p> <p><a href="http://www.cscs-experts.org">www.cscs-experts.org</a></p>	<p><b>tranSMART</b></p>  <p>A widely adopted technology platform for managing and analysing translational science information, now managed by the tranSMART Foundation.</p> <p><a href="http://www.transmartfoundation.org">www.transmartfoundation.org</a></p>
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## What's Next? Chime In On The Emerging Project Portfolio

The Pistoia Alliance encourages all to submit new ideas and discuss existing proposals using our Interactive Project Portfolio Platform (IP3). Registration is free and is required should you wish to join in the conversation, add new ideas, or join an interest community.

[ip3.pistoiaalliance.org](http://ip3.pistoiaalliance.org)



## Pistoia Alliance: Lowering barriers to R&D innovation

The Pistoia Alliance is a global, not-for-profit alliance of life science companies, vendors, publishers, and academic groups that work together to lower barriers to innovation in R&D.

Our projects transform R&D innovation through pre-competitive collaboration. We bring together the key constituents to identify the root causes that lead to R&D inefficiencies. We develop best practices and technology pilots to overcome common obstacles.

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