

Strengthening pipeline development through innovative licensing collaborations

Gavin Zealey

Sanofi Pasteur, Canada

Collaborations, partnerships and licenses to new products and technologies are core to the Sanofi pasteur vaccine pipeline. There are many possible deal structures (acquisitions/options/licenses/fee-for-service) to accommodate the needs of a variety of partners. Critical issues for the establishment and success of partnerships will be described to strengthen pipelines through innovative licensing.

Biography

Dr Gavin Zealey is Senior Director, Corporate Development at Sanofi pasteur. Sanofi pasteur is the vaccines business of the pharmaceutical company Sanofi and is a world leader in human vaccines.

Dr Zealey identifies opportunities for global licensing and acquisition of technologies used in the development of new products. He provides strategic and tactical evaluation of new business opportunities for vaccine product development, business partnerships, their technologies and alternatives to commercial relationships. He has negotiated many agreements, creating and managing commercial relationships.

He has a Ph.D. an MBA from the Kellogg School of Management, is registered to practice before the Canadian and US Patent Offices and is a Certified Licensing Professional.

gavin.zealey@sanofipasteur.com