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## Emerging partners for emerging markets: Utilizing regional vaccine licensing & technology transfer strategies

Steven M. Ferguson

NIH, USA

With the rise of vaccine manufacturers in countries such as China, India and other areas of the world, it is becoming increasingly apparent that it is longer an absolute requirement to rely upon a single company partner to develop a specific vaccine product on a global basis. Utilizing their substantial internal markets, growing manufacturing capacities and increased product development experience, regional vaccine manufacturers offer an “alternative” business development strategy for new technologies other than that of the “one size fits all” global multi-national firms. This strategy may be particularly useful where the medical needs may be more pressing in regional markets rather than in the typical U.S. and European pharmaceutical ones. In the area of vaccines, for example, the National Institutes of Health has been able to complete 14 agreements for six different products in India alone with multiple developmental partners with additional agreements completed with firms in China, Brazil, Vietnam and Korea. Attendees will gain a sense of how this regional licensing approach can work based upon the experience of the National Institutes of Health. Hopefully this will generate some creative ideas by attendees for their own product development projects and generate a faster global presence for their future vaccine products.

### Biography

Steven M. Ferguson currently serves as a Deputy Director and senior licensing professional for the NIH Office of Technology Transfer, the patent & licensing office for technologies arising from the NIH and FDA research programs. Mr. Ferguson holds Master's Degrees in Business Administration (George Washington University) and Chemistry (University of Cincinnati). A registered Patent Agent and a Certified Licensing Professional (CLP), Mr. Ferguson is also serves as Technology Transfer Department Chair at the Foundation for Advanced Education in the Sciences (FAES) Graduate School at NIH. Mr. Ferguson has published numerous articles on licensing and technology transfer. He has received the AUTM President's Award, the NIH Director's Award, the FAES Instruction Award and twelve NIH Merit Awards in recognition of his service and activities in the area of technology transfer.