

BIOFLASH

## Wanted: Foreign life science firms to partner with local hospitals

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At the largest annual event in the world for the biotechnology industry, three Bay State organizations announced the launch of a new web portal to connect life science companies around the world to partner with 16 of the state's world-leading academic hospitals.

The Massachusetts Clinical Innovation Gateway is the result of work by the Massachusetts Life Sciences Center, the Conference of Boston Teaching Hospitals and the University of Massachusetts Memorial Medical Center. Announced this morning at the BIO International Convention in Philadelphia, it's kind of like online dating for life science firms: International biotech, pharmaceutical and medical device firms can fill out a form detailing what they want in a partner, and copies of that form will then be sent to representatives from each of the 16 participating hospitals for consideration.



Hospitals that are taking part include most of the biggest ones in the state, such as Massachusetts General, Boston Children's, Brigham and Women's, Beth Israel Deaconess, Dana-Farber, [Boston Medical Center](#), Lahey, Mass. Eye and Ear, Tufts, UMass Memorial and others.

"We cannot and should not presume that potential partners know where to begin when trying to collaborate (with our teaching hospitals)," said John Erwin, executive director of the [Conference of Boston Teaching Hospitals](#), in an interview at BIO earlier today.

[John Barros](#), Boston's economic development chief, said that "in science as in life, the team wins the game," and encouraging collaborations with companies outside the state will lead to faster breakthroughs. Closer to home, he emphasized the potential boost to the Red Line corridor from Braintree to Somerville.

"This strengthens the entire life sciences corridor," he said.

This new tool will enable medical breakthroughs by offering companies in Massachusetts and throughout the world the opportunity to collaborate on product development and clinical studies with Massachusetts' world-renowned research hospitals," said Pamela Norton, MLSC vice president for industry relations and programs, in a statement. "We are excited about the collaborations that will result, the improvements in patient care that will follow, and the role that this new system will play in attracting even more global companies to the Massachusetts life sciences ecosystem."

*Doug Banks contributed to this story.*