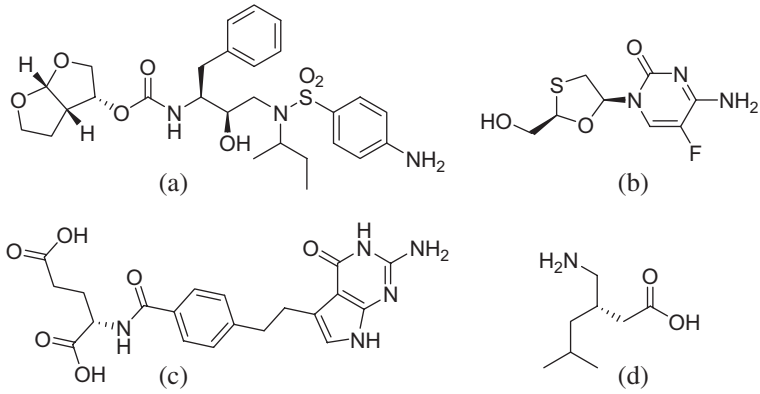

FIGURE 11.2 (a) Prezista® (Darunavir), (b) Emtriva® (Emtricitabine), (c) Alimta® (Pemetrexed), and (d) Lyrica® (Pregabalin).

same time, pharmaceutical companies have become far more interested in working with academic organizations to fill their pipelines with potential products. In the past, "of interest to an industrial partner" has been synonymous with "clinical candidate," but this is no longer the case. In fact, some pharmaceutical companies have been proactively seeking out interactions with the academic institutions. In 2012, for example, Merck established the California Institute for Biomedical Research (Calibr), an independent, non-profit academic institute dedicated to advancing the discoveries of academic scientists from around the world.[18] In a similar manner, Pfizer has established its "Centers for Therapeutic Innovation (CTI)" in Boston, New York, San Diego, and San Francisco with the expressed intent of collaborating with academic scientists.[19]

Other companies have taken a more hands-off approach. Eli Lilly's "Open Innovation Drug Discovery Program" provides academic scientists with the opportunity to submit compounds to an established set of *in vitro* screening assays. Eli Lilly provides biological screening data free of charge. If interesting results are identified, the academic scientists have the opportunity to engage the company to explore opportunities to move the program forward together or they can move forward on their own.[20] GSK's "Discovery Fast Track Challenge" [21] and "Discovery Partnerships with Academia (DPAc)" [22] also target academic scientists who believe their research has the opportunity to generate novel therapies for patients in need. In these programs, academic scientists submit a research proposal to a review board within GlaxoSmithKline that decides if the proposal is a match for their corporate interests and meets their scientific standards.

The long-term impact of academic drug discovery centers and academic–industry partnerships on the pharmaceutical industry remains