



CALL FOR RESEARCH PROPOSALS SANOFI INDIA RESEARCH AND DEVELOPMENT

In line with its commitment to establish cross-border partnerships with academic Indian researchers in life sciences, and to implement joint research and development activities, Sanofi India intends to select 4-5 promising research programs in life sciences, having the potential to be transformed into new, sustainable, eco-efficient and competitive products and technologies. These proposals will be reviewed and endorsed by an independent Steering Committee, comprising senior scientists, including **Professor Nirmal Ganguly**, **Professor Goverdhan Mehta**, and **Professor Virander Chauhan**.

The purpose of this advertisement is to implement a national call for submission of such R&D projects, from which the best opportunities will be selected by the Steering Committee.

The applications should fit to specific areas of interest that match both local medical needs in India and Sanofi's global R&D wish list of priorities, i.e.:

Oncology: head and neck, cervix, gall bladder cancer - mechanisms of resistance, recurrence, and metastasis.

Cardiovascular Disease: unique risk factor(s) establishment and mitigation; global prophylactic approach (e.g. polypill).

Diabetes: Indian diabetes phenotype definition, characterization; detection and prevention of complications (nephropathy and retinopathy).

Infectious diseases: tuberculosis and malaria - novel approaches to detect, monitor response and treat.

CNS: depression, epilepsy - disease/medical need definition, characterization and novel approaches.

Preference will be given to novel biology, novel assays, clear translatability to human disease (particularly projects that are based on studies on human disease tissues), early stage molecules; non-obvious insights into clinical history of disease, and novel methods to understand and ameliorate the condition.

Sanofi wishes to emphasize the following:

- All project partners will contribute to, and benefit from, an equitable and balanced cooperation
- Adequate protection for intellectual property rights used in, and generated during joint research and development, will be ensured
- Results of collaborative projects will be shared through a controlled process that protects and equitably allocates any intellectual property rights established during cooperation

The application process is two-phased with the Sanofi R&D Indian Office (SRDIO) as the central communication point for all applicants.

First, a pre-proposal should be submitted electronically, by email, to researchproposals@sanofi.com (no more than one A4 page, 11 point font) before July 31st, 2012.

The coordinators of pre-proposals which pass the first step will be invited to submit a full proposal to the Steering Committee, together with a short 1-page CV, giving 5 recent publications to support such proposal, by August 10th, 2012, at the latest. No full proposal will be accepted without previous submission of a pre-proposal.

Only pre-proposals meeting above eligibility criteria, per review and adjudication by an SRDIO Consortium, will be considered for subsequent evaluation of a full proposal.

For all full proposals reviewed by the Steering Committee, regardless of the decision, a written feedback will be provided by August 30th.

The evaluation criteria to be used by Sanofi and the Steering Committee for full proposals are:

- Relevance of the proposal to the aims of the call
- Scientific and technological quality
 - novel innovative research within the scientific scope of the call
 - scientific expertise and international competitiveness
 - scientific merit and feasibility, taking into account the state of the art
 - incremental medical value
 - clear evidence of translatability (e.g. evidence of the mechanism in human diseases, early validation of the pathway and molecular target, full understanding of the MOA, innovation in experimental and trial designs)
 - anticipated level of collaborative interaction between the groups and Sanofi R&D: added value and the necessity of executing the project at a transnational level
- Economic and social perspective
 - potential of the expected results for industrial application, including knowledge about the current patent situation
 - environmental and ethical issues
 - integration into the whole value-added chain, e.g. industrial exploitation