DRIVE-AB Survey for small and medium biopharmaceutical companies

Thank you for taking approximately 30 minutes to complete this survey.

The data from this survey will be held strictly confidential. Only seven individuals will have access to the raw data. They are: Enrico Baraldi, Francesco Ciabuschi, Carl Anderson Kronlid, Olof Lindahl and Christopher Okhravi (all of Uppsala University) and Jens Plahte and Christine Årdal (of the Norwegian Institute of Public Health). The anonymous, summarized results will be published as well as used as inputs into quantitative simulations to test different incentives. We will send you a copy of the paper when it is published. No organization will be identifiable within the published article.

Your participation, of course, is completely voluntary and has no impact on any interaction with the DRIVE-AB project, its partners, the EU or any government.

In this survey we often refer to your "lead antibacterial project". Please choose one antibacterial project that has to date been one of your company's primary R&D efforts.

primary reed errores.	
Please start by answering the question below.	
1) Can you please indicate the name of the antibacterial company you re	present?
<u></u>	
2) What year was your company established?	
3) How many full-time equivalent employees does your company employ	today?
O 1-5	
O 6-10	
O 11-50	
O 51-100	
O More than 100	
$\ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ $	
O I don't know	
<u>⇒</u>	
4) st What type of antibacterial approach is your company pursuing? Plea	se choose as many cate
☐ Small molecule	
☐ Antibody	
☐ Preventive vaccine	
☐ Phage-based	
☐ Anti-virulence	
\square Adjunctive therapy	
Other	
☐ I don't know	
5) st Which of the following health applications is your company focusing	on?
Only human health	
O Both human and animal health	

O Hum	an, animal and envi	ommoned modien					
O Othe	r						
O I do	n't know						
<u>_</u>							
	14 what share of	your R&D budget	was outsour	ced to other o	rganizal	ions?	
O Less	than 25%						
0 26-5	0%						
O 51-7	5%						
O More	than 75%						
O We d	lo not outsource our	· R&D.					
Othe	r						
O I do	n't know						
<u>L</u>							
7) What	was the annual re	evenue of your co	mpany in 20	14?			
○ € 1 -	99,000						
○ € 10	0,000 - 299,000						
○ € 30	0,000 - 1 million						
O More	than € 1 million						
O We	lo not yet have reve	nues.					
O Othe	r						
O I do	n't know						
O Yes	our company a sp	in-off from a univ	ersity or res	earch institute	e?		
8) * Is y O Yes O No	your company a sp n't know	in-off from a univ	ersity or res	earch institute	a?		
8) * Is y O Yes O No		nin-off from a univ	ersity or res	earch institute	e?		
8) * Is y Yes No I do	n't know	nin-off from a univ		earch institute	e?		
8) * Is y Yes No I do	oox is shown in			earch institute	a?		
8) * Is y Yes No I do	oox is shown in	1 preview only	• b be shown:		2?		
8) * Is y ○ Yes ○ No ○ I don This I The follo	oox is shown in wing criteria must be ful If "Is your comparate of the c	n preview only	• b be shown:		2?		
8) * Is y Yes No I do	oox is shown in wing criteria must be ful If "Is your comparate of the c	1 preview only	• b be shown:		2?		
8) * Is y Yes No I do This I The follo ()	oox is shown in wing criteria must be ful If "Is your comparate of the c	1 preview only filled for this question to any a spin-off from a uni	• b be shown:		2?		
8) * Is y Yes No I do This I The follo ()	OOX is shown in wing criteria must be full If "Is your compart of the shown in th	1 preview only filled for this question to any a spin-off from a uni	• b be shown:		2?		
8) * Is y Yes No I do This I The follo ()	OOX is shown in wing criteria must be full If "Is your compart of the shown in th	1 preview only filled for this question to any a spin-off from a uni	• b be shown:		2?		
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Yes No I do This I The follo () 9) Whice	DOX is shown in wing criteria must be full a life "Is your compart of a life "Yes" h university or insert of the compart of t	n preview only filled for this question to any a spin-off from a unititute(s)?	• be shown: iversity or resear		2?		
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Yes No I do This I The follo This I The follo	DOX is shown in wing criteria must be full a lif "Is your comparate equals "Yes" The university or instance in the comparate wing criteria must be full a lif "Is your comparate equals "Yes"	n preview only filled for this question to any a spin-off from a uni titute(s)? n preview only filled for this question to	• be shown: iversity or resear • be shown:	ch institute? "	2?		
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	is shown in provisor only]
	is shown in preview only.	
	criteria must be fulfilled for this question to be shown:	
	 If "Do IP (intellectual property) requirements in relation to this university (ies)/institute(s) represent an obstacle to pursuing your company goals? " equals "2 - Almost no obstacles" 	
	or If "Do IP (intellectual property) requirements in relation to this university (ies)/institute(s) represent an obstacle to pursuing your company goals? " equals "4 - Major obstacles" or	
	If "Do IP (intellectual property) requirements in relation to this university (ies)/institute(s) represent an obstacle to pursuing your company goals?" equals "3 - Some obstacles"	
.1) In whic	h sense do IP issues represent an obstacle, if applicable?	
	^	
<u> </u>	~	
This box	is shown in preview only.]
The following	criteria must be fulfilled for this question to be shown:	
	 If "Is your company a spin-off from a university or research institute? " equals "<#na#>I don't know" or 	
	• If "Is your company a spin-off from a university or research institute? " equals "No"	
•)		
.2) Is your	company a spin-off from a large, multinational pharmaceutica	al company?
O Yes		
○ No		
○ I don't k	now	
\$		
This box	is shown in preview only.]
	criteria must be fulfilled for this question to be shown:	
• (criteria mase be raininea for this question to be shown.	
	 If "Is your company a spin-off from a large, multinational pharmaceutical company? " equals "Yes" 	
.3) Which p	pharmaceutical company?	1
<u> </u>		_
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The following	criteria must be runnied for this question to be shown.	
The following • (If "Is your company a spin-off from a large, multinational pharmaceutical company? " equals "Yes" 	
The following ()	• If "Is your company a spin-off from a large, multinational pharmaceutical	ceutical company

O 4 - Major obstacles		
5 - Extreme obstacles		
O I don't know		
1		
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The following criteria must be fulfilled for this question to be	e shown:	
• (to in relation to this	
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 If "Do IP (intellectual property) requirement pharmaceutical company represent an obsta 		
goals? " equals "3 - Some obstacles" or		
 If "Do IP (intellectual property) requirement pharmaceutical company represent an obsta 		
goals? " equals "2 - Almost no obstacles" •)		
15) In which sense do IP issues represent an	obstacle, if applicable?	
	^	
	•	
□		
16) * How many antibacterial LEADS is your c	ompany currently pursuing?	
	. ,	
0 0		
O 1 - 10		
O 11 - 50		
O More than 50		
O Other		
O I don't know		
17) * How many antibacterial PROJECTS is yo	ur company currently pursui	ng?
0 1	. ,	
○ 2 ○ 3		
O More than 3		
O Other		
O I don't know		
O I don't know		
18) st What is the source of your company's le	ad antibiotic project? Please	check all that apply.
☐ Own research		
☐ Academic research		
☐ Research from a research institute		
\square Research from another pharmaceutical compan	ıy	
☐ Other		
☐ I don't know		
→ · · · · · · · · · · · · · · · · · · ·		
19) What share of your company's financial re	esources in 2014 were dedica	ted to your lead anti
O Less than 25%		
O 26 - 50%		
O 51 - 75%		

_			
O I don't k	now		
<u>L</u>			
20) Is your	company's lead antibacterial project taking a	broad or a narr	ow spectrum appr
O Broad s	ectrum (both gram positive AND gram negative)		
$\bigcirc \ {\tt Narrow}$	pectrum (gram-positive OR gram-negative)		
O Pathoge	n specific		
O Too earl	to know		
O Not app	icable		
Other _			
O I don't k	now		
This box	is shown in preview only.]
	criteria must be fulfilled for this question to be shown:		
• (4		
`	 If "Is your company's lead antibacterial project taking a bro spectrum approach?" equals "Broad spectrum (both gram 		
•)	negative)"	F g	
,			
21) Please	specify the range of this spectrum.		
ПА			
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This box The following • (•) 22) Please 23) What d A novel	criteria must be fulfilled for this question to be shown: If "Is your company's lead antibacterial project taking a brospectrum approach? " equals "Narrow spectrum (gram-posinegative)" Or If "Is your company's lead antibacterial project taking a brospectrum approach? " equals "Pathogen specific" specify which pathogen(s) it is targeting. egree of novelty does your lead antibacterial polacies of action	oad or a narrow	nt?
This box The following • (•) 22) Please 23) What d ○ A novel ○ Novel m	criteria must be fulfilled for this question to be shown: If "Is your company's lead antibacterial project taking a brospectrum approach? " equals "Narrow spectrum (gram-posinegative)" Or If "Is your company's lead antibacterial project taking a brospectrum approach? " equals "Pathogen specific" specify which pathogen(s) it is targeting. egree of novelty does your lead antibacterial polacies of action	oad or a narrow	nt?
This box The following • (•) 22) Please 23) What d A novel Novel m Known c	criteria must be fulfilled for this question to be shown: If "Is your company's lead antibacterial project taking a bro spectrum approach? " equals "Narrow spectrum (gram-posi negative)" or If "Is your company's lead antibacterial project taking a bro spectrum approach? " equals "Pathogen specific" specify which pathogen(s) it is targeting. egree of novelty does your lead antibacterial process ode of action lass	oad or a narrow	nt?
This box The following • (•) 22) Please 23) What d A novel Novel m Known c Other	criteria must be fulfilled for this question to be shown: If "Is your company's lead antibacterial project taking a bro spectrum approach? " equals "Narrow spectrum (gram-posi negative)" or If "Is your company's lead antibacterial project taking a bro spectrum approach? " equals "Pathogen specific" specify which pathogen(s) it is targeting. egree of novelty does your lead antibacterial process ode of action lass	oad or a narrow	nt?

○ No	
- 110	
○ Ideally	
O Other	
O I don't know	
<u></u>	
25) Does your lead antibacterial project focus on:	
O Non-resistant bacteria	
$\ensuremath{\bigcirc}$ Resistant bacteria that have not yet reached the level of mul	ti-drug
resistance	
O Multi-drug resistant bacteria	
O Other	
O I don't know	
<u>_</u>	
26) * Which market segment is your company targeting? I	Please select all that apply.
Community / General Practitioner	
Hospital	
□ Other	
☐ I don't know	
27) What stage does your company AIM to COMPLETE befo	ore out-licensing or selling your lead
	are out meaning of Jenning , our near
C Lead compound optimization	
O Preclinical testing	
O Clinical trials Phase I	
O Clinical trials Phase II	
O Clinical trials Phase III	
O Regulatory approval	
We intend to commercialize the product.	
O Other	
O I don't know	
	or its lead antibacterial project? Plea
	or its lead antibacterial project? Plea
28) Which stages has your company ALREADY completed f Lead compound identification	or its lead antibacterial project? Plea
28) Which stages has your company ALREADY completed f	or its lead antibacterial project? Plea
28) Which stages has your company ALREADY completed f	or its lead antibacterial project? Plea
28) Which stages has your company ALREADY completed f Lead compound identification Lead compound optimization	or its lead antibacterial project? Plea
28) Which stages has your company ALREADY completed f Lead compound identification Lead compound optimization Preclinical testing	or its lead antibacterial project? Plea
28) Which stages has your company ALREADY completed for Lead compound identification Lead compound optimization Preclinical testing Clinical trials Phase I	or its lead antibacterial project? Plea
28) Which stages has your company ALREADY completed in Lead compound identification Lead compound optimization Preclinical testing Clinical trials Phase I Clinical trials Phase II Clinical trials Phase III Regulatory approval	or its lead antibacterial project? Plea
28) Which stages has your company ALREADY completed f Lead compound identification Lead compound optimization Preclinical testing Clinical trials Phase I Clinical trials Phase II Clinical trials Phase III	or its lead antibacterial project? Plea
28) Which stages has your company ALREADY completed in Lead compound identification Lead compound optimization Preclinical testing Clinical trials Phase I Clinical trials Phase II Clinical trials Phase III Regulatory approval	or its lead antibacterial project? Plea
28) Which stages has your company ALREADY completed in Lead compound identification Lead compound optimization Preclinical testing Clinical trials Phase I Clinical trials Phase II Clinical trials Phase III Regulatory approval Other	or its lead antibacterial project? Plea
28) Which stages has your company ALREADY completed in Lead compound identification Lead compound optimization Preclinical testing Clinical trials Phase I Clinical trials Phase II Clinical trials Phase III Regulatory approval Other I don't know	or its lead antibacterial project? Plea
28) Which stages has your company ALREADY completed to Lead compound identification Lead compound optimization Preclinical testing Clinical trials Phase I Clinical trials Phase III Regulatory approval Other I don't know	or its lead antibacterial project? Plea
28) Which stages has your company ALREADY completed for Lead compound identification Lead compound optimization Preclinical testing Clinical trials Phase I Clinical trials Phase II Clinical trials Phase III Regulatory approval Other I don't know This box is shown in preview only. The following criteria must be fulfilled for this question to be shown:	or its lead antibacterial project? Ple
28) Which stages has your company ALREADY completed in Lead compound identification Lead compound optimization Preclinical testing Clinical trials Phase I Clinical trials Phase II Clinical trials Phase III Regulatory approval Other I don't know This box is shown in preview only. The following criteria must be fulfilled for this question to be shown: I make the following criteria must be fulfilled for this question to be shown: I make the fulfilled for this question to be shown: I make the fulfilled for this question to be shown:	its lead
28) Which stages has your company ALREADY completed for Lead compound identification Lead compound optimization Preclinical testing Clinical trials Phase I Clinical trials Phase III Regulatory approval Other I don't know This box is shown in preview only. The following criteria must be fulfilled for this question to be shown: (its lead

O Less than 6 months	
○ 6 months – 1 year	
1 year – 2 years	
2 - 4 years	
5 years or more	
O Other	
O I don't know	
>	
This box is shown in preview only.	
The following criteria must be fulfilled for this question to be shown:	
• (
 If "Which stages has your company ALREADY completed for its lead antibacterial project? Please check all that apply." equals "Lead compound 	
identification "	
•)	
20) C	
30) Compared to your company expectations at the beginning of Lead	Compound Identificatio
O 1 - Much shorter than expected	
2 - Slightly shorter than expected	
O 3 - As long as expected	
0 4 - Slightly longer than expected	
5 - Much longer than expected	
O Other	
○ I don't know	
\$	
This box is shown in preview only.	
The following criteria must be fulfilled for this question to be shown:	
• (
 If "Which stages has your company ALREADY completed for its lead antibacterial project? Please check all that apply." equals "Lead compound 	
identification " •)	
- ,	
31) How much did it cost your company to complete Lead Compound I	dentification for your le
○ Less than € 100,000	
○ £ 100,001 - € 250,000	
○ € 250,001 - € 500,000 ○ 6 500,001 - € 000,000	
○ € 500,001 - € 999,999	
O More than € 1,000,000	
Other	
O I don't know	
ц.	
This have is above in accordant only	\neg
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The following criteria must be fulfilled for this question to be shown:	
The following criteria must be fulfilled for this question to be shown: • (• If "Which stages has your company ALREADY completed for its lead	1 1
The following criteria must be fulfilled for this question to be shown: • (• If "Which stages has your company ALREADY completed for its lead antibacterial project? Please check all that apply." equals "Lead compound"	
The following criteria must be fulfilled for this question to be shown: • (• If "Which stages has your company ALREADY completed for its lead	
The following criteria must be fulfilled for this question to be shown: • (• If "Which stages has your company ALREADY completed for its lead antibacterial project? Please check all that apply." equals "Lead compound identification"	
The following criteria must be fulfilled for this question to be shown: • (• If "Which stages has your company ALREADY completed for its lead antibacterial project? Please check all that apply." equals "Lead compound identification"	Compound Identificatio
The following criteria must be fulfilled for this question to be shown: • (• If "Which stages has your company ALREADY completed for its lead antibacterial project? Please check all that apply." equals "Lead compound identification" •) 82) Compared to your company expectations at the beginning of Lead	Compound Identificatio
The following criteria must be fulfilled for this question to be shown: • (• If "Which stages has your company ALREADY completed for its lead antibacterial project? Please check all that apply." equals "Lead compound identification" •)	Compound Identificatio

O 3 - As much as expected	
O 4 - Slightly more than expected	
5 - Much more than expected	
Other	
O I don't know	
▼I. t	\neg
This box is shown in preview only.	
The following criteria must be fulfilled for this question to be shown:	
 (If "Which stages has your company ALREADY completed for its lead 	
antibacterial project? Please check all that apply." equals "Lead compound optimization"	
•)	
3) How long did it take your company to complete Lead Compound Op	timization for your lead
•	initiation for your load
Consents 1 years	
0 6 months – 1 year	
1 year – 2 years	
2 - 4 years	
5 years or more	
Other	
O I don't know	
▶	_
 If "Which stages has your company ALREADY completed for its lead antibacterial project? Please check all that apply." equals "Lead compound optimization") 	
4) Compared to your company expectations at the beginning of Lead C	 Compound Optimization
1 - Much shorter than expected	
2 - Slightly shorter than expected	
3 - As long as expected	
4 - Slightly longer than expected	
5 - Much longer than expected	
Other	
○ I don't know	
This box is shown in preview only.	7
The following criteria must be fulfilled for this question to be shown:	
• (
 If "Which stages has your company ALREADY completed for its lead antibacterial project? Please check all that apply." equals "Lead compound 	
optimization " •)	
5) How much did it cost your company to complete Lead Compound Op	ptimization for your lea
5) How much did it cost your company to complete Lead Compound Op $\bigcirc \ Less than \in 1 \ million$	ptimization for your lea
	ptimization for your lea
O Less than € 1 million	ptimization for your lea
Less than € 1 million€ 1 million - € 5 million	ptimization for your lea
 Less than € 1 million € 1 million - € 5 million € 5 million - € 10 million 	ptimization for your lea

T1: 1 - 1		7
inis bo	x is shown in preview only.	
The following	g criteria must be fulfilled for this question to be shown:	
• (If "Which stages has your company ALREADY completed for its lead	
	antibacterial project? Please check all that apply." equals "Lead compound optimization"	
•)	- Control of the Cont	
36) Compa	red to your company expectations at the beginning of Lead Co	_ ompound Opt
O 1 - Muc	h less than expected	
_	ntly less than expected	
_	nuch as expected	
O 4 - Sligh	ntly more than expected	
O 5 - Muc	h more than expected	
O Other		
O I don't l	know	
<u> </u>		
This box	x is shown in preview only.	
	g criteria must be fulfilled for this question to be shown:	
• (, criteria mast be rainica for this question to be shown.	
,	 If "Which stages has your company ALREADY completed for its lead antibacterial project? Please check all that apply." equals "Preclinical testing" 	
•)		
○ 6 month	ns – 1 vear	
0 6 month		
O 1 year -	- 2 years	
_	- 2 years ears	
0 1 year -	- 2 years ears	
1 year -2 - 4 ye5 years	- 2 years ears or more	
 1 year - 2 - 4 years 5 years Other I don't lead 	- 2 years ears or more	
1 year - 2 - 4 ye 5 years Other I don't l	- 2 years ears or more know	7
1 year - 2 - 4 ye 5 years Other I don't l	- 2 years ears or more know x is shown in preview only.	
1 year - 2 - 4 ye 5 years Other I don't l	- 2 years ears or more know x is shown in preview only. g criteria must be fulfilled for this question to be shown:	
1 year - 2 - 4 year 5 years Other I don't l This box	- 2 years ears or more know x is shown in preview only.	
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	to the next phase? " equals "More than 75 %" or
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65) Can yo Less tha € 500,000 € 1 milli € 5 milli More tha Other I don't k This book The following	or If "How much total external financing has your company received to date?" equals "€ 1 million - € 5 million" of LOA n € 500,000 n ← 1 million n ← 5 million on - € 5 million on - € 5 million on - € 50 million lion - € 50 million now c is shown in preview only. criteria must be fulfilled for this question to be shown: If "How much total external financing has your company received to date?" equals "Less than € 500,000" or If "How much total external financing has your company received to date?" equals "€ 500,000 - € 1 million" or or
65) Can yo Less tha € 500,000 € 1 milli € 5 milli More tha Other I don't k This book The following	If "How much total external financing has your company received to date?" equals "€1 million - €5 million" of LOA n € 500,000 n - € 1 million n - € 5 million n - € 50 million n - € 50 million n - € 50 million finance 50 million on - € 1 million on - € 20 million on - € 20 million on - € 50 million on - € 50 million" or o
65) Can yo Less tha € 500,000 € 1 milli € 5 milli More tha Other I don't k This book The following	If "How much total external financing has your company received to date?" equals "€ 1 million - € 5 million" of LOA n € 500,000 n - € 1 million on - € 5 million on - € 20 million lion - € 50 million an € 50 million on - € 1 million on - € 50 million on - € 1 million on - € 20 million lion - € 50 million on - € 50 million

	• If "How much total external financing has your company received to date? " equals "€ 20 million - € 50 million"
	or If "How much total external financing has your company received to date? "
•)	equals "€ 1 million - € 5 million"
66) Can you	ı please specify how much your company has received in the form of EQUITY-DI
O Less that	
_	10 - € 1 million
_	on - € 5 million
_	on - € 20 million
	ion - € 50 million
	n € 50 million
Other	THE SO THINION
O I don't k	nouv
U T doil (K	IOW
	nare of equity is still retained today by the company's founders?
0 - 25 %	
0 26 - 50	
0 51 - 75	
0 76 - 99	
_	is still retained by the company's founders.
O Other	A S Sain recained by the company 5 founders.
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0 1 to 6 m	
7 months1 to 3 year	
	n 3 years
Other	ii 3 years
O I don't k	nouv
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<u></u>	
	our company have a specific Net Present Value (NPV) target?
O Yes	
O No	
Other _	
O I don't k	now
<u>L</u>	
This box	is shown in preview only.
	criteria must be fulfilled for this question to be shown:
• (
	• If "Does your company have a specific Net Present Value (NPV) target? " equals "Yes"
•)	
70) What is	your company's target for NPV?
	∨

\$.
This box is	s shown in	preview	only.				
The following crit	teria must be fulf	illed for this que	stion to be	shown:			
	f "Does your com equals "No"	ipany have a spe	ecific Net P	resent Value (NPV) target?	"	
•)							
71) What are	your compan	ıy's reasons	for not	using a NP	V target?		
					<u> </u>		
<u>_</u>							
72) How impo	ortant have th	ne following	perform	nance metr	ics been in	secur	ring financing for
	1 - Totally	2 - Somewhat	3 -	4 - Somewhat	5 - Extremely	I don't	
D (1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1		unimportant					
Profitability (NPV, ROI or	0	0	\circ	0	0	\circ	
other similar indicators)		O		O	0		
Time to exit		\circ			\circ	\sim	
(either IPO or acquisition)	O	0	0	0	0	0	
Time to regulatory	0	0	0	0	0	0	
approval	0			\sim	\circ		
<u>_</u>							
☐ Exit by IPO☐ Exit by acq	uisition						
☐ Exit by out	-licensing ategy - We pla	n to commore	rializa au	r products			
Other	ategy - we pia	ii to commerc	lalize ou	products.			
☐ I don't kno	w						
<u></u>							
74) How impo	ortant are col	laborations	with the	following	partners f	or vou	r company?
		2 -		4 -	5 -	I	
	1 - Totally	Somewhat unimportant	3 - Neutral	Somewhat	Extremely	don't	
Academic labs	_	_	_			_	
or research institutes	0	0	0	0	0	0	
Incubators	0	0	0	0	0	0	
Contract							
Research Organizations (CROs)	0	0	0	0	0	0	
Large, multinational	^				_	_	
pharmaceutical companies	0	O	0	0	0	0	
Diagnostic	0	0	0	0	0	0	
companies Hospitals and	0	-	0		-	_	
clinical centers	0	0	0	0	0	0	
<u>u</u>							
							1

5) Has your company ever collaborated with any of the following partners?	Please check all tha
Academic labs or research institutes	
☐ Incubators	
☐ Contract Research Organizations (CROs)	
\square Large, multinational pharmaceutical companies	
☐ Diagnostic companies	
☐ Hospitals and clinical centers	
Other	
I don't know	
6) Which of the following incentives would most assist your company in de	veloping new antiba
\square A stronger pipeline of antibiotic candidates coming from academia/research astitutes	
\square Significant new grant funding from governments, foundations or patient dvocacy groups	
\square Value-based pricing for antibiotics and antibiotic alternatives	
Direct grants for pre-clinical and clinical development from Private-Public lartnerships (PPPs), such as BARDA	
\square Tax credits for 50% of clinical development costs (fully refundable)	
\square Advance market commitments (AMCs) that guarantee a market for a pecified product	
☐ Faster approvals by EMA/FDA	
☐ Dramatically lower costs of clinical development	
Significant financial prizes upon registration or for specific milestones	
\square Significantly improved reimbursement for new, powerful antibiotics	
\square Post-approval payments to recoup the costs of global registration and stablishing a manufacturing base	
\square 5 years of additional exclusivity after patent expiration (i.e., years 21-25)	
Patent tolling (extending the patent life to compensate for periods held off he market until resistance to other products develops)	
□ Other	
☐ I don't know	
7) Is there anything else that you would like to tell us?	
Y	
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