

Explore partnering with Sanofi Pasteur

Building on its history of successful collaborations, Sanofi Pasteur, the vaccines global business unit of Sanofi, is seeking partners with a common drive for excellence and pursuit of innovation.

Not only is Sanofi Pasteur at the forefront of conquering newly targeted diseases, but the company is also leading the way in expanding immunization across all age groups, including adolescents and the elderly. This leadership has translated into outstanding success in the industry.

Sanofi Pasteur is interested in partners who will share in the pursuit of innovation and the company's drive for excellence while becoming a part of its market success story. "We welcome the opportunity to evaluate technologies related to the development and production of human vaccines, both prophylactic and therapeutic, including vaccines for chronic infectious diseases," said Roman Chicz, global head of external research and development.

Sanofi Pasteur is improving global human health by the discovery, development, manufacture and supply of vaccines for the prevention and treatment of infectious diseases. Sanofi Pasteur's vaccine to prevent dengue fever is now licensed in several countries. Dengue is a threat to about half of the world's population and a health priority in many countries of Latin America and Asia where epidemics occur. Currently, there is no specific treatment available for dengue fever.

Sanofi Pasteur has a strong commitment to the establishment of research and development partnerships with major universities, research institutes, government agencies, biotechnology companies, non-government organizations and contract research



Fig. 1 | Patient receiving their annual flu shot.

Sanofi Pasteur is interested in potential partnering opportunities in the field of active and passive human immunization for infectious diseases, as well as technologies that support product development and industrial performance, including the following areas:

Vaccines, monoclonal antibodies and supporting technologies for prevention and treatment of infectious diseases

- Novel antigens and methods for antigen discovery and characterization
- Vaccine vectors suitable for nasal or oral use
- New ways to administer vaccines
- Carrier proteins and protein-polysaccharide conjugation methods or alternative technologies

Agents to enhance vaccine immune responses

- Adjuvants and immunomodulators
- Vaccine vectors and delivery systems intended to enhance or modify immune responses
- Biological and immunological studies to further characterize adjuvants and immunomodulators

Characterization and assay of immune responses and disease markers

- Animal models of human diseases
- Biological markers for evaluating the efficacy of prophylactic or therapeutic interventions
- In vitro, ex vivo and 3D models of human tissues, including the immune system
- Epidemiological studies relevant to the use of vaccines and immunotherapeutics

Tools for improving vaccine and monoclonal antibody research, development and production

- Development and application of new technologies in the areas of genomics and proteomics
- Artificial intelligence, machine learning and machine vision
- Technology for the study of B cell immunology and immunosenescence
- Prokaryotic or eukaryotic cell lines for antigen production
- Fermentor and bioreactor technology
- Disposable systems
- Downstream processing, purification and aseptic filling processes
- Process automation
- Preservatives and stabilizers
- Nonionic detergents
- Anti-counterfeiting technology

organizations. The company's collaborations cover virtually all aspects of vaccine development, including early-stage research.

Examples of current partnerships and technology investments include a protective mAb against respiratory syncytial virus (RSV) infection in infants; vaccine candidates against RSV, herpes simplex virus, *Streptococcus pneumoniae* and broadly protective influenza; pediatric combination vaccines; large-scale cell-culture-based virus production; adjuvants and immunomodulators; conjugate vaccine production; and vaccine delivery systems.

A company that partners with Sanofi Pasteur interacts with a multidisciplinary team with years of experience in working to ensure that partnerships are executed successfully and are nurtured for the mutual benefit of all parties.

This approach utilizes the value-added Sanofi Pasteur alliance management capability, which focuses on the relationship by the facilitation of open communication, trust, understanding and clear expectations across the project lifespan.

Combined with the technical competency of the alliance, this balance provides a well-rounded environment in which novel technologies can flourish. Currently, 100% of our preclinical portfolio and ~65% of our clinical portfolio has a partnering component.

Sanofi Pasteur welcomes information about new partnership opportunities. Each opportunity is carefully evaluated and reviewed by its dedicated team.

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