

Case Study

Facilities and support for businesses: Saretius Ltd

Key Facts

- Saretius is a UK-based company offering services required by the drug discovery and drug development process.
- Saretius required access to office space and fully equipped highly specialised laboratories.
- The leasable areas of the University of Reading campus offer prime opportunities for entrepreneurial companies to grow.
- Saretius moved to University premises in 2008 on a flexible short term contract.
- By 2010 Saretius was looking into taking up extra space and to engage in student placements and KTPs.
- The flexibility of the services and space offered by the University as well as the attitude of the University staff has contributed to the early success of Saretius.

The Client

Saretius Ltd is a UK-based company offering services required by the drug discovery and drug development process, covering therapeutic areas such as pain, obesity, diabetes and CNS disorders.

Saretius offers a unique service by integrating different aspects of drug assessment which help to accelerate the drug discovery process and can be tailored for the individual client's needs.

Saretius also provides intellectual input to guide its clients through a plan of action.

Background Information

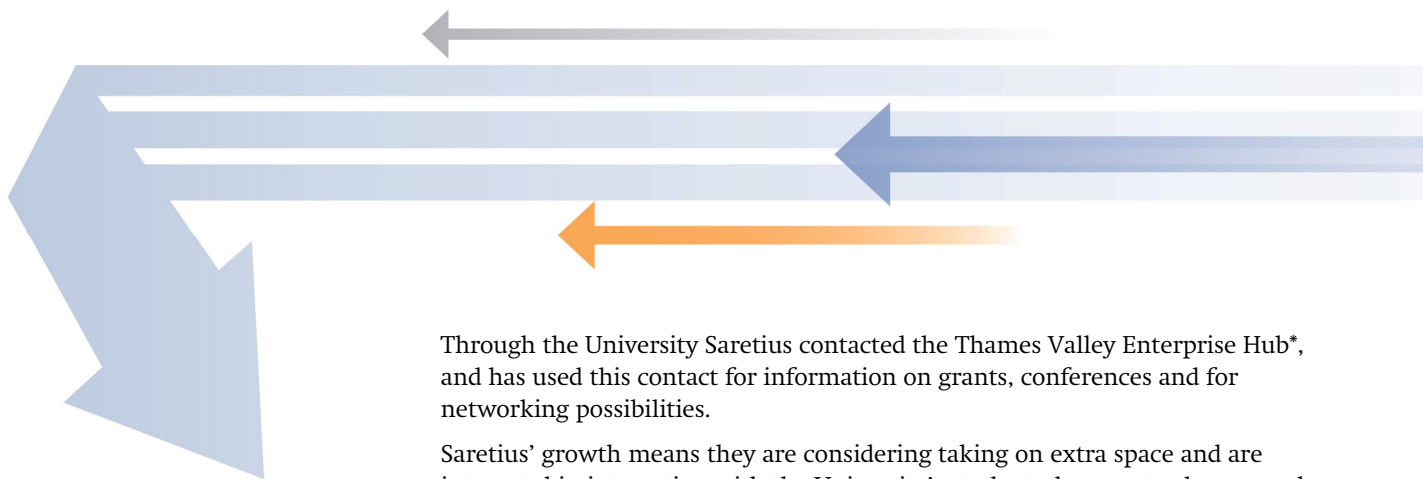
The founders of Saretius wanted to form a company that conducts contract research and provides support to companies in the biotech and pharmaceutical industries. To achieve this Saretius required access to highly specialised laboratories; however, as a recent start-up business, was unable to commit to the length and expense of traditional rental agreements.

Already aware of the University of Reading, Saretius approached the University to enquire about temporary laboratory space, but also with a view to collaborating with the University, especially those academics working within common therapeutic areas.

The founders of Saretius were keen to work with the University as they recognised the synergy between the work Saretius conducted, the companies it worked for and the University.

Interactions with the University

Saretius moved into the University in October 2008 on a flexible short term contract, renting office space and fully equipped highly specialised laboratories, as well as a virtual address at the Science and Technology Centre (STC). As virtual tenants of the STC, Saretius are able to use the facilities, including meeting rooms and client facing areas.



Through the University Saretius contacted the Thames Valley Enterprise Hub*, and has used this contact for information on grants, conferences and for networking possibilities.

Saretius' growth means they are considering taking on extra space and are interested in interacting with the University's student placement schemes and Knowledge Transfer Partnerships.

Benefits to the Client

The leasable areas of the University offer prime opportunities for entrepreneurial companies, and the flexibility and affordability of the leasing terms ensure that tenants like Saretius have the ability to develop and grow. These factors have also allowed Saretius to price their services competitively.

The flexibility of the services and the space offered by the University, as well as the positive attitude of the University staff, have been important contributing factors in Saretius' early success.

Interaction with the Thames Valley Enterprise Hub and access to other business support mechanisms has also been of benefit to Saretius.

Additional business support

Business Support is available to companies locating at the University through South East Business Innovation and Growth; a Regional Development Agency sponsored initiative which offers comprehensive practical support to innovative businesses that have the potential and the ambition to develop into high-growth enterprises. They offer business planning and support, mentoring, high growth coaching and advice and support on investor readiness and access to finance. www.innovationgrowth.co.uk/thamesvalley



'A very positive atmosphere.... the other thing is obviously the facilities - because it is a specialist type of laboratory, and the University staff's attitude about how we go about using them is very flexible.'

Director
Saretius

* relaunched in 2009 as South East Business Innovation and Growth (SEBIG)

University of Reading

The University of Reading is a world-class research-intensive university covering a broad spectrum of disciplines across the Life and Physical Sciences, Arts and Humanities, Social Sciences and Henley Business School. Areas of particular strength include: Climate Systems Science, Preventative and Therapeutic Health Sciences, Sustainable Construction and Environments and Computational Science and Informatics.

The University works with businesses providing support for research and development, as well as access to expertise and equipment to solve business challenges.