

## Knowledge Transfer Partnerships

### KTP BENEFITS

Knowledge Transfer Partnerships are designed to benefit everyone involved

- 🔄 Businesses will acquire new knowledge and expertise
- 🔄 KTP Associates will gain business-based experience and personal development opportunities
- 🔄 University, college or research organisation will bring their experience to enhance the business relevance of their research and teaching

A DTI Business Support Solution

<http://www.dti.gov.uk/ktp/>

# BIOFORCE (UK) LTD KTP COMPLEMENTS CLINICAL TRIALS

### ABOUT THIS CASE STUDY

THE AIM OF THIS KTP PROJECT BETWEEN BIOFORCE (UK) AND QUEEN MARGARET UNIVERSITY COLLEGE (QMUC), EDINBURGH, WAS TO ESTABLISH AN IN-HOUSE CLINICAL TRIAL CAPABILITY TO TAKE HERBAL PRODUCTS THROUGH SCIENTIFIC SCRUTINY AND LICENSING TO THE MAINSTREAM PHARMACEUTICAL MARKET PLACE.

### ABOUT THE SPONSOR

THE DEPARTMENT FOR TRADE AND INDUSTRY (DTI)

THE DTI DRIVES THE AMBITION OF 'PROSPERITY FOR ALL' BY WORKING TO CREATE THE BEST ENVIRONMENT FOR BUSINESS SUCCESS IN THE UK. THE DTI HELP PEOPLE AND COMPANIES BECOME MORE PRODUCTIVE BY PROMOTING ENTERPRISE, INNOVATION AND CREATIVITY.

### FAST FACTS

- 🔄 A new clinical trial department - the first of its kind in the UK - was established at Bioforce
- 🔄 Academic partners gained awareness of phytotherapeutic products and clinical trial design and implementation
- 🔄 QMUC broadened its experience with industry
- 🔄 Increased profiles for QMUC and Bioforce in the field of complementary medicine
- 🔄 Both Associates successfully completed PhDs

## The Company



"We are delighted to have had QMUC as our partner on this project. The work completed in Edinburgh added to our knowledge of herbs and other research projects carried out internationally."

Dr Jen Tan, Managing Director, Bioforce (UK) Ltd

**Bioforce is Europe's leading manufacturer of herbal remedies, including Echinaforce, which is the top selling herbal remedy in Britain and Ireland. The company was founded by Alfred Vogel, a Swiss nutritionist, herbalist and naturopath who devoted his life to the philosophy of living 'In Harmony with Nature'.**

### ABOUT THE PROJECT

Academics helped to develop a new clinical research department at Bioforce. This plays

a strategic role in the company's development and provides the clinical proof necessary to comply with European regulations on the safety and efficacy of phytotherapeutic products.

### BENEFITS

Bioforce developed expertise in the design of clinical trials, the relevant documentation, subject recruitment and data analysis. The company also developed considerable knowledge in research techniques.

Bioforce is now in a position to licence “Devil’s Claw” (Harpagophytum) to alleviate arthritis, following clinical trials that indicate the product is safe and well tolerated. Studies of Eesculus (Horse Chestnut), in the treatment of chronic venous insufficiency (CVI), were also positive and used in an application to launch a new dosage regime in Switzerland.

Important contacts were developed and collaboration with QMUC enabled Bioforce to raise its profile within the academic community - assisting towards further third party collaborations. Bioforce hosted two successful Phytotherapy Conferences at which members of QMUC made presentations.

The programme also gave Bioforce the opportunity to become involved with Bactokil, the institution’s SMART award winning company.

### RESULTS

- 🌀 New clinical research department has been set up at Bioforce
- 🌀 Anticipated £550,000 in sales turnover directly related to Harpagophytum
- 🌀 Around £75,000 a year in exports

## The Associates

**Louise Grant and Sylvia Dickson gained invaluable experience in their work as Associates with Bioforce.**

### BENEFITS

Both Associates prepared product profiles, organised and ran clinical trials, wrote operating procedures for laboratory techniques and presented work at Bioforce forums. Both made presentations at the 8th Symposium on Complementary Healthcare and developed self-management, communication and team working skills.

Louise set up an in-house testing laboratory. She organised and supervised staff, and developed laboratory skills and phlebotomy techniques. She also assisted in the supervision of six undergraduate Honours projects.

Sylvia Dickson recruited subjects and collected and analysed efficacy, safety and tolerance data for the Horse Chestnut phase III trial.

### RESULTS

- 🌀 Both Associates met their objectives
- 🌀 The company part-funded the completion of both Associates’ PhD work at QMUC
- 🌀 Sylvia Dickson accepted a position as Research Assistant at Bioforce and subsequently took up the post of Research Assistant at the Nursing Midwifery and Allied Health Professions at Glasgow University
- 🌀 Louise Grant has written and submitted her PhD
- 🌀 Both Associates obtained NVQ Level Four in Management

## The Academic Partner



Queen Margaret University College  
EDINBURGH

**“I think the KTP project delivered all it set out to and much much more!.... A super outcome from the original KTP project!”**

**Dr Mary Warnock**, Dietetics, Nutrition & Biological Sciences, Queen Margaret University College

Academics from the Department of Dietics & Nutrition, Queen Margaret University College (QMUC), Edinburgh with Bioforce’s herbal remedies.

### BENEFITS

Academics extended their knowledge of phytotherapeutic products and clinical trials, and broadened experience with industry.

It assisted QMUC to obtain funding for a clinical trial feasibility study.

### RESULTS

- 🌀 Helped to establish QMUC as the only centre offering an MSc degree in Complementary Medicine
- 🌀 Several dissertations on phytotherapeutic compounds
- 🌀 Three related post graduate programmes
- 🌀 Bioforce prize for the best Honours student in Biological Sciences
- 🌀 Profile raised through BBC interview of Dr Mary Warnock, presentations at conferences, and abstract submitted to the British Pharmacological Society
- 🌀 Hosted the first Complementary Medicine Networking Forum