

PLATFORM VALIDATION LED TO ENGAGEMENTS

ABOUT INGENIOUS TARGETING LABORATORY (ITL). Ingenious Targeting Laboratory, located in Ronkonkoma, New York, is a pioneering provider of custom genetically modified animal models, including mice, rats, and rabbits. Established in 1998, they specialize in gene editing services using technologies like CRISPR/Cas9. With 25 employees, their products cater to a wide range of applications in scientific research and have been utilized by laboratories across 44 states and 28 countries. They offer a variety of models such as knockout and knockin mice, humanized mice, and targeted transgenic models, supporting research in numerous fields including disease study and drug development.

THE CHALLENGE. The production of quality antibodies is critical to advancing research and treatment options, especially in high-stakes areas like HIV. Recognizing the demand for high-quality single-domain antibodies, ingenious targeting laboratory has taken the first step toward developing a mouse-based platform that meets this need. However, as the antibody field represents a newer venture for the company, strategic relationship-building is paramount to success. The ability to establish strong partnerships, both in academic research institutions and within the commercial sector, is essential to gain the traction and credibility needed in this specialized market. With their well-established expertise in gene editing, ingenious is well-positioned to leverage these partnerships. Yet, navigating this field requires both the right connections and sufficient resources to drive awareness and interest among potential clients. This project aimed to not only to establish ingenious as a key player in antibody production but also to open new channels for collaboration that enhance the broader impact of their pioneering work.

MEP CENTER'S ROLE. LIMEP, part of the NYMEP and the MEP National Network™, stepped in to support ingenious targeting laboratory's ambitious goal of breaking into the antibody market with targeted financial support and invaluable network connections. MTRC, also part of the NYMEP and the MEP National Network™, provided essential funding aimed at offsetting business development and marketing costs, allowing ingenious to strategically focus on building partnerships in the antibody sector. Additionally, MTRC facilitated introductions to both academic and commercial entities, accelerating relationship-building in a highly competitive market. These connections are designed to be mutually beneficial, positioning ingenious to meet the needs of researchers and industry professionals alike while simultaneously building a robust pipeline of potential clients. Through MTRC's support, ingenious could confidently pursue this expansion with the resources and relationships necessary to establish their new platform as a reliable tool for scientific advancement.

"There are great people at LIMEP with a mission to aid small companies. They are all passionate and driven which helps gives projects such as the single domain antibodies projects more purpose and impact."

-Paul Sheiffele, President

RESULTS



1 new job



1 new market

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