

A composite image featuring a microscopic view of a cell membrane on the left, showing a network of yellow and green filaments. In the background, several white, oval-shaped pills are visible against a blue backdrop.

**How do we keep bad
drugs from getting into
the pipeline?**

What do we mean by bad drug?

- Won't work in humans
- Company won't take forward
- Therapeutic index not justified for disease being treated
- No pharmacological effect on intended target
- Lack of adequate optimization
- Bad dose selection
- Too many side effects
- Unanticipated results

What do we mean by slipping into pipeline?

- Goes beyond point where it should be stopped
- Post POC or submission to registration
- Put in pipeline just to have a company presence there

There are no bad drugs, just bad people

- Many failed studies, always relate it to biomarker
- Small co has fewer resources, takes more risks
- Design experiments that will kill compound & test it early; instead of quotas
- Discount / don't believe tests that were run by certain individual
- Lots of education not getting to rest of organization about what comprises a bad drug, siloed within the organization

Cultural Issues

- Don't tell anyone what you're doing – PhD, post-doc, companies – people don't want to share
- Clinicals don't understand research & v.v.
- Objective people who might kill the drug, say there problems – get a reputation
- Things on the fence get pushed forward
- Generate more data before making a decision rather than yes or no; get data right away or put compound on the shelf – “wait and see” – can accumulate new knowledge in the meantime

The Fix

- As fast as possible into human (the secret of biotech)
- Underpin early trials with right protocol
- Agree ahead of time which criteria are critical ahead of time
- Have scientist prepare for taking a drug out of a pipeline
- Study drugs still on the market with same adverse effects with drugs that have failed
- Devote resources (10%) to why a drug / class of compounds didn't work
- Software analogy – if it doesn't work, if you work on it and don't get improvement right away, throw away the software and start over again

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