



GALDERMA – Staying competitive in dermatology drug R&D in a world where disease knowledge and technology development are evolving rapidly

John M. Armstrong*

Abstract

Large biotech companies with a dermatology department generally harbor skills in large molecule development (i.e., monoclonal antibodies / mAbs) but never meet more than 20% of practicing dermatologists globally as a result. In contrast and by nature, dermatology start-up companies come to life with a product or products generated from a unique technology base that reflects either mAb or small molecular entity (SME) expertise; they may succeed by being acquired or by taking a long time to evolve. Historically, legacy pure dermatology players have started with similar limitations, but staying competitive has required them to add a new technology capability to their in-house expertise through either time- and resource-consuming FTE growth or M&A activity, and there are few such legacy derm companies remaining in the world. At Galderma, we have developed a new model for conducting dermatology research – one that allows us to: 1) address any unmet medical need with the most suitable technology required without waiting to grow in-house expertise or finance M&A; 2) double the resources we can invest in new projects; and 3) maintain our service to dermatologists throughout the world – whether they focus on mild disorders or the most severe, life- threatening diseases known in dermatology. In a world where disease knowledge and technology development are evolving at a pace at which others struggle to keep up, Galderma has found a way to ensure that the manufacturer need

never be the rate- limiting step in bringing leading edge solutions to the prevention, treatment, or cure of dermatologic disorders.

Biography

John M. Armstrong is the Head of Discovery for Galderma's Prescription business. With a PhD in immunology and post- doctoral fellowships in personalized medicine and signal transduction pathways, he has 33 years of experience in immunology. His experience includes Medical Affairs activities in big pharma and running a personalized medicine company for many years.. In his current role, Dr. Armstrong oversees the teams and talents from both Research and Business Development, with the purpose of exploring, discovering, and developing internal innovation, as well as exploring, forming, and managing alliances that bring external innovation into Galderma's prescription pipeline and product portfolio.

20th European Dermatology Congress April 29-30, 2020 Prague, Czech Republic Abstract Citation:

GALDERMA – Staying competitive in dermatology drug R&D in a world where disease knowledge and technology development are evolving rapidly, Euro Dermatology 2020, 20th European Dermatology Congress, April 29-30, 2020 Prague, Czech Republic

<https://dermatology.conferenceseries.com/europe/abstract/2020/galderma-staying-competitive-in-dermatology-drug-r-d-in-a-world-where-disease-knowledge-and-technology-development-are-evolving-rapidly>

Citation: Armstrong JM, (2020) GALDERMA –2020. Clin Dermatol Res J 5:4

*Corresponding author: John M. Armstrong, Switzerland

Author Affiliations

Professor of Microbiology, switzerland

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