Helpful Tips for Principal Investigators

About the submission process.

- Useful information about the Discovery Fast Track Challenge is available at **www.gsk.com/discoveryfasttrack.** Sign up under Challenge News to receive regular updates from the GSK team.

- Initial entries into the Discovery Fast Track Challenge are made via submission of a one-page non-confidential proposal. Submissions are open from February 24 to April 23 in Europe, and from February 24 to May 16 in North America. Please try to submit your proposal as early as possible.

- Submission will not progress to the GSK review cycle until your technology transfer office (TTO) has reviewed the proposal to verify compliance with the rules of the challenge. During the online submission process, you will be asked to provide an email address for the relevant TTO.

- Ideally, the TTO should have reviewed the proposal prior to formal submission to the competition. If this step is done, then TTO approval via the GSK portal will be expedited and your proposal will advance to the review stage more quickly.

- The rules of the challenge should be reviewed and followed carefully to avoid disqualification of a submission. **Visit www.gsk.com/discoveryfasttrack for details.**

Points to bear in mind when considering entering the Discovery Fast Track Challenge.

- Initial submissions should include only non-confidential information. If you are unsure whether the submission contains confidential information, please contact your TTO for assistance. At this initial stage, GSK does not want to accept confidential information that must be protected or that may preclude patent protection later.

- If your proposal is selected to become a finalist, an expanded confidential proposal (~5 pages) will be required, which will be subject to an appropriate confidentiality agreement.

- Your submission(s) and any associated materials required to execute the proposed screen must be free from any third-party obligations that would prevent GSK from obtaining rights under the challenge rules and agreements. If you have questions about what obligations are associated with your proposed concept, please contact your TTO *as soon as possible* for assistance.

- GSK will require appropriate rights to proceed with the proposed research (e.g. High Throughput Screening). Therefore, submitting investigators will need to verify that the materials required to perform this research are not encumbered by agreements, obligations or restrictions that prevent their use for commercial purposes.

- If co-investigators helped to develop the concept outlined in the Discovery Fast Track Challenge proposal, they must agree to the submission in accordance with the challenge rules.

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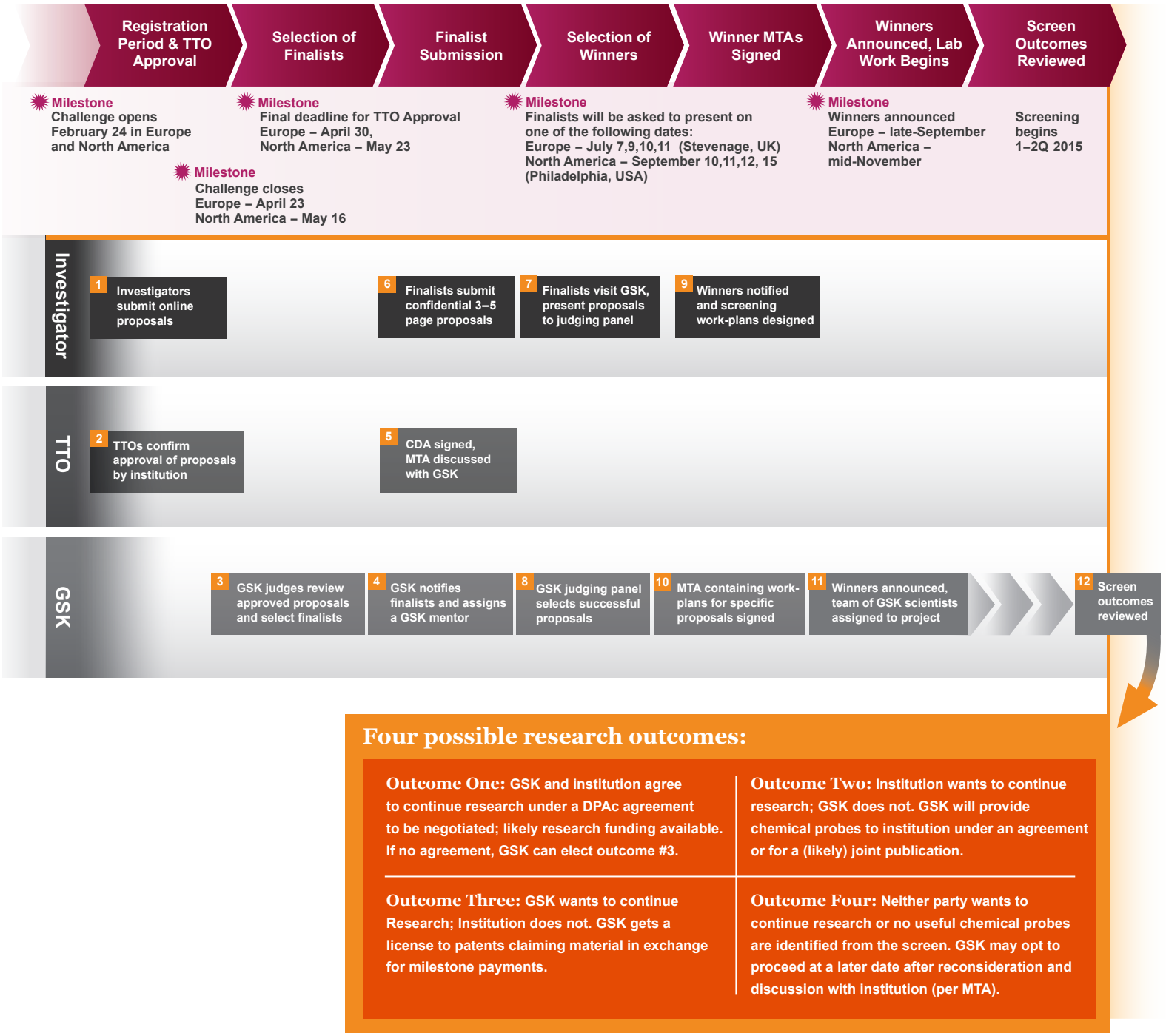
Workflow for Discovery Fast Track Challenge



Four possible research outcomes:

Outcome One: GSK and institution agree to continue research under a DPAc agreement to be negotiated; likely research funding available. If no agreement, GSK can elect outcome #3.

Outcome Two: Institution wants to continue research; GSK does not. GSK will provide chemical probes to institution under an agreement or for a (likely) joint publication.

Outcome Three: GSK wants to continue Research; Institution does not. GSK gets a license to patents claiming material in exchange for milestone payments.

Outcome Four: Neither party wants to continue research or no useful chemical probes are identified from the screen. GSK may opt to proceed at a later date after reconsideration and discussion with institution (per MTA).

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