

Too many choices: how information departments evaluate and choose new information tools

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WHERE WE HAVE COME FROM





AN INNOVATION DRIVEN INTERNATIONAL SPECIALTY PHARMACEUTICAL GROUP

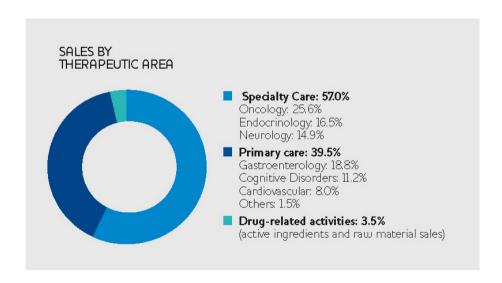
- Direct commercial presence in over 30 countries
- Over 20 products marketed in more than 100 countries
- 4 R&D centres
- 9 Manufacturing sites, representing more than 1,100 employees
- More than 4,200 employees worldwide including 800 in R&D





A STRATEGIC FOCUS ON TARGETED DISEASE AREAS

- 4 targeted disease areas (oncology, endocrinology, neurology and haematology)
- Double digit growth rate







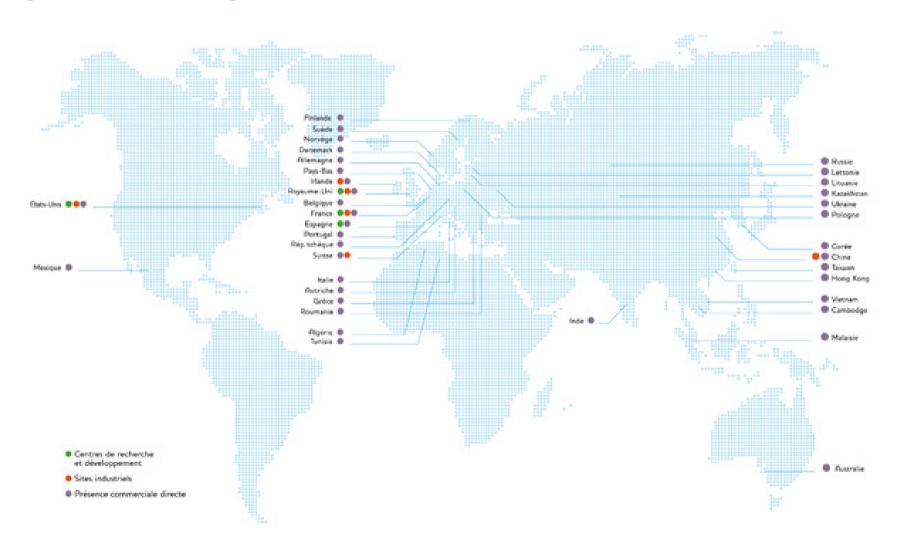
A DIFFERENTIATING RESEARCH AND DEVELOPMENT CAPABILITY

- Focused on hormone-dependent diseases, peptide and protein engineering and innovative delivery systems
- About 19% of sales allocated to R&D in 2008
- 4 centres in Boston, Paris, London and Barcelona
- More than 800 people dedicated to R&D activities
- Over 20 ongoing R&D programmes





IPSEN IN THE WORLD





OUR SCIENTIFIC INFORMATION SERVICES





OUR MISSION

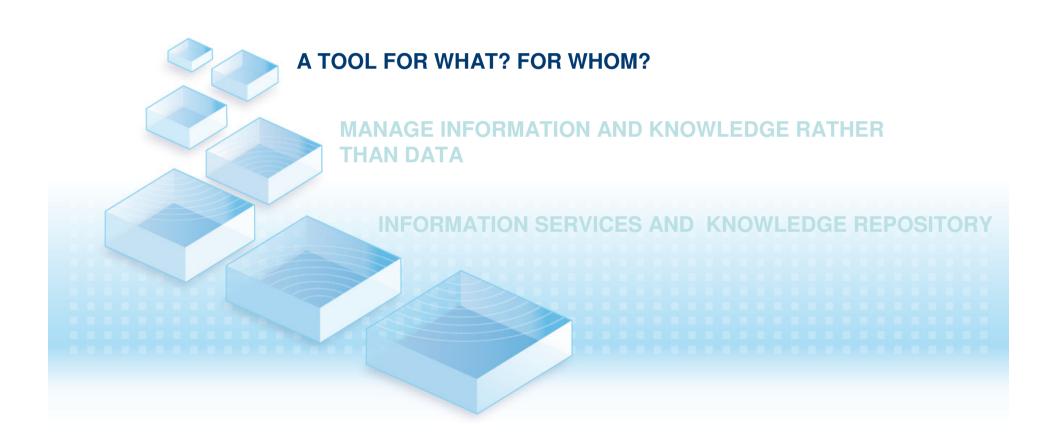
Our mission is to help Ipsen entities become more competitive by a better use of information coming from their external environment. Getting the right information at the right time is the best means of limiting risks and making the best decision for the company. This applies particularly to information available on the Internet and other published information in general, including journals and commercial databases.

3 functions within the same department :

- Library management
- Scientific and technological watch to support R&D
- Medical watch to support Operations



TOOL JUNGLE





EACH INFORMATION STEP REQUIRES TOOLS

Searching and watch

Traditional vendors (Dialog) / Google SDI / RSS feeds and Google reader

Gathering

"Dedup" command / Federated search

Analysis

Synthesis and bibliographic statistics /
Text mining, semantic and visualization

Dissemination

Mails, portals / blogs and Knowledge sharing communities



END USER NEEDS VERSUS PROFESSIONAL APPROACH

- End user expectations are similar to their personal behaviors in daily life
 - Quick, simple, user friendly, intuitive Google mania
 - No consideration for comprehensive searches (some references are enough)
 - Why care about Intellectual Property if we can technically download and store data?
 - Much more opportunities to use web2.0 tools outside the company!
 - No fun in company applications
- How be attractive as an information professional? What is really our added value?
- As many similar files and databases format co-exist, sharing similar goals, data format standardization problem is a well-known aspect of the "too many tools for too small missions" crisis.



TOOL JUNGLE



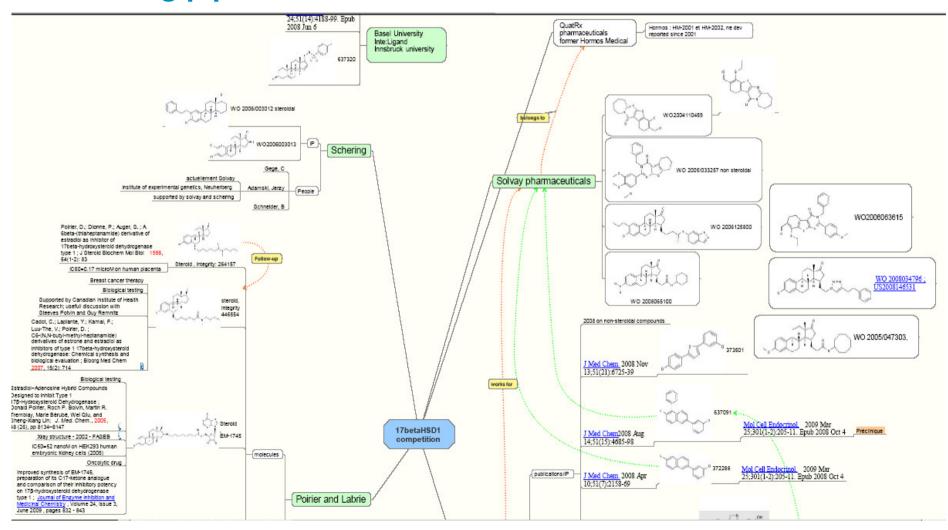


Manage information and knowledge rather than data R&D Drug pipeline 1.0

	Α	В	С	D	E	F	G	Н
	Database	Highest	Drug Name	Mechanism of Action	Organization	Condition	Pharmacology	Références
,	_	Phase	_		_		_	
-		- · · ·	▼		· · · · · · · · · · · · · · · · · · ·	-	IC50 = 0.170microM	
		Biological		17beta-Hydroxysteroid	Universite Laval (Originator);	Cancer	l '	Poirier, D.; et al.; A 6beta-(thiaheptanamide)
	(264157)	Testing		Dehydrogenase (17beta-			sur placenta	derivative of estradiol as inhibitor of 17beta-
2				HSD) Inhibitors, Type 1			humain	hydroxysteroid dehydrogenase type 1; J
	413203	Biological		17beta-Hydroxysteroid	Solvay (Originator);	Cancer; Disorders of		Steroid Biochem Mol Biol 1998, 64(1-2): 83 WO 2005047303
	413203	Testing		Dehydrogenase Type 1	Solvay (Originator),	the ovary and female		<u>VVO 2003047303</u>
15		resung		(17beta-HSD1) Inhibitors		reproductive tract		
10		Biological		17beta-Hydroxysteroid	Solvay (Originator);	Cancer; Disorders of		WO 2005032527, Novel compounds and their
	414399	Testing		Dehydrogenase (17beta-	Solvay (Originator),	the ovary and female		use in therapy
16		resung		HSD) Inhibitors		reproductive tract		use in therapy
10	417114	Biological	-		Bayer Schering Pharma (Originator):	Cancer, prostate;	IC50=15nanoM	WO 2006003012, Novel 2-substituted D-
		Testing		Dehydrogenase Type 1	Bayer schering Friarnia (Originator),	Cancer, prostate, Cancer, breast;	I C20-T2H9H0IM	homo-estra-1.3.5(10)-trienes as inhibitors of
		resung		(17beta-HSD1) Inhibitors		Endometriosis		17beta-hydroxysteroid dehydrogenase type 1
20				(17 Deca-HSD1) IIIII BICOIS		Endometriosis		17 Deta-nyaroxysterora denyarogenase type 1
20	474900	Biological		17beta-Hydroxysteroid	Solvay (Originator);	Cancer, breast		WO 2008034796, Estratriene derivatives and
	17, 4500	Testing		Dehydrogenase Type 1	our dy (originatory,	Sancer, brease		their uses as 17beta-hydroxysteroid
25		1.054118		(17beta-HSD1) Inhibitors				dehydrogenase inhibitors
	303584	Preclinical	HM-2002 HM-	17beta-Hydroxysteroid	Hormos (Originator); QuatRx	Cancer, breast ;		acity ar ogenase minibitors
			2001	Dehydrogenase Type 1	The third territory and the	Osteoporosis		
31			2002	(17beta-HSD) Inhibitors				
	397043,	Preclinical	SCH-391, SCH-	17beta-Hydroxysteroid	Schering-Plough (Originator);	Cancer, prostate		WO2004060488
	405224			Dehydrogenase Type 3				
32			451659	(17beta-HSD3) Inhibitors				
	637091	Preclinical		17beta-Hydroxysteroid	Pharmacelsus (Originator); Solvay	Cancer, breast;		Marchais-Oberwinkler, S.; Kruchten, P.;
				Dehydrogenase Type 1	(Originator);	Endometriosis		Frotscher, M.; Ziegler, E.; Neugebauer, A.;
				(17beta-HSD1) Inhibitors	, , , , , , , , , , , , , , , , , , , ,			Bhoga, U.; Bey, E.; Muller-Vieira, U.;
				,				Messinger, J.; Thole, H.; Hartmann, R.W.;
								Substituted 6-phenyl-2-naphthols: Potent and
								selective nonsteroidal inhibitors of 17beta-
								hydroxysteroid dehydrogenase type 1 (17beta-
								HSD1): Design, synthesis, biological
								evaluation, and pharmacokinetics; J Med
								Chem 2008, 51(15): 4685
								Gricin 2000, 31(13). 4003
33								
	IMS Health	Preclinical		17beta-Hydroxysteroid	ElexoPharm	Cancer, breast;	IC50 values in the	
				Dehydrogenase Type 1		Endometriosis	low nanomolar	
34				(17beta-HSD1) Inhibitors			range	
35				1,2.22.2.102.2,2.013	L	L	162	l



Manage information and knowledge rather than data R&D Drug pipeline 2.0





Manage information and knowledge rather than data Literature watch 1.0





ALERT BULLETIN Week 39: 6th October 2009*

Sources:

MEDLINE, EMBASE, BIOSIS

Time coverage:

This update covers literature that has been published onto these databases since the last update (29th September 2009) *

Contents:

GnRH agonists, GnRH antagonists, and antiandrogens

Terms of Search:



PART I: GnRH agonists and antagonists	4
Part I A: Prostate cancer	4
Part I B: andrology	24
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PART II: Antiandrogens	
Part II A: Clinical uses	
Part II B: pharmacology	90

NOTE:

For all congress abstracts:

Open Ipsen Planet Intranet section and log in with your Internet



Manage information and knowledge rather than data Literature watch 2.0

ACROMEGALY/PEGVISOMANT

Successful use of weekly pegvisomant administration in patients with acromegaly

Author/s Higham CE, Thomas JD, Bidlingmaier M, Drake WM, Trainer PJ,

Source Eur J Endocrinol. 2009 Jul;161(1):21-5

FullText http://www.eje-online.org/cgi/reprint/161/1/21?

IPSEN COMMENTS

Very small study.

Currently, pegvisomant weekly administration has been investigated mainly in co-administration studies (with somatostatine analogues).

Those results are supportive of the weekly mode of administration even when no somatostatin analogue is associated. This trend is observed in practice even if it is not peqvisomant labelling

Main Investigated drugs Pegvisomant

Study type Open-label prospective study

Indication Acromegaly

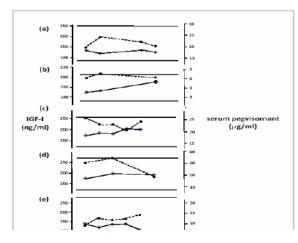
Number of patients: 7

What was investigated

The efficacy of weekly dosing of Pegvisomant

How it was investigated

A two center, open-label prospective study in patients with acromegaly converted from a stable daily dose of pegV (median dose 15 mg daily (range 10-20 mg od), IGF1 normal for 3 months prior to inclusion) to twiceweekly (week 0-16) followed by once-weekly (week 16-32) administration



The most important information

Serum IGF-I and pegvisomant levels were measured one day post-dose and prior to the next dose in five patients during the weekly administration of pegvisomant. There was no significant difference between serum IGF-I (post-dose 129±6.9 vs pre-dose 137±22 ng/ml) or pegvisomant concentrations (post-dose 17,200±11,500 vs pre-dose 14,900±6600 ng/ml) although these decreased in 4 out of 5 patients over the week. Serum IGF-I values remained within reference range throughout the week following injection (Figure 3).

Safety and QOL parameters remained stable.

Author conclusions

To conclude; we have demonstrated that conversion to sole pegvisomant administration on a weekly basis can be achieved safely, with no loss of efficacy or



TOOL JUNGLE





Product Literature Database 1.0



Full text link to the scanned document if copyright compliant









Is a Product Literature Database still needed?

IS view

- Strong investment to maintain PLDs
- Abstract is the standard
- Warrant the exhaustiveness
- Comprehensive tracking is not effective before providers have indexed the papers

End-user view

- Need investment for ad hoc searches
- Full text is needed
- Key papers repository is enough
- Alert set-up from some key publisher's sites

Changing landscape for secondary Abstract & Indexing services



FEDERATED SEARCH EVEN FOR PROFESSIONAL SOURCES

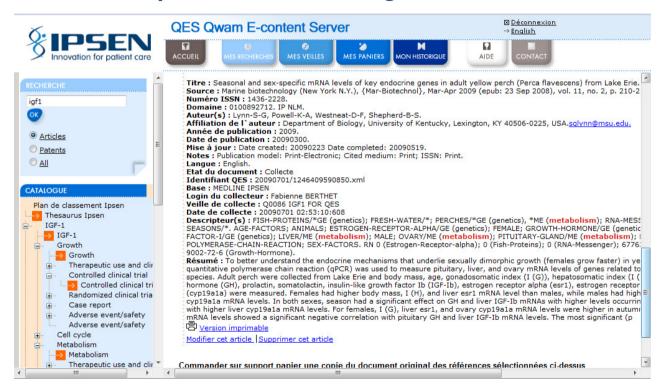


- •TO COMBINE PROFESSIONAL SOURCES FROM DIFFERENT VENDORS AND GOOGLE SEARCHES
- **•TO BRIDGE DISPARATE SILOS OF INFORMATION**



PLD: Return of investment of our virtual library

Open URL to link to publisher sites and give access to full text



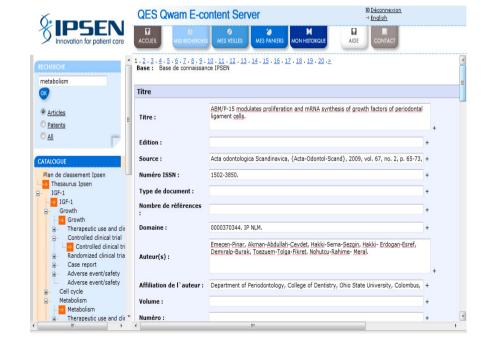
How federated search enables the "discoverability" of the expensive resources in our library, while protecting the Intellectual Property Rights of content providers



PLD: ASSISTED INDEXATION

- Text mining or semantic tool can be integrated upstream
- Automatic categorization of search results into descriptive folders

 Text mining tools can be integrated downstream as well to analyze the content





CONCLUSIONS – driven by end-user needs and attitudes

- We still do need traditional tools as a first step
 - Multiple sources needed to assure exhaustiveness
 - Federated search engines and duplicate remove modules requested
- However this first step is more and more useful only for information professionals
 - Human analysis is asked Brain is the key tool
 - Tools helpful at this step to visualize the analysis
- Unique platform combining end-user and professional requirements
- Such platform needs to integrate different tools
 - Automatic categorization
 - Electronic document management system
 - Linking to external applications and sources
 - Linking to analysis or visualization tools



THANK YOU

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