



CASE STUDY

SmartLabs Enables Rapid Path to Value-Creating Data

Situation

Gritstone Oncology is developing next-generation personalized cancer immunotherapy company based on neoantigen technology. When Gritstone completed a \$102 million Series A financing, the company needed more than 10,000 square feet of laboratory and office space for around 20 Boston-based scientists and company executives to advance their research and development. At the same time, a peer company raised funds and faced a similar need.

Action

Gritstone selected SmartLabs' (formerly Mass Innovation Labs) turnkey solution for laboratory infrastructure and laboratory operations management over a traditional real estate search and lab build-out. The Gritstone lab space was customized to their needs for personalizing immunotherapy for cancer patients and unique molecular and cell biology workflows. The SmartLabs solution involved no upfront capital expense. The peer company opted to build its own labs and rely on CROs while its facility was constructed.

“We were one year old and had great data we could take to potential investors and potential partners. For a hot company in this space, there is no substitute.”

Matthew Hawryluk

CBO

Gritstone Oncology

Sept. 2020



Result

Gritstone moved into the SmartLabs space two weeks after the closing and began R&D activities. In a little more than a year, the company generated significant data, the first of which was presented in March 2017 at the American Association for Cancer Research and laid the groundwork for a \$92.7 million Series B financing. The peer company signed a lease for lab space and didn't occupy its labs until nearly a year after its Series A financing.

The company subsequently went public and is currently in Phase 2 clinical trials with its lead product. Gritstone eventually moved into its own labs but returned to SmartLabs for expansion space to rapidly accommodate its expanded growth.

SmartLabs saves time and helps clients achieve results more quickly

