

INCREASING OPERATIONS EFFICIENCY LEADS TO A FASTER RESEARCH RESULTS



START-UP CHALLENGES

Human Immunology Biosciences (HI-Bio) was founded in 2021, to discover and develop precision medicines for people suffering from immune-mediated diseases by targeting cellular drivers of disease. HI-Bio leverages recent advances in genetics, immunology and therapeutic engineering to develop therapies for patients across a broad range of immune-mediated diseases.

By the autumn of that same year, HI-Bio had advanced its first discovery program to a place where the company needed its own lab space in the San Francisco Bay Area. The company was exploring several alternatives but found it difficult to readily identify a place meeting both its technical and business needs. The company needed lab space to begin research as soon as possible, eager to create life-saving therapies.

SERVICES INCREASED EFFICIENCY

SmartLabs partnered with HI-Bio to swiftly accommodate its research. SmartLabs was able to configure lab space quickly, allowing HI-Bio to start its experiments much sooner than if the company had to assemble and manage a project team to design and build its space and hire an operational team to run its labs.

HI-Bio's Senior Director of Lab Operations, Ward Ortmann, recognizes the valuable support of SmartLabs' staff in expediting the biotech's research initiation process. "There were two main ways SmartLabs



helped increase the efficiency of our operations,” said Ortmann. “First was in their handling of services around the office and lab, like EH&S, facilities, internet and lots of other things that we didn’t have to take care of ourselves. Second, we didn’t have to hire people to handle operations and find and manage vendors. Instead, we were able to focus effort and resources to start conducting research right away. That is a big benefit for a young company just starting out.”

Each SmartLabs location has numerous experts to support research needs, such as environmental health and safety (EH&S), waste management, information technology, lab design, project management, lab operations, security, logistics, facilities management, vendor management and more. By relying on SmartLabs’ personnel, HI-Bio leveraged SmartLabs’ operational experts and focused on its R&D.

GETTING A LEG-UP

While at SmartLabs, HI-Bio grew from five to over 40 employees focused on characterizing and validating targets and biomarker assays for drug research and development. Alongside its internal research, the company pursued in-licensing opportunities for therapeutics in the immune-mediated disease area. In June 2022, HI-Bio in-licensed two candidates from MorphoSys AG, one of which, felzartamab, is currently undergoing Phase 2 clinical trials to address primary membranous nephropathy, IgA nephropathy and antibody-mediated rejection in kidney transplants.



- April 2021**
HI-Bio founded with seed funding
- September 2021**
Completed Series A1 round
- January 2022**
Signed lease with SmartLabs
- March 2022**
Began research in SmartLabs space
- June 2022**
Licensed Felzartamab and MOR210 from MorphoSys
- November 2022**
Completed Series A2 round