Life Science Academy for Startups – Procurement of desired purchase

Procurement responsible: Life Science Academy for Startups, Business Hub Zealand, Fulbyvej 15, 4180 Sorø

Offers are requested for the following company: Hannibal Therapeutics AS

Date: 04-12-2025
Deadline for admitting offer: 15-12-2025

Background

1. Life Science Academy for Startups is a program aimed at startups within life science and health innovation. Whether they are involved in research and development, consulting, manufacturing, or sales, our comprehensive program covers the entire spectrum. See more here: https://lsacademyforstartups.eu/

2. The program's target group is life science founders/entrepreneurs - i.e. life science founders of a business who are still in the startup phase. The founders are from Denmark, Norway or Sweden or a mix. The target group can be further specified in connection with a special course.

3. As an activity in Life Science Academy for Startups, we offer financial support to support matchmaking activities for participating startups.

4. Business Hub Zealand is aware of acting in accordance with the principles of administrative law regarding fairness, financially sound management, the prohibition against taking care of extraneous considerations, the principle of equal treatment and the principle of proportionality. Business Bub Zealand implements this procurement t to meet the EU's requirement that the service is purchased on 'market terms' and to find a business partner who can solve this specific task in the best possible way.

In this context, we ask you to make an offer for the execution of the task described below:

Company Profile

Hannibal Therapeutics AS – Ullernchausséen 64 A, 0379 Oslo – is developing novel drug candidates for the treatment of cancer, with the aim of enhancing the efficacy of existing therapies while reducing side effects. The company's first product is an innovative compound that can be used either as a monotherapy or in combination with established cancer drugs. Preclinical studies in cell cultures and animal models have demonstrated that this combination approach can improve treatment outcomes at lower doses of standard medications, potentially reducing both toxicity and the risk of treatment resistance.

There is a significant unmet need for more targeted and tolerable cancer therapies. Hannibal Therapeutics addresses this by developing new combination treatments that enhance the effect of first-line therapies, particularly within the class of Vinca alkaloid-based drugs.

The company's strategy is to design and validate new drug candidates in the preclinical phase, with the goal of licensing the technology to larger players in the global pharmaceutical industry. The funding applied for will be used to produce a stable prototype of the new drug and to carry out the necessary documentation activities required to prepare for further development toward clinical trials.

Hannibal is a member of the Oslo Cancer Cluster Incubator (OCCI) and is actively supported by Thomas Andersson and Janne Nestvold who contribute with strategic input, network of expertise and startup guidance.

The task

The task, which the company need solved, are as follows:

Project purpose

A critical step in the development of a new drug candidate is the optimization of its preliminary chemical design. In this

phase, the molecular structure is iteratively refined to improve key properties such as target binding affinity, bioavailability, and suitability for large-scale synthesis. This process requires access to specialized industrial expertise in organic synthesis and advanced software tools for predicting and optimizing drug–target interactions.

For Hannibal Therapeutics, this project represents a strategically important milestone. A successful outcome will provide essential data for selecting a lead compound and preparing a synthesis plan for further in vitro and preclinical testing. In addition, the fine-tuning of the drug's chemical structure will significantly strengthen the company's intellectual property position by enabling a more precise and robust patent application.

The project will also directly support the company's planned use of Innovation Norway's "Oppstart 1" program, which focuses on clarifying the patent landscape and preparing a high-quality patent application. The results from this voucher project will provide the technical foundation needed to define the scope of the invention and formulate a strong and defensible IP strategy.

Completion of the project will therefore reduce development risk, improve the quality of downstream documentation, and enhance the company's ability to attract future partners and investors.

Project description

The job description contains tasks for a pilot project that after its completion shall enable the start of an industrial drug development and drug synthesis project:
1) Assesemnet of the provided drug target with respect to drugability
2) Assement of the provided in silico-designed chemical compound HT218 as a lead compound
3) Assement of 1-3 alternative drug design stratetgies to identify drug candidale leads binding the provided protein target

Costs and duration

The above-mentioned company has been approved for financial support from the Life Science Academy for Startups to perform this specific task, with a maximum budget of up to €3800. Please provide a description of what can be achieved within this budget. If part of this task exceeds €3800, it shall not be included in the bid. You can however write what of the above-mentioned task is not included and the cost of this, and we will then notify the company of this. But please note, that this will be a business matter between you as a provider and the company.

Duration

Expected time frame: 4 months
Expected start: 1. December 2025
Expected end of project: 1. March 2026

Offer specification

The offer must contain:

- A comprehensive description of your proposal for the task description
- Duration (including expected start – and end date)
- Price in EURO: Total price & hourly rate (and if relevant price specifications)
- Confirm whether you want to let this offer apply to later processes, even if you do not initially win the task. This can come into play, among other things, if the project assesses that there is a need for more suppliers to solve the task or if other participants have alike tasks. The task and offer price must be unchanged.
- All contact and questions are directed to lsacademy@ehsj.dk

The offer must be sent to: lsacademy@ehsj.dk. The offer must be dated.

Selection criteria

The offer is valued based on the company's selection criteria:

Selection criteria:
1) industrial expertice in ligand-protein docing simulations
2) industrial expertice in synthesis pathway design

3) reserch or industrial experience in protein-protein-interaction studies

Subcontractors with industrial experience can be substituted with reserch groups having strong an relevant acadmic experience. Academic collabortors can be selected/prioritiesed in case any agreements/contracts with private subcontrctors require valuation of Hannibal Therapeutic AS that in turn triggers "formuebeskatning" in the absence of income.

NB: The tender material is sent to two-three different providers within the area, and the company must choose which provider they want for the project.

We look forward to hearing from you.

Kind regards,
Life Science Academy for Startups
lsacademy@ehsj.dk