



Private Company

# Advancing treatments for respiratory health

## Background

We are a global consumer health company focused on everyday well-being, with a portfolio that includes products supporting respiratory health and allergy relief. Over-the-counter (OTC) treatments have long played a vital role in helping individuals manage respiratory conditions such as nasal congestion, sinusitis, allergies, mild asthma, and chronic obstructive pulmonary disease (COPD). These accessible solutions allow millions to address symptoms quickly and effectively without a prescription. Current OTC options primarily focus on acute symptom relief, leaving untapped potential to serve broader and more vulnerable populations. Individuals managing chronic respiratory conditions, such as mild asthma or chronic sinusitis, as well as elderly adults, children, and former smokers may benefit from solutions that proactively support respiratory health, rather than simply treating symptoms. Through thoughtful innovation in formulation and delivery, we could develop more effective, better-tolerated treatments, expand the reach of OTC respiratory health products to new user groups, and better meet consumer needs.

## What we're looking for

We are looking for innovative solutions that improve the effectiveness and user experience of OTC treatments targeting the upper-respiratory track in respiratory conditions, including nasal congestion, sinusitis, asthma, COPD, and seasonal allergies.

We are particularly interested in solutions that support individuals managing chronic respiratory conditions by enhancing natural nasal defenses, mitigating the impact of airborne pollutants, allergens, and pathogens, and promoting overall respiratory resilience.

**Solutions of interest include:**

- Advanced nasal delivery systems
- Oral formats (e.g., dissolvable films or lozenges)
- Patch or transdermal-like systems
- Sustained-release formulations for longer-lasting relief
- Combination therapies or formulations that improve onset speed
- New active pharmaceutical ingredients (APIs)
- Known APIs with proven safety profiles repurposed for respiratory conditions
- Microbiome-targeted compounds for sinus health
- Botanical extracts
- Herbal formulations designed for rapid action
- Plant-derived compounds that mimic or complement traditional APIs

**Our must-have requirements are:**

- Provides symptom relief or has the potential to improve the speed of symptom relief compared to existing OTC options
- Reasonable likelihood of meeting OTC regulatory standards for safety, efficacy, and self-administration
- Novel delivery methods and product formats must aim to improve patient adherence by enhancing tolerability, simplifying dosing, and/or ensuring ease of use

**Our nice-to-have's are:**

- Clinically demonstrated efficacy
- Offers flavor and sensory enhancements to improve acceptability, or has minimal sensory impact (e.g., no strong taste, smell, or sting)
- Delivers multi-symptom relief (e.g., congestion + allergy control)
- Child-friendly or elderly-friendly (gentler delivery methods, easy administration)

**What's out of scope:**

- Prescription-only (Rx) drugs, unless supported by a clear path to OTC conversion
- Cosmetic products lacking scientific evidence or therapeutic intent
- Solutions targeting the lower respiratory tract

## **Acceptable technology readiness levels (TRL): Levels 4-9**

1. Basic principles observed
2. Concept development
3. Experimental proof of concept
4. Validated in lab conditions
5. Validated in relevant environment
6. Demonstrated in relevant environment
7. Regulatory approval
8. Product in production
9. Product in market

## **What we can offer you**

### **Eligible partnership models:**

- Sponsored research
- Co-development
- Supply/purchase
- Licensing
- Material transfer

### **Benefits:**

#### **Sponsored Research**

Funding is proposal-dependent, starting with a proof-of-concept project (typically \$25k–\$100k over six months), with potential for expansion based on results. Proposals will be assessed individually, and offers may vary depending on scope and potential.

#### **Expertise**

We offer the expertise of our team of scientists for collaboration and guidance during the project's development.

Please contact the University of South Florida Technology Transfer office representative for submission – Karla Schramm at [kschramm@usf.edu](mailto:kschramm@usf.edu)