

Understanding the Pipeline

The product pipeline tracks through five phases. The early phases abound with investigative activity as our researchers systematically test concepts, models and leads for products whose commercial introduction may still be a decade away. Tens of thousands of candidates are screened and tested for every project that makes its way through all five phases, eventually reaching the market.

It is generally reasonable to think about each phase as a two-year stage, although that can vary depending on technical milestones and external factors like regulatory approvals. Whenever we discuss projects, we'll do so in terms of the phase it is in - rather than a specific launch date. This approach provides a better indicator of a project's actual status in the development process, and it acknowledges the variability inherent in the specific timing of any commercial launch.

Phase	Description	Average duration	Average probability of success
Discovery	Conduct high-throughput screening of genetic database to identify valuable plant traits that can be used to improve plants. Apply screens to broad categories of interest, identifying multiple leads that can be investigated. Within each project category, there are specific research platforms that guide discovery work. The ongoing research within each discovery platform will generate new project leads, which are designated with a description and added in Phase I.	24 to 48 months	5 percent
I	Test gene configurations in plants to screen for desired performance. Determine which product leads show the most promise for application to core crop plants.	12 to 24 months	25 percent
II	Conduct lab and field testing of genes in plants to select commercial product candidates and to meet regulatory requirements.	12 to 24 months	50 percent
III	Demonstrate efficacy of traits in elite germplasm. Develop regulatory data as appropriate.	12 to 24 months	75 percent
IV	Produce bulk seed for potential sale, develop plans for commercialization/launch, and respond to regulatory processes as appropriate.	12 to 36 months	90 percent