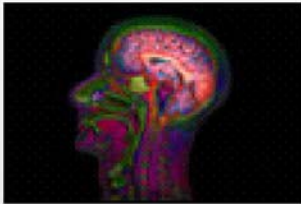




## One-Stop-Shop e-Newsletter

for Companies, Researchers and Networks in the Medical Sector



## Healthcare Sector Group

The Healthcare Sector Group connects, Technology and Business Partners active in the medical sector, spanning from medical engineering to telemedicine. It mainly aims at encouraging greater exploitation of research and technologies by medical companies who offer diagnostic and therapeutic applications in Europe.

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## The Sector Group Healthcare at MEDICA 2010



"Please click [here](#) to see a video of the MEDICA 2010 Brokerage Event, to understand how this event is organized & can be of benefit to your organization".

The Healthcare Brokerage Event at MEDICA 2010 was organised by ZENIT/NRW.Europa in cooperation with the Healthcare Sector Group of the Enterprise Europe Network. This international event has a history going back more than 10 years. In recent years, it has become the world's biggest brokerage event in the healthcare sector, each year exhibiting more than 150 participants with more than 500 meetings taking place. Indeed, in 2010 the 166 participants (with 311 profiles) from 22 countries, during the course of more than 500 face-to-face meetings, could exchange product ideas and initiate new contacts, e.g. for technology co-operation, sales or research partners. Over the years, the Healthcare brokerage event organised by the Enterprise Europe Network has become the starting point of numerous international cooperations between European stakeholders of the medical sector.

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## Events<sup>(\*)</sup>

(\*) In case of interest, please contact [your local Enterprise Europe Network Partner](#)

### 1. BioBusinessMatching at BIOTECHNICA (Hannover, Germany)

On the occasion of BIOTECHNICA, the [BioBusinessMatching event for 2011](#) is being organised by the Enterprise Europe Network and the European project [Fit for Health](#). It will take place from the 11<sup>th</sup> to the 13<sup>th</sup> of October 2011 in Hannover (Germany). At this event, international decision-makers, scientists and developers from the biotech, pharmaceutical and life science sectors can meet through pre-scheduled one-to-one meetings. The BioBusinessMatching is a unique opportunity to explore business development opportunities, licensing, patenting, technology transfer, financing, services, strategic alliances, collaborations with research institutes, and more.

[BIOTECHNICA](#) is Europe's leading event for biotechnology and life sciences, covering all topics from Bioprocess Technology and Bio-Engineering, Bioinformatics, Bioanalytics to Biotech Services and Biotech Applications. Offering various elements consisting of the Exhibition, Conferences, Focus Themes, Networking Areas, a Career Platform and the European BIOTECHNICA Award, BIOTECHNICA 2011 is a proven winner.

For more information on the event & registration, please click [here](#).

### 2. Pro'Rare Partnering Meetings on Rare Diseases (Montpellier, France)

CCIR Languedoc-Roussillon, a member of the Enterprise Europe Network for the French Mediterranean Area, is organising a Brokerage Event together with the [Eurobiomed cluster](#) on the theme of rare diseases. The event will take place from the 2<sup>nd</sup> till the 4<sup>th</sup> of November 2011 in Montpellier (France). Being the occasion of [RARE2011](#), it will bring together companies and laboratories working on these topics, serving as a public/private collaborative platform for the development of new tools for diagnosis & treatment. In-depth information on rare diseases and orphan drugs is currently available at the [Orphanet portal](#).

For more information on the event & registration, please click [here](#).

### 3. Healthcare Brokerage Event MEDICA 2011 (Düsseldorf, Germany)

On the occasion of [MEDICA 2011](#), the global No. 1 meeting place for the medical sector, ZENIT GmbH / NRW.Europa, together with the Healthcare Sector Group of the Enterprise Europe Network, is organizing the international Healthcare Brokerage Event (17<sup>th</sup> & 18<sup>th</sup> November 2011- Dusseldorf, Germany).

The aim is to assist enterprises, universities and research institutions in finding partners from Europe for product development, manufacturing and licensing agreements, joint ventures or other types of partnership.

For more information on the event & registration, please click [here](#)

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## Innovative Technologies<sup>(\*)</sup>

(\*) In case of interest, please contact [your local Enterprise Europe Network Partner](#)

### Wheel-leg for improved locomotion over various terrains (ref.: 11 EE 21B9 3LG0)

Estonian scientists have invented a wheel-leg unit for locomotion in various terrains/surfaces, including rocks and even stairs. The wheel-leg can be used in various applications that include transport, mobile robots, medical equipment, toys etc. The inventors are looking for technical, commercial agreement with technical assistance or a licensing agreement.

### Novel patented hand steriliser (ref.: 11 GB 4201 3LFK)

A UK based small company has developed a novel patented hand steriliser, easy to use, which is capable of sanitising hands in under 5 second and results in hands which are dry enough to use without towelling. The company wishes to sell the patent or enter into a joint venture agreement to manufacture and market the product which is electrically engineered.

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### **New candidate-drug for the treatment of central nervous system disorders**

(ref.: 11 FR 33J8 3LGI)

A French biotechnological SME is focusing on the development of innovative candidate-drugs for neural repair in cases of traumatic or degenerative disorders of the central nervous system (CNS). Thus, our lead-candidate has demonstrated neuro-protective and neuro-restorative activities suggesting its interest in the treatment of traumatic or degenerative disorders of the CNS. The company is now interested in a partnership to develop various applications based on this technology.

### **Standard electronic reporting system for mobile multimedia patient records**

(ref.: 11 GB 4201 3LBO)

A UK SME has developed an innovative integrated information system for multimedia formatted clinical reports of patients' electronic health record (EHR). The system is enabled with SNOMED CT [Systematized Nomenclature in Medicine - Clinical Terms (SCT)] terminology in telehealth services and can be used for seamless, synchronous updating of the patient's EHR. Technical and/or commercial cooperation is sought.

### **New formulation for highly effective sunscreen**

(ref.: 11 SI 68CN 3L9Z)

Slovenian research institute has developed a new formulation for highly effective sunscreen. The new product shows almost an order of magnitude better UV-filtering ability if compared to the existing commercial products and is much more stable. The product solution is particularly appropriate for preparation of stable and effective sunscreens based on transparent oily media. Researchers are looking for industrial partners interested in further development and license agreement.

### **Methodology for real-time predictive performance analysis at home for people suffering from senile dementia or Alzheimer's**

(Ref: 11 ES 27F4 3LR7 )

Spanish Technology Based Enterprise has developed a methodology for the prediction, analysis and automation of performance in real-time conditions of a single person suffering from senile dementia or Alzheimer's at home. Patients are monitored at their own homes using an electronic device (bracelet of a watch size with gyroscope and accelerometer). This company is interested in a technical cooperation for dissemination, exploitation, maintenance and technical consultancy on this field.

### **Two photon fluorescent probe for near-membrane Calcium ions**

(ref.: 11 KR 9A9D 3LGB)

A molecular opto-electronics laboratory of Korean university has developed a fluorescent probe for near-membrane Calcium ions. With Two-photon microscope, this probe shows the variation of Calcium concentration inside of the cell or tissue, therefore it helps researchers to figure out and image the mechanism of living cell. The Lab is looking for a company or an institute for licensing agreement and joint further development to commercialization of this technology.

### **Carrier for the Three-dimensional Cultivation of Cells - Method for cost-effective production of cell culture media**

(ref.: 11 DE 1380 3LFH)

A large German Research Institute has developed a carrier for the three-dimensional cultivation of cells for the low cost production. Microcavities arranged on a plane allow for an active nutrient supply. In this way typical cell functions are preserved and cell adhesion can be optimized by surface modification. This method is applicable in biotechnology, plastic industry, pharmaceutical industry & medicine. They are seeking either a license agreement or a technical cooperation.

### **Novel production and screening platform for complex proteins**

(Ref: 11 NL 60AH 3LSO)

A Dutch SME offers the technology to produce and screen for complex proteins for drug discovery. Several proteins are thought to have a therapeutic effect but are often difficult to produce to be developed into a drug. The technology allows use of these complex proteins for applications in therapeutic proteins or other areas. The company is looking for partners with interest in the production, or co-development of a customized production system for expression of specific protein (drug) targets.

### **A new suite of specialised software tools for the analysis of genomic and medical data**

(Ref: 11 IT 53U6 3LHD)

A research-based Italian company has developed a suite of specialised software tools for the management and analysis of medical and genomic data (mainly related to Affymetrix microarray), including: preprocessing and annotation of genomic expressions for TMEV statistic analysis, preprocessing and pattern extraction from Single Nucleotide Polymorphism data and microRNA data. The company is interested to technical cooperation for further development or to licensing with technical assistance.

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# Requests for Collaboration<sup>(\*)</sup>

(\*) In case of interest, please contact [your local Enterprise Europe Network Partner](#)

## **Patented Medicine Licensing Opportunities are Sought**

(ref.: 11 TR 99PB 3LE5)

A Turkish medicine company is in need of developed medicine technologies & recipes and is looking for partners, who have patented medicine know-how/technology that does not have many generics and can be paid by publicly funded health insurance programs, enabling them to manufacture medicine in Turkey, under license or joint venture agreements.

## **Development of Angioplasty Balloon Catheters**

(Ref: 11 GB 77dz 3KOE)

A British company that manufactures balloon catheters and stents is seeking to collaborate through licence agreement with medical research organisations and similar equipment manufacturers in order to develop catheters and stents for specific applications in invasive angioplasty radiology and surgery.

## **Laboratory & preclinical pharmacokinetic trials of potential prototypes of antiviral drugs**

(ref.:11 RU 86FG 3LDP)

A Russian SME from Moscow is engaged in researching and designing drugs with antiviral, antibacterial and anticancer activities. The SME is looking for companies and research organizations specialized in laboratory testing and preclinical pharmacokinetic trials in order to establish a commercial agreement including technical assistance.

## **Advanced bio degradable materials to be used to manufacture Hygienic Pads and Diapers**

(Ref: 10 IL 80ER 3K5F)

An Israeli SME manufacturing hygienic diapers and pads wants to upgrade its technology and products. It is looking for biodegradable materials for Hygienic pads and Diapers and/or highly absorbant material to replace and reduce usage of pulp, and the machinery to manufacture hygienic pads and diapers at a rate of 200 units per minute using biodegradable highly absorbant materials that can reduce the usage of pulp or replace pulp. The technology should be approved for usage in contact with the skin.

## **Looking for new skin delivery technologies & methods for assessment**

(Ref:11 BE 0213 3LJP)

A Brussels-based multinational active in consumer goods is looking for new skin delivery technologies and methods for assessment. The company would like to apply these solutions to new products for skin and hair care. The company is open to different kinds of collaboration.

## **Diagnostic Dental Floss**

(Ref: 11 BE 0213 3LJV)

A multinational active in consumer goods is looking for products or technologies (Dental floss) for detecting gingival inflammation (GI) or symptoms of inflammation (e.g. bleeding). The product should be able to show an immediate & noticeable change (e.g. colorimetric) for the user & differentiate between healthy gums vs mild/moderate GI vs severe GI. Different kinds of collaboration are sought.

## **Seeking solution for partial or complete replacement of antibiotic in animal semen for artificial insemination**

(Ref: 11 FR 34K2 3LED)

A company specialized in animal artificial insemination, aims to replace - partially or completely - the use of antibiotics in the semen. The SME is looking for an active molecule or mechanical effect that would have a cytotoxic property or could inhibit bacteria & their metabolism. They are seeking a partner bringing the appropriate know-how or methodology to develop a suitable solution through a Technical, Joint Venture or Licence Agreement.

## **AIR SANITIZATION TECHNOLOGY for Home Care Mass Market Consumer Products**

(Ref: 11 ES 252K 3KP8)

The Spanish branch of an international company of household products is looking for a system (technology) for the sanitization and disinfection of the home by releasing molecules/substances with disinfectant properties. The delivered substances should eliminate, prevent or reduce the pollutants in the air or on contact surfaces. The company is looking for ready-to-market technologies. The company is seeking prototypes available for validation, or other reported proof of concepts.

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# EU Initiatives – Directives

## 1. Pilot EU Innovation Partnership on Active and Healthy Ageing - EIPAHA

[EIPAHA](#) is part of the [EU's Innovation Union Strategy](#), and its main objective is to add two healthy life years to the average healthy life span of European citizens by the year 2020. The partnership aims to pursue a triple win for Europe: improving the health status and quality of life of European citizens, with particular focus on older people; supporting the long-term sustainability and efficiency of health and social care systems; and enhancing the competitiveness of EU industry through business and the expansion of new markets. An important part of the pilot partnership's operation is the setting-up of a [high-level steering group](#) and to provide a forum for stakeholders through a series of [workshops & events](#).

## 2. Most Innovative European Biotech SME Award 2011

[EuropaBio](#)'s Most Innovative Biotech SME Award aims to reward European Biotech SMEs that have developed innovative solutions to technical, social and environmental problems. The deadline for applications is 26<sup>th</sup> August 2011. For more information and for the application form, please click [here](#).

## 3. New Legislation Against Falsified Medicines

Falsified medicines (the term 'falsified' is used to distinguish between 'counterfeits' - infringements of intellectual property rights) are a major threat to public health and safety. Following its adoption by the Council and the European Parliament, the [new legislation on falsified medicines](#) will be applicable from the 2<sup>nd</sup> of January 2013: it introduces tougher rules to improve the protection of public health with new harmonized, pan-European measures to ensure that medicines are safe and that the trade in medicines is rigorously controlled.

## 4. Public Consultation on the Revised Guidelines on Good Distribution Practice of Medicinal Products for Human Use

The European Commission's Directorate General for Health and Consumer Policy ([DG SANCO](#)) has launched a public consultation on the [revised 'Guidelines on Good Distribution Practice of Medicinal Products for Human Use'](#). The draft guideline is of particular interest to wholesale distributors and brokers of medicinal products for human use as well as for manufacturers who distribute their own products. Comments and suggestions are invited by 31<sup>st</sup> December 2011 and should be sent by email to: [SANCO-gmp@ec.europa.eu](mailto:SANCO-gmp@ec.europa.eu) & [ADM-GMDP@ema.europa.eu](mailto:ADM-GMDP@ema.europa.eu).

## 5. Experts for the Second Programme of Community Action in the Field of Health (2008-2013)

In April 2011 [the Executive Agency for Health and Consumers](#) (EAHC) launched the 2011 Call for Expressions of Interest in the area of public health in order to establish a list of experts to support activities in connection with the EU Health Programme (2008-2013). The call remains open until the end of 2013 but it is advised to submit an application as soon as possible. For more information & the registration procedure, please click [here](#).

## 6. Intellectual Property Rights: the Single EU Patent & IPR Portals

The Commission's proposal for a single EU patent had been under discussion for over a decade as one of the key factors to boost European competitiveness and innovation. In April 2011, the European Commission presented [a package of two legislative proposals](#) that will radically reduce the cost of patents in Europe by up to 80% and lay down the terms and conditions for obtaining unitary patent protection, its legal effects and the applicable translation arrangements. Indeed, the current European patent system, in particular in the phase after granting a patent, is very expensive and complex. Under this new proposal, the cost for a European patent with unitary effect in 25 Member States would be €680, after a transitional period during which costs would still be less than €2500.

Two portals have been created with the aim of helping businesses – particularly small and medium-sized enterprises (SMEs) – to protect and enforce their intellectual property rights in foreign markets around the world free of charge: the [TransAtlantic IPR Portal](#) & the [China IPR SME helpdesk](#).

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# EU R&D Programmes

## 1. EU Open Calls for Research Proposals including Health-related Topics

Call Identifier & Call Link	Deadline	Call Identifier & Call link	Deadline
<a href="#">FP7-HEALTH-2012-INNOVATION-2</a>	27/09/2011	<a href="#">FP7-NMP-2012-SMALL-6</a>	08/11/2011
<a href="#">ERA-AGE 2 Call</a>	03/10/2011	<a href="#">FP7-KBBE-2012-6-singlestage</a>	15/11/2011
<a href="#">FP7-HEALTH-2012-INNOVATION-1</a>	04/10/2011	<a href="#">FP7-SEC-2012-1</a>	23/11/2011
<a href="#">IMI-CALL-2011-4</a>	18/10/2011	<a href="#">FP7-ICT-2011-8</a>	17/01/2012
<a href="#">FP7-ENV-2012-two-stage</a>	20/10/2011	<a href="#">FP7-SSH-2012-2</a>	02/02/2012
<a href="#">FP7-NMP-2012-LARGE-6</a>	08/11/2011	<a href="#">FP7-ERANET-2012-RTD</a>	28/02/2012

## 2. Key Web Services for the 7<sup>th</sup> Framework Programme (FP7)

The European Commission is committed to improving its web-based communication on research & innovation by better serving the specific needs and interests of its target groups. The key FP7 web services are going to be redistributed gradually throughout 2011 and 2012 between the three following portals:

- [Research & Innovation on Europa](#): providing general information on EU research policy, initiatives & specific programmes, and addressing the interests of the broader public.
- [Participant Portal](#): used for interactions with the participants of EU-funded research and innovation projects and provides information on funding opportunities (i.e call for proposals).
- [CORDIS](#): undertakes the dissemination of information on EU-funded research projects, their outcomes and their exploitation.

## 3. FP7 Simplification Measures: Hourly Rate Calculation Tool

Following the [recent FP7 simplification measures](#), the Commission introduced a flat rate system for owners of Small and Medium-Sized Enterprises (SMEs) and natural persons who do not receive a salary but would like to charge their working time to FP7 projects. The Commission has produced an [interim calculation tool](#) which will help beneficiaries to calculate their rates until the Commission integrates the formulas to be used into existing reporting tools within the Participant Portal.

## 4. Development of a Simplified Consortium Agreement for FP7 (DESCA)

The signature of a Consortium Agreement between the partners of a research project is mandatory for almost every FP7 collaborative project. The European Commission offers general guidance for the drafting of consortium agreements but no specific model agreement. [DESCA](#) is a simple, comprehensive, modular consortium agreement specifically designed for FP7 collaborative projects. Guidance notes with concrete examples and detailed explanations about the various options and clauses are provided throughout the model, helping research managers without legal training and first-time FP7 participants to make informed choices on the best wording to adopt in order to protect their interests. The new version (3.0) of the DESCA model is available at [DESCA's website](#).

## 5. "Horizon 2020" - the New Name for the Future EU Funding Programme for Research and Innovation.

["Horizon 2020 - the Framework Programme for Research and Innovation"](#) is the name for the new, integrated funding system that will cover all research and innovation funding currently provided through the Framework Programme for Research and Technical Development, the Competitiveness and Innovation Framework Programme (CIP) and the European Institute of Innovation and Technology (EIT).

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# Success Story!!!

## “Helping doctors diagnose strokes” An International Research Partnership (Belgium – Germany) reached through the Enterprise Europe Network



Every year, some 650 000 Europeans die from strokes, triggered when the blood supply to a part of the brain is blocked or severely reduced. Multitel, a Belgian research institute, is helping develop an innovative new photonic chip to prevent strokes in an EU-funded research partnership made possible by the Enterprise Europe Network. In need of an industrial partner to complete the research consortium, Multitel turned to the Enterprise Europe Network. Please click [here](#) to read about this success story.

Domenico Giannone, R&D manager at Multitel says “Thanks to the Network we were able to find a German partner with an impressive background in chemistry and materials science.”

If you are seeking International Commercial, Technological and/or Research Partnerships, please do not hesitate to contact [your local Enterprise Europe Network Partner](#)

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## Healthcare Sector Group members involved in the One-Stop-Shop e-Newsletter

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The One-Stop-Shop e-Newsletter is an initiative of the Enterprise Europe Network-Hellas in collaboration with the Healthcare Sector Group. Your comments and feedback for the improvement of this initiative are more than welcome.

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