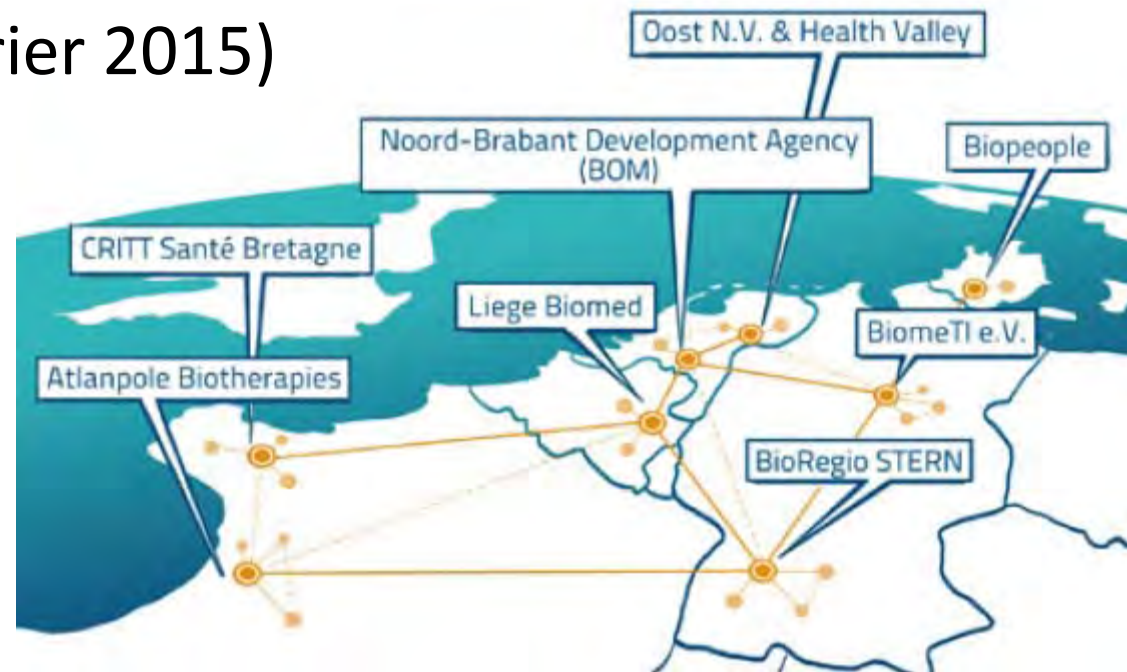




Nouvelle opportunité pour développer vos innovations santé en Europe

Un projet européen

- Programme INTERREG IV B Europe du Nord Ouest
- 8 partenaires dont Atlanpole Biotherapies et le CRITT Santé Bretagne
- 3 ans (jusqu'à février 2015)
- Co-financé FEDER



Un dispositif d'aide aux PME

- Du secteur santé (humaine et animale)
- Afin de lever des barrières à l'innovation
 - ❖ Accès aux technologies
 - ❖ Accès aux marchés
 - ❖ Accès aux financements
- Par l'octroi de subventions aux PME candidates des régions éligibles
 - ❖ *Meet & Greet* (max 500 €)
 - ❖ *Insight* (max 4000 €)
 - ❖ *Collaboration* (max 7000 €)
- Au total 180 000 € pour les PME bretonnes et ligériennes
- Pour des collaborations transnationales

Détail des régions éligibles

- PAYS BAS :
 - ❖ LifetecZONE cluster: Nord Brabant
 - ❖ Eastern Netherlands and Health Valley: Provinces of Gelderland and Overijssel

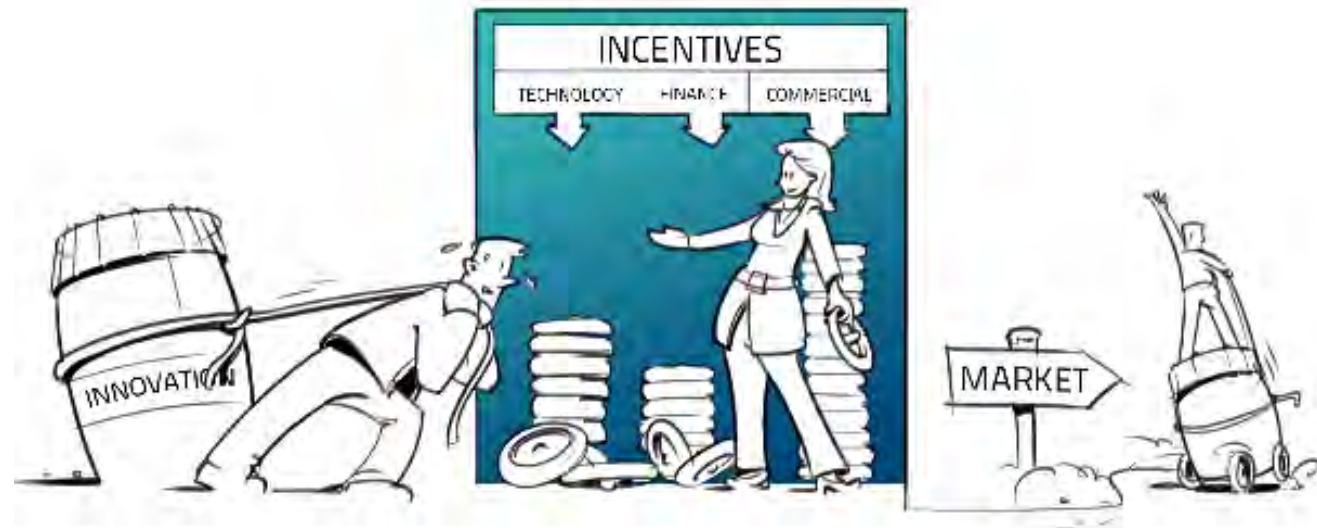
- DANEMARK / SUEDE
 - ❖ Biopeople Copenhagen: all of Denmark plus the Swedish part of Øresund's Medicon Valley

- BELGIQUE (Wallonie)
 - ❖ Liège BioMed: Walloon region in Belgium, comprising the provinces of Walloon Brabant, Hainaut, Liège, Luxembourg and Namur

- ALLEMAGNE
 - ❖ BiomeTI, Region Lower Saxony, Hannover,
 - ❖ BioRegion STERN: Stuttgart and Neckar-Alb (Tubingen, Esslingen and Reutlingen in Baden-Württemberg,)

Le principe

- La PME bretonne ou ligérienne identifie un partenaire « expert » dans une région du projet
- Elle recevra une subvention qui servira à rémunérer le partenaire expert (ou son déplacement)



Vice-versa...

- Les acteurs bretons et ligériens peuvent être experts pour les PME danoises, néerlandaises, belges ou allemandes du projet
- ...et ainsi être rémunérés via les subventions
- Types d'experts :
 - ❖ Technologiques (dont plates-formes)
 - ❖ Marchés
 - ❖ Finance
- Référencement sur la base de données en ligne <http://www.in2lifesciences.eu/database>

Base de données « experts »

The screenshot shows a web browser window displaying the In2LifeSciences database interface. The browser title is 'Database - In2LifeSciences - Mozilla Firefox' and the address bar shows 'www.in2lifesciences.eu/database'. The website has a dark blue header with navigation links: HOME, NEWS, EVENTS, MEDIA, PARTNER, DATABASE, and INCENTIVES. The In2LifeSciences logo is in the top right corner.

The main content area is titled 'DATABASE' and features a search prompt: 'Start the database by choosing a type of expertise'. Below this are three buttons: TECHNOLOGY, FINANCIAL, and MEDIA. A map of Europe is shown with various colored markers (T, F, M) indicating supplier locations. The search results for 'Biogenouest Genomics' are displayed, including a 'SOLUTION PROVIDED' section with a 'T' icon, a 'SUPPLIER IDENTITY' section, and a 'General description' section. A sidebar on the right contains a call to action: 'Need additional help to identify an expert or facility?' and a section titled 'Suppliers you last looked at' which is currently empty.

Database - In2LifeSciences - Mozilla Firefox
 Eichier Édition Affichage Historique Marque-pages Outils ?
 Database - In2LifeSciences +
 www.in2lifesciences.eu/database

HOME NEWS EVENTS MEDIA PARTNER

DATABASE

Start the database by choosing a type of expertise

First select the kind of expertise you are looking for:

TECHNOLOGY FINANCIAL MEDIA

Search the supplier database by map

Inner Seas Glasgow North Sea Kristiansand Ustka
 Belfast United Kingdom
 Ireland
 Bristol Channel
 Bay of Biscay Bordeaux
 Bilbao
 Portugal Spain Valencia
 Barcelona
 Luxembourg
 Zurich
 Switzerland
 Germany
 Hamburg
 Denmark
 Slovenia Romania
 Boshia and Herz
 Kosovo Bulgaria
 Albania Thessaloniki Istanbul
 Naples Greece

Biogenouest Genomics [Back to search page](#)

SOLUTION PROVIDED
 T

Biogenouest

Need additional help to identify an expert or facility?
 We recommend you to contact your Regional Access Broker for personal assistance.

Suppliers you last looked at
 Nothing has been read yet.

SUPPLIER IDENTITY

General description
 Biogenouest genomics is hosted within research laboratories working in the fields of Human Health, and Ecology/Environment. Biogenouest genomics assemble 4 opened platforms offering sequencing & mass sequencing applications along with genotypique and ultra deep genotyping services.
 Both traditional and original applications are offered (see description of offered applications) from a variety of equipments as 454 GSFlx+, HiSeq, MySeq, Genetitan, and others...

Type of Supplier
 Research InstitutionInnovation Network
 Sector of activity

Suppliers you last looked at
 Nothing has been read yet.

7

Exemples

| Innovation Incentives | Access to market | Access to technology | Access to finance |
|--|---|---|---|
| Meet & Greet €500 max | Travel to meet an expert with specialised expertise on bringing a new innovative product category to the market | Travel to meet experts with unique technology know-how at a knowledge centre in another region | Travel to meet a potential investor, for example at an elevator pitch event |
| Insight €4000 | Market study by an expert on regulations abroad for the introduction of a life sciences innovation | Staff exchange: SME employee does a 1-week stay at a academic hospital to get trained in a specific procedure | Advice from financial consultants with a specific knowledge area, for example related to negotiations for future partnerships |
| Collaboration €7000 | Market (clinical) trial in a hospital to validate the innovation in a relevant hospital environment | Initial R&D collaboration with an equipped research facility to develop a first proof-of-principle for a new technology | Not applicable |



Exemples (projet Fasilis)

- Une PME néerlandaise a testé cliniquement un test sanguin pour détecter la maladie cœliaque à l'hôpital universitaire de Liège. Suite à cela, l'hôpital est devenu client de la PME et cette dernière a poursuivi des actions de prospection en Belgique.
 - Une PME danoise a optimisé la culture cellulaire et le rendement en protéines recombinantes grâce à une subvention utilisée avec une autre entreprise du même domaine aux Pays-Bas

Les appels à projet

- Les « *Meet & Greet* » demandés au fil de l'eau
- Des dates butoirs pour les *Insight* et les *Collaboration*
 - ❖ 31 mars 2013
 - ❖ **Mi-juillet 2013**
 - ❖ Automne 2013
- Candidatures en ligne :
<http://www.in2lifesciences.eu/incentives>

Critères de sélection

- Une nouvelle collaboration (pas de partenariat pré-existant dans les 3 années précédentes)
- Innovation
- Les activités financées contribue à l'innovation / la stratégie de R&D de la PME
- L'intérêt d'une collaboration avec une autre Région pour trouver l'expertise adéquate
- La possibilité de création d'un nouveau produit ou d'un nouveau service
- La possibilité d'un projet plus vaste suite à l'initiation du partenariat grâce à la subvention In2LifeSciences

Trouver un partenaire (matchmaking)

- Consulter la base de données « experts » en ligne
- 8 « regional access brokers »
 - Contact Bretagne : Céline Quéron, CRITT Santé Bretagne
celine.queron@univ-rennes1.fr
 - Contact Pays de la Loire : Grégory Bauer, Atlanpole Biotherapies
bauer@atlanpole.fr
- Des évènements sont organisés pour favoriser les mises en relation

Prochains évènements - 2013

- 2 avril
 - ❖ on-line, webinar “two practical approaches on how a SME can reach major accounts”

- 19 juin
 - ❖ Aix-la-Chapelle, Allemagne, Technology brokerage event / Biomedica

- 17 octobre
 - ❖ Rennes, Technology brokerage event

Wallonie, Belgique



- 3,5 million inhabitants
- GDP 86,3 bn € in 2012
- Best travel network in EUROPE!
- Leading sectors: Healthcare and Agro-bio
 - Biomedicine (Louvain-la-Neuve)
 - Biological food processing (Louvain-la-Neuve-Gembloux)
 - Biogenetics (Brussels, Charleroi)
 - Biomecular sciences (Liège)



LifetecZone, Nord Brabant, Pays-Bas

Strong knowledge base:

- Eindhoven University of Technology and spin offs
- Shared facilities: image guided intervention, drug delivery, Combination of ultrasound and MRI, etc.
- TNO - Netherlands Organization for Applied Scientific Research
 - Philips Innovation Services (biomaterials, microfluidics, biosensor, embedded software and app development)
 - HAS Den Bosch: polytechnic in Food/Health



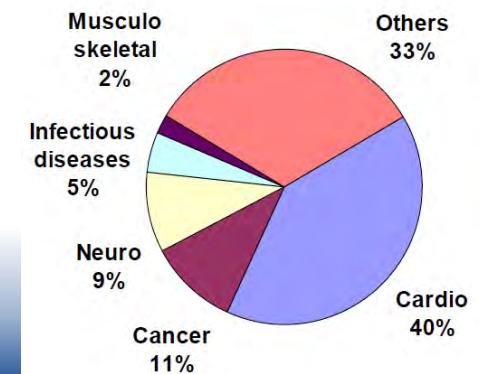
Science parks & facilities

- Pivot Park : focus on drug development
- High Tech Campus
- Westertoren Innovation Centre



❖ Life sciences and food

Company activities per therapy area in SEN
(85 innovative companies analyzed)



Health Valley region



- More than 8000 employees within life sciences and health related fields
- 600 companies in these fields
- 28% of employment within 'life sciences & health'
- 3 universities:
 - Technical university Twente
 - Radboud University and Radboud Medical Centre
 - Wageningen University



Focal points

- **Diagnostics and therapy:** *knowledge and technology on a biomolecular level combined with development of new diagnostics, therapeutics and hardware, e.g. lab on a chip*
- **Robotics and medical devices:** *development of mechatronic and robotic instruments, navigation for minimal invasive surgery, revalidation support, imaging*
- **E-Health/telemedicine:** *development of new healthcare-concepts for patient support by means of telemonitoring, lab-on-a-chip, digital patient data and webbased interaction with clinics*
- *Within Food Valley also nutrition and health*



Basse-Saxe, Allemagne

- Medical Imaging
 - Laser Zentrum Hannover, Imaging Network Goettingen, Theodor Foerster Institute
- Implantology
 - Niedersachsen Center for Biomedical Engineering, Implant Research and Development (NIFE)
- Audiology
 - Auditory Valley (Combination of technologies used in audio systems, hearing aids and cochlear implants)
- Nanomedicine
 - GXC Coatings, Particular GmbH , Ludwig Nanopraezision GmbH, Sympatec GmbH
- Vaccine
 - Translation Alliance, Hameln Pharma Group , Boehringer Ingelheim (animal vaccine)
- Drug development
 - Translation Alliance in Niedersachsen (TRAIN) (identification, validation and optimization of potential drug candidates)



Otto Bock Healthcare GmbH, Duderstadt near Göttingen, is a global leader in orthopedical equipment. Headquartered in Niedersachsen, the internationally active company employs more than 4,000 people.

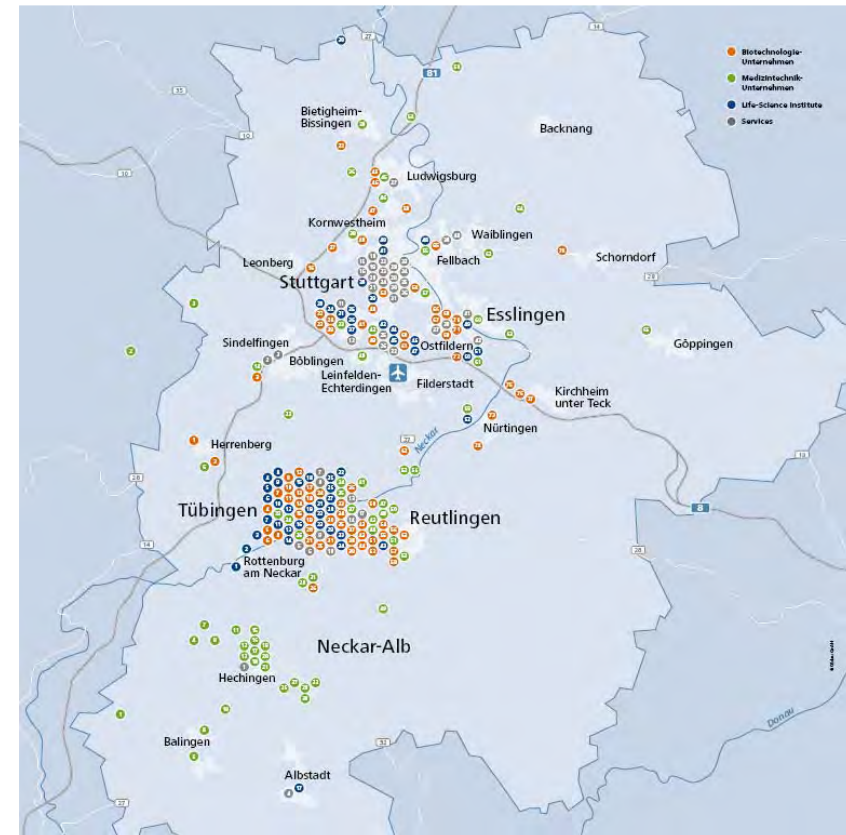
© Otto Bock Healthcare GmbH



Sartorius Stedim Biotech GmbH, Göttingen, is a leading provider of products and services for development, quality assurance and production in the biopharmaceutical industry, employing more than 2,300 people in Europe, North America and Asia.

© Sartorius Stedim Biotech GmbH

- Business promotion agency for the **biotech** and **life science** sectors
- **Intercommunal organisation;** Stuttgart, Tübingen, Esslingen, Reutlingen, Neckar-Alb
- **Main activities:** location marketing, economic development, creation and maintaining business opportunities, acquisition of funding
- **USPs are:** automation, medtech and biotech engineering, regenerative medicine



Danemark

- **Danish life sciences cluster is a major world player, especially in areas such as**
 - ❖ enzymes,
 - ❖ CNS (central nerve system) research,
 - ❖ diabetes care
 - ❖ and cancer research
 - ❖ food and ingredients companies
 - Chr. Hansen, DuPont, Novozymes, Arla Ingredients & Carlsberg.



The national innovation network for health and life sciences, Biopeople, is a cross disciplinary bridgemaker between pharma, biotech, medtech and food & health sectors

Recherche de partenaires en cours

- Technique d'identification du gluten dans les aliments
- Solubilisation dans l'eau du resveratrol
- Compétences et savoir sur le collagène de poisson
- Immunoassays & monoclonal/polyclonal antibody or/and purification of antigens (veterinary diagnostics)

Merci pour votre attention

- Contact Bretagne

Céline Quéron, CRITT Santé Bretagne

celine.queron@univ-rennes1.fr



- Contact Pays de la Loire

Grégory Bauer, Atlanpole Biotherapies

bauer@atlanpole.fr



<http://www.in2lifesciences.eu>