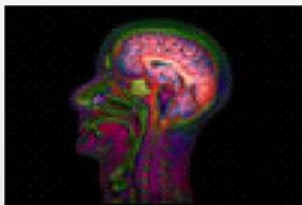




One-Stop-Shop e-Newsletter

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 Health Cluster of Portugal

The [Health Cluster Portugal](#) (HCP) was formally created, as a private not-for-profit association in April 2008. Since then, several entities have joined the Health Cluster Portugal, which presently has more than 100 members, thus ensuring a growing coverage of the country's health value chain. The business base of the cluster includes approximately 60 very dynamic and innovative pharmaceutical, biotech and medical device companies, and also specialized service providers, representing a total turnover of €1.8 billion, and a workforce of 10.000 employees. A strong R&D base is assured by the most prominent universities, institutes and university hospitals in the country, which cover a very diverse range of areas of expertise, including oncology, neurosciences, diabetes, inflammation, infectious diseases, biomaterials, regenerative medicine, nanotechnologies and ICTs, among others.

The Health Cluster Portugal promotes Anchor Projects in the scope of its Program of Action:

- The Flagship Project "Do IT - Development and Operation of Translational Research, with 17.1 MEuros, will mobilize 21 stakeholders of the Portuguese health value chain (companies, scientific and technological institutions, universities and hospitals), and intends to contribute to the dissemination and consolidation of Translational Research in Portugal in the areas of diagnosis, prognosis and therapy of cancer, neurodegenerative diseases and diabetes.
- The Flagship Project "AAL4ALL - Ambient Assisted Living for All", with a total of 12.5 MEuros budget, will mobilize 35 Portuguese Health stakeholders in order to create an industrial ecosystem of AAL products and services focused on the definition of specific standards

For more information & potential collaborations, please contact **Enterprise Europe Network-Portugal:** Mrs Helena Moura, IAPMEI – Portuguese Institute for SME and Innovation: helena.moura@iapmei.pt

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Events^(*)

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

1. BioSpain 2010 (Pamplona, Spain)

The Instituto Científico y Tecnológico de Navarra S.A. member of the Enterprise Europe Network is co-organising a partnering event from 29th September to 1st October 2010 in Pamplona (Spain) at [BioSpain 2010](#). In its latest edition, it hosted over 1000 participants from 28 countries.

BioSpain 2010 is the top biotechnology event in Spain, organized by The Spanish Bioindustry Association, ASEBIO and SODENA, Government Development Agency in the region of Navarre. Taking place bi-annually, it attracts companies of all sizes, universities, research centres and public stakeholders of the medicine/health, biotechnology, Veterinary & pharmaceutical/cosmetics sectors from around the globe. In addition to the brokerage services, BioSpain will feature a trade exhibition with around 200 international exhibitors, an investment forum, the Spanish Society of Biotechnology Scientific Conference, several Plenary Sessions, as well as a career fair.

For further information and registration, please click [here](#):

2. BIOTECHNICA Partnering Event (Hannover, Germany)

The [BIOTECHNICA](#) is one of Europe's leading events for the biotech sector. It will take place from 5th to 7th October 2010 in Hannover, Germany. This year, approximately 850 exhibitors and 13,000 visitors are expected to explore and present the latest products and innovations in biotechnology. The BIOTECHNICA PARTNERING EVENT, which is organised by Deutsche Messe AG and carried out by EBD Group, is the perfect platform to bring together international decision makers from all fields of the biotech industry.

Registration is now open at www.biotechnica.de/partnering_e. Participants registered via the Enterprise Europe Network will benefit from individual support before, during and after the partnering event.

For further information, please click [here](#):

3. MedicalExpo (Bacau, Romania)

The Enterprise Europe Network consortium in Romania is organising a brokerage event for medical technologies in Bacau (Romania) from 7th to 10th October 2010. [MedicalExpo](#) is a specialized event whose main topics are medical equipment and services, orthopedics equipments, laboratory equipment and products, medical research and medical software. For all Enterprise Europe Network partners who wish to present their clients' products and services the organisers will offer a free stand during the event.

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

4. Healthcare Brokerage Event at MEDICA 2010 (Düsseldorf, Germany)

On the occasion of [MEDICA 2010](#) in Düsseldorf, the world's largest fair for the medical sector, ZENIT is organising the international "Healthcare Brokerage Event" in co-operation with the Healthcare Sector Group of the Enterprise Europe Network. The event will take place in Hall 6 (Gallery) on 18th and 19th November 2010.

The event offers individually planned bilateral discussions with potential business partners. Participants can exchange product ideas, initiate new contacts, e.g. for technology co-operation, sales or research partners. In 2009, 510 meetings took place with 160 participants from 21 countries.

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

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Innovative Technologies^(*)

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

Mice xenograft assay for testing growth of tumors (Ref: 10 EE 21B9 3HGD)

An Estonian SME offers a method to evaluate the effect of compounds of interest in the growth of tumours of human origin in mice. A set of different human tumour cell lines can be used to induce subcutaneous tumour growth in mice which can be observed & treated thereafter. The tests can be used for researchers studying cancer. Partners are being sought to test existing methods with new compounds & to develop new xenograft methods.

Device & fully automated evaluation for the quantitative diagnosis of bruxism (Ref: 10 DE 0855 3H6S)

A German university has developed a device that renders possible the quantitative diagnosis of bruxism (gnashing of teeth and resulting health issues) at an early stage where damage can still be prevented. The device is easy to apply & patient compliant. A prototype is available. Partner(s) from the medical industry are sought for commercial use and further co-development.

Low power epilepsy monitor (Ref: 10 GB 4407 3HDH)

A university in London has developed a new, low-power, miniaturised monitor to diagnose epilepsy patients for effective seizure management. The invention offers a significant improvement to existing Ambulatory Electroencephalography, providing a smaller unit which lasts for longer, with smarter data extraction, reducing the time required to diagnose each patient. A patent has been filed. They are seeking partners for further development & licensing.

A novel CE marked vaccine delivery device targeting the Lymph node dendritic cells (Ref: 10 HU 50R8 3H9I)

A US-Hungarian biotech company is offering a CE-marked transdermal delivery device for liquid substances that includes a crucial skin preparation method activating Langerhans cells & improving the penetration of substances through the skin. This technology enables effective vaccine delivery to the lymph node dendritic cells as proven by macaque & human studies. The company seeks industrial partners.

Cervical/Vaginal Retractor Instrument (Ref: 10 IE 51S6 3H7Q)

A Medical Practitioner based in Ireland has developed a precision engineering medical device/instrument to provide visualisation of the upper vaginal/cervix and improve the quality of repair and suturing after childbirth and other medical invasive interventions. An agreement to Manufacture under License is being sought from a partner with medical instrument manufacturing expertise & capability and with a clear route to market.

An innovative vaginal insert for the treatment of Bacterial Vaginosis (Ref: 10 GB 46P4 3H6G)

An established pharmaceutical delivery company from Scotland (UK) is specialised in vaginal & buccal delivery using its proprietary hydrogel technology. The company offers an innovative vaginal insert for treatment of bacterial vaginosis (BV) with improved efficacy in delivery over existing BV treatments. The company seeks partners for license, commercial agreement & joint clinical development venture.

Animal model in fulminant hepatic failure (Ref: 10 ES 24E1 3HGM)

A Spanish Research Institute has developed and validated a new animal model of fulminant hepatic failure (FHF) which reproduces biochemical, histological, and clinical signs of the disease. The Spanish research group is seeking partners for a research collaboration among pharmaceutical companies interested in testing new diagnostic test products, drugs or liver support devices.

Novel use of Epidermal Growth Factor Receptor inhibitors for diabetes treatment (Ref: 10 AT 0102 3HJW)

A small Austrian biotech company has identified a novel use of anti-EGFR antibodies - Epidermal Growth Factor Receptor - (e.g. Cetuximab) for the treatment of diabetes. The technology significantly improves diabetics' quality of life given that treatment can be reduced to only 3-4 infusion cycles per year instead of daily insulin injections. The company is looking for a partner or licensee interested in developing this novel treatment for diabetes.

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Requests for Collaboration^(*)

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

Photoactivated nanostructures for polymerization of bulk-photocurable in situ 3D porosity forming materials (FiLI-project) (Ref: 10 FI 30I2 3H0B)

A Finnish research unit for clinical biomaterials has an idea for applying photoactivated nanostructures for polymerization of bulk-photocurable in situ 3D porosity forming materials. Application fields include medical biomaterials or energy-intensive materials such as solar cells. They are looking for industry & academia with a similar R&D agenda to jointly formulate private or public research projects.

Ready-to-market surface cleaning & disinfectant product (Ref: 10 BE 0213 3H71)

A Brussels-based multinational company looks for a ready-to-market surface cleaning & disinfectant product with bactericidal, fungicidal, sporecidal & virucidal properties that can be used in the food industry, in janitorial, health, schools & government distribution channels. A licensing deal on a global scale, with suitable products in the market place no later than end 2011, is being offered.

Communications Architecture for Telemedicine medical sensors (Ref: 10 ES 28G1 3H09)

A Spanish company is looking for a partner helping in the development and/or integration of technology /architecture of mobile terminals related to medical devices. Such technology must be at an advanced stage, able to match different mobile terminals (equipped with Java or Android) with medical devices such as Glucometers or Sphygmomanometers (via any wireless-type communication). They are looking for a license or manufacturing agreement.

Digital imaging for high quality resolution of skin laser treatment scanning area (Ref: 10 IT 56Z6 3HLB)

An Italian company dealing with miniaturised laser for surgery applications is looking for a system (available for demonstration) of high quality resolution digital imaging of an area on the human body to be treated with laser technology. The system should allow to scan & recognise only the area to be treated, even if highly irregular, and not a general image around such an area, in order to direct the laser only on that area.

Technology for modeling and simulating human behavior in light of diminishing behavioral disorders (Ref:10 RO 75DV 3G8T)

A Romanian company is looking for an innovative solution for modeling & simulating human behavior in light of diminishing behavioral disorders. The technology requested can either be under development or fully developed. Preferred collaboration is a commercial agreement and/or subcontracting agreement.

Products for E-cut Biopsy (Ref: 10 TR 99PB 3GM8)

A Turkish company that is developing a novel biopsy method called E-cut biopsy is looking for expertise and knowledge in the manufacturing of needles for medical applications. Ideally, assistance is needed in the development of a "needle with an atraumatic hole" and a "pencil point needle with one hole" for biopsy. The company is looking for a technical cooperation and then a manufacturing agreement.

Collaboration partner sought for new technique to develop vascular grafts in vivo (Ref: 10 NL 60AF 3GW2)

Scientists at a Dutch university medical center have developed a new technique to create autologous blood vessels inside the human body. These vessels can be used in bypass operations and in vascular access for chronic dialysis. Partners are sought for commercialization and biotechnology and/or pharmaceutical partners with expertise in tissue engineering for the joint development of this technique and to perform future studies.

Diagnostic testing of auto-immune diseases (Ref: 10 NL 60AH 3HGG)

A Dutch SME is looking for partners with innovative technologies enabling the development of new or improved diagnostic tests of auto-immune diseases. Academic collaboration with research groups active on one or multiple auto-immune diseases is also being sought. Furthermore, the company is looking for hospitals and laboratories willing to send samples to them for esoteric and specialized auto-immune assays.

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EU Initiatives - Directives

1. EUDAMED: EU-wide Databank for Medical Devices to Boost Market Surveillance

A [European Commission decision](#) was adopted on 19th April which will oblige all EU countries to use, as of May 2011, a European databank for medical devices – [Eudamed](#). Even though the medical devices are traded on the European single market, data which are key to their safety – such as conformity certificates, data on clinical investigations – are for the time being collected only at the national level. The Eudamed databank is a secure IT tool which will ensure rapid access to such data by market surveillance authorities. The databank will also streamline the rules for manufacturers placing in vitro diagnostic (IVD) devices on the market. Finally, thanks to rapid communication channels between market surveillance authorities, the risk to patients of a safety incident or malfunctioning will be reduced.

2. EudraCT- a European Database on Clinical Trials

The European database - [EudraCT](#) - contains all ongoing or completed clinical trials falling within the scope of the [Directive 2001/20/EC](#) (“Clinical Trials directive”), i.e. with at least one investigator site in the EU (incl. the European Economic Area) and commencing after the implementation of the directive by the Member States. This database gives the competent authorities of the Member States, the European Medicines Agency ([EMA](#)) and the Commission the necessary information to communicate on clinical trials and to maintain oversight of clinical trials and Investigational Medicinal Product (IMP) development. This provides for enhanced protection of clinical trial subjects and patients receiving IMPs.

For major developments / consultations related to clinical trials please click [here](#)

3. The New ISO/DIS 14155 – Harmonising Clinical Trials at International level

The new international standard for medical device clinical research is now known as “ISO/DIS 14155 - Clinical investigations of medical devices in human subjects - good clinical practices”. The standard will remain a draft (DIS- Draft International Standard) for about two years to give users a phasing-in period for integrating use of the standard into their daily business practice. The new standard has been written by an international working group including experts from the US, Europe, and Japan and is the result of combining and redesigning the two standards from ISO 14155 (2003). The new standard represents an economic leveler--it will not be any easier or more difficult to conduct a trial in one country over another and an ethical leveler--it will not be any easier or more difficult to conduct trials in developing countries than developed countries. A copy of the new standard may be inexpensively purchased from [ISO's website](#).

4. FDA “Voluntary Audit Report Submission Program”

The Food and Drug Administration (FDA) is announcing the availability of the [draft guidance](#) entitled “Medical Device ISO 13485:2003 Voluntary Audit Report Submission Program.” Under this draft guidance, device manufacturers whose establishment has been audited under one of the regulatory systems implemented by the Global Harmonization Task Force (GHTF) founding members using ISO 13485:2003 may voluntarily submit the resulting audit report to the FDA. Then the audit results will be used as part of a risk assessment to determine whether the FDA's inspection may be postponed for one or even two years (under certain conditions). Comments on this draft guidance can be submitted by 18th August 2010.

5. The Safety of Reprocessed Medical Devices Marketed for Single-Use: Adoption of Scientific Opinion

The Directive (93/42/EEC) regulating the placing of medical devices on the EU-market distinguishes between devices that are intended for reuse and those intended for single-use only. However, the practice of reprocessing single-use medical devices (SUDs) is not regulated at EU-level and legislation in Member States differs. A few countries allow the reprocessing of SUDs, others prohibit the practice and some have no specific legislation. The Commission asked the Scientific Committee on Emerging and Newly Identified Health Risks (SCENIHR) to assess whether the reprocessing of SUDs may constitute a hazard for human health and the independent scientific committee has recently published its opinion. Although clinical data is limited, the [SCENIHR](#) has identified several potential hazards of re-using SUDs that may lead to a risk for patients.

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EU R&D Programmes

1. EUREKA's Eurostars Programme: 5th EUROSTARS cut-off

Eurostars is the first European programme specifically targeting ambitious, market-driven and research-oriented SMEs. It combines the bottom-up approach of EUREKA with easier and faster access to dedicated national and EU funding, harmonised across Europe. A Eurostars project can address any technological area with the intention of developing a new product, process or service. The project should be market-driven: it must have a maximum duration of three years, and within two years of project completion, the product of the research should be ready for launch into the market. The exception of this rule applies to biomedical or medical projects where clinical trials must be started within two years of the project's completion. The next Eurostars application deadline for proposals' submission is 30th September 2010.

2. 5th Call FP7-HEALTH THEME: Orientation Paper with Proposed HEALTH Topics

The 5th Call for Proposals for the 7th Framework Programme, Theme HEALTH, is expected to be launched by the end of July 2010. As a special service the European Commission published an [orientation paper](#) with proposed topics.

All the above information is only indicative at this stage. Potential applicants will need to refer to the final published Work Programme and relevant guides for applicants to be published on the [CORDIS website](#). For further assistance, do not hesitate to contact the [National Contact Point \(NCP\) for FP7-HEALTH](#) in your country.

3. 7th Call FP7-ICT THEME: e-Health Topics

The 7th Call for Proposals for the 7th Framework Programme, Theme ICT, is expected to be launched by the end of July 2010 with 5 e-Health topics likely to open on Challenge 5– ICT for Health, Ageing Well, Inclusion addressing advanced ICT research for sustainable high-quality healthcare, demographic ageing, social and economic inclusion, and the governance of our societies.

Potential applicants will need to refer to the final published Work Programme and relevant guides for applicants to be published on the [CORDIS website](#). For further assistance, do not hesitate to contact the [NCP for FP7-ICT](#) in your country.

4. 3rd Call Ambient Assisting Living Joint Programme

The [Ambient Assisted Living Joint Programme](#) (AAL-JP) is a demand-driven R&D funding programme for innovative ICT-based solutions (products, services, and systems) to elderly persons. Improving the quality of life, autonomy, participation in social life, skills, and employability of older people is the main goal of the AAL program, while improving service delivery and reducing care costs are secondary targets.

In April 2010 the AAL-JP launched (deadline 30th July 2010) its [third Call for Proposals](#) with the topic ICT based solutions for Advancement of Older Persons' Independence and Participation in the "Self-Serve Society".

5. Health NCP Net & SMEs go Health: Strategic Alliance for Assisting Health Stakeholders at the 5th FP7-HEALTH Call

The "[SMEs go Health](#)" project ended on 31st January 2010 but continues as a [network of experts & NCPs](#) in 30 countries. The members of this new consortium continue their support of SMEs and academia. They provide assistance and matching tools very valuable for the upcoming 5th FP7-Health call helping research centres, universities and innovative SMEs to find project partners, to promote their research expertise at International level through the SMEs go health database, and to participate in European R&D projects in the EU-funded "Health" thematic priority of FP7.

Importantly, the related initiative "[Health NCP Net](#)" contributes to the maintenance of the SMEs go Health database and ensures highest quality of expertise profiles from SMEs and academia gathered in this outstanding pool. The synergistic benefits with the Health NCP Net were already established in the last few years, with several members of the SMEs go Health consortium actively involved in both networks. Through this strategic alliance with the Health NCP Net, the highest commitment and continuous quality-assured services are provided to Health stakeholders (SMEs & academia) in view of the 5th call of FP7-Health.

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Success Story!!!

Innovative Baby anti-reflux bed (International Partnership Belgium-Germany): An Outcome of Academic Research Reaching the Market

The Flemish company PEOS bvba is a manufacturing SME of innovative baby anti-reflux beds, a novel product that was developed by the research team of the Academic Child Hospital of Brussels. The North Rhine-Westphalian partner AirMedPlus GmbH is a manufacturing start-up, which produces anti-bedsore systems. PEOS was looking for distributors in the EU, whereas AirMedPlus was looking for distributors for their products as well as offering themselves as distributor of complementary products. PEOS and AirMedPlus were informed on the Healthcare Brokerage Event at MEDICA 2009 and both decided that it was a unique opportunity to find new business partners. PEOS and AirMedPlus were assisted to participate in the event by their local Enterprise Europe Network, ZENIT and Agentschap Ondernemen organiser and co-organiser of the Healthcare Brokerage event, respectively.

The decision to participate in the event was fully justified. Both companies met at MEDICA 2009 and agreed upon cooperation for the anti-reflux bed "MULTICARE". As a first step AirMedPlus performed a test-market in North Rhine-Westphalian hospitals and midwives in order to determine whether the novel baby anti-reflux bed was of interest to the German market. The results of these tests have been very promising and AirMedPlus has decided to distribute the anti-reflux bed in Germany. This example shows how the outcome of academia's research can be transformed, through cooperation with a company and the support of the Enterprise Europe Network, into a marketable product. Indeed, the Enterprise Europe Network is the main European platform for the valorisation of research results. If you are interested in participating at the [Healthcare Brokerage Event - MEDICA 2010](#) or 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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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.

Enterprise Europe Network-Hellas

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