

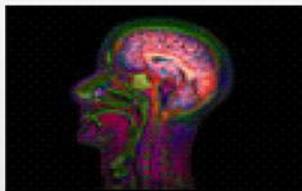


A Happy New Year 2010



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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Editorial

Dear Reader,

When the storm of the financial crisis created so much havoc, the medical technologies sector managed come through relatively unscathed. However, the economic storm's effect on the economy as a whole has left its legacy. Major challenges in relation to changing demographics and technology demand urgent answers. This means that the constraint in the system becomes the process of innovation itself. The large number of industry standards and conventions hinder the seamless adoption of available, emerging or as yet undeveloped solutions. But most dramatically, excellent ideas fail to materialise not only because of their costly translation into successful products, but simply because of failure to exploit possible support mechanisms that could considerably accelerate development at minimal cost and low risk.

The Healthcare Sector Group focuses on removing these hurdles and paving the way for medical technology companies with help to access the funding available at a European level. It offers you the ideal environment to allow the realisation of your ideas and retain your market competitiveness. In this issue you will find valuable information on how to get rapid access to financing your innovation and an open platform to reliable strategic partners for future business and research collaborations. We invite you to join us and take an active part in designing the future of the healthcare sector.

Bonne lecture!

Hicham Abghay-Chairperson Healthcare Sector Group

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Events^(*)

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

1. BioWales 2010 Brokerage (Cardiff, United Kingdom)

[BioWales](#) is the UK's largest bioscience conference, exhibition and biopartnering event sponsored by the Enterprise Europe Network held outside London. It will take place on 17th & 18th March 2010 at the Vale Resort and Spa near Cardiff UK and will showcase and raise awareness of the Welsh, UK and EU bioscience sector before a commercial and academic audience. The event attracts world class speakers, researchers and companies who come together to network, exhibit and actively take part in the technology brokerage event.

For more information on the event, please visit:

<http://www.enterprise-europe-network.ec.europa.eu/publicwebsite/calendar/viewdetails.cfm?EventID=2198&type=future>

2. Biomedica Brokerage Event (Aachen, Germany)

As one of the key summits in Europe, [Biomedica](#) supports and stimulates collaboration between science and business and informs on the latest innovations in science, product development and technologies. This year's topics are: Biofunctional materials, engineering and devices; Advanced development for (bio) pharmaceuticals and nutraceuticals; Disease-specific diagnostics and personalized medicine; Integrated care solutions & services; and Business development and product innovations.

In cooperation with the organisers of Biomedica 2010 and their corresponding Enterprise Europe Network partners, NRW.Europa will organise a matchmaking event on 17th & 18th March 2010, making it even easier for participants to meet their future R&D and/or technological partners, and strengthen their network.

For more information on the event, please visit:

<http://www.enterprise-europe-network.ec.europa.eu/publicwebsite/bemt/home.cfm?EventID=2205>

3. The Medical Technology Meetingpoint at MEDTEC 2010 (Stuttgart, Germany)

Launched in 1997, MEDTEC Europe is now firmly established in the heart of Europe's medical device manufacturing industry. As one of Europe's leading industry events for medical device producers, it attracts prominent visitors - R&D directors as well as manufacturing, process, product, project and corporate managers - not only from Europe but also from all over the world.

On the occasion of [MEDTEC 2010](#), Steinbeis-Europa-Zentrum is organising the Medical Technology Meetingpoint (24th & 25th March 2010), an International brokerage event that will give participants the opportunity to meet potential cooperation partners from all over Europe. It is the ideal environment to establish cross-border contacts and meet other European companies and researchers to offer and/or find innovative services/technologies and to identify joint projects for European or National funding programmes.

For more information on the event, please visit: <http://www.m-tech-meetingpoint.eu>

or contact: Enterprise Europe Network Baden-Württemberg: Steinbeis-Europa-Zentrum
Mr Hicham Abghay & Mrs Milena Mikosch at medtec@steinbeis-europa.de

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Innovative Technologies^(*)

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

Implantable optical system for cornea (Ref: 09 ES 26E9 3EAU)

A Spanish Basque Technological Centre has developed an implantable optical system based on tissue engineering which promotes integration into the patient's ocular tissue in a stabilised environment based on a drug delivery system. A license agreement is sought.

A novel opioid for spinal analgesia (Ref: 09 FI 30I0 3DY9)

Finnish central hospital research group has demonstrated that novel opioid (noroxymorphone) may be a useful new spinal analgesic for both perioperative and long-term spinal analgesia. Drug and pharmaceutical companies are sought for license and further development.

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New Technology Enabling Drugs to Bypass Mucus Layers (Ref: 09 DK 201A 3EPW)

Mucus provides an essential barrier to the delivery of drugs based on bio-macromolecules, making it necessary to deliver them by injection. This technology is able to modify the physical properties of soluble mucus and can aid the passage of some components across the mucus layer. The Danish SME working with a Norwegian University on the invention are looking for cooperation with biotech, pharmaceuticals or research organisations for joint development and testing.

Novel material & technique for surgical bone implantation based on calcium sulfate surgical cement (Ref: 09 IL 80EP 3CHI)

Researchers at an Israeli SME designed a novel material & technique for surgical bone implantation based on calcium sulfate surgical cement. It is an injectable resorbable self reinforced matrix containing bone graft granules currently available in the market. This matrix dramatically improves the handling and performance properties of the existing products. Partners are sought from the implant, dental implant and orthopedic fields for joint ventures or strategic partners.

New treatment of coronary heart disease and other clinical conditions related to a deficit of endothelial progenitor cells (Ref: 09 DE 0855 3DPF)

A German university has developed a new treatment for clinical conditions related to a deficit of endothelial progenitor cells, such as coronary heart disease. It discloses the use of adenosine-level affecting-compounds for the treatment or diagnoses of such kinds of diseases and thus meets a high demand in the medical sector. The university seeks innovative companies for licensing agreements or research cooperation with licensing option.

Test-system based on simultaneous analysis of four polymorphisms in two key genes of osteogenesis (Ref: 09 RU 86FG 3FBV)

A Russian company has developed a test-system for detecting genetic predisposition to bone diseases (osteoporosis) for simultaneous analysis of four polymorphisms in two key genes of osteogenesis that considerably simplifies and accelerates the analysis procedure. The system has no close analogues; it is the first among products for the detection of genetic predisposition to multifactor diseases (cardiovascular and oncological test-systems are also planned). The company seeks R&D and industrial partners for technical cooperation.

Radiopaque (X-ray visible) biomaterials for clinical applications (Ref: 09 NL 60AH 3FCC)

A Dutch company develops radiopaque (x-ray visible) biomaterials for a wide array of orthopaedic and cardiovascular applications. The primary application is as cements for applications in orthopedic, spinal and dental surgery. The x-ray visible biomaterials can be also incorporated in microspheres for applications in urology, cosmetic surgery, reconstructive surgery, and embolization. The company is interested in joint development towards clinical applications and license agreements.

Non-invasive detection and monitoring of inflammations by magnetic resonance imaging (Ref: 09 DE 0855 3ECP)

A German University has disclosed a non-invasive method for the detection of inflammations and the monitoring of inflammation therapy by magnetic resonance imaging (MRI). New, non-toxic perfluorocarbons encapsulated in nano-emulsions are ingested by circulating cells related to inflammations. As a result these cells are marked by fluorine-19, so that their detection is possible by direct MRI. Innovative companies are sought for licensing agreements and/or research collaboration.

Portable (ambulatory) and disposable light sources used in Photodynamic Therapy (PDT) treatment of non melanoma skin cancer (Ref: 09 GB 46P4 3FDC)

A Scottish SME has developed (and patented) a low cost, portable (ambulatory) and disposable light source which will be used extensively in Photodynamic Therapy (PDT) treatment of non melanoma skin cancers. They are seeking partners with access to dermatologists and medical professionals in both primary and secondary healthcare, for commercial agreements with technical assistance.

Novel device to treat severe Stress Urinary Incontinence in women (Ref:09 FR 3118 3DIP)

A French Health Institute has developed a unique patented device to treat severe stress urinary incontinence in women that usual mass market products are not able to treat with good results. This device has benefited from clinical developments up to validation of proof of concept. The French Health Institute is looking for an industrial partner acting in the urinary medtech field, interested in taking an exclusive licence and benefiting from the expertise of a renowned investigator & surgeon.

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Requests for Collaboration^(*)

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

Detection technology sought for automatic photometric chemical analyzer for small laboratories & clinics (Ref: 09 IL 80EP 3EW7)

An Israeli SME seeks a detection technology that will enable doctors, SME clinics & laboratories to perform large amounts of tests of clinical chemistry and immunology locally without the need to refer their clients and/or tests to a central remote laboratory. The partner sought must specialize in precision mechanics, creating and manufacturing complex and accurate parts for the medical instruments market. The technology requested can either be at the laboratory stage or fully developed.

Catheters or similar medical device manufacturing know-how (Ref: 09 ES 26E5 3EJF)

A Spanish Basque Company seeks medical device manufacturing know-how, related to catheters, balloon catheters, tubes, made of silicon and plastic or similar type products. The company seeks know-how acquisition & has investment capacity in global large scale elastomer processing of different injection & extrusion technologies in silicon, rubber & plastics.

Remote monitoring of Sleep Apnea Syndrome for children (09 CZ 0746 3FLP)

A Czech medical company is searching for a remote monitoring of Sleep Apnea Syndrome for children which could be used at home. The system should be easily adapted and should monitor specified values. Partners for licensing agreement or joint further development are sought.

Integrated system of ambulatory monitoring and rapid intervention dedicated to epileptic patients (Ref: 09 RO 75DV 3E48)

A Romanian company is looking for an integrated system of ambulatory monitoring and rapid intervention in cases of crisis dedicated to patients who suffer from neurological disorders of epileptic type. The technology requested can either be at the laboratory stage or fully developed.

Seeking a traceability solution for surgical materials in hospital (Ref: 09 FR 37M3 3FVR)

A French consultant in traceability (RFID, DataMatrix), working with medical institutions is seeking a technical solution aiming to manage the traceability of moveable items such as surgical materials. The system has to be up-and-running and effective. Commercial agreement with technical assistance is sought with electronic tag suppliers.

Telemedicine Sensors for medical systems for diagnostics of diseases & home monitoring applications-Ref:09 IT 55X5 3DWQ

An Italian company - a leader in integrated hardware and software solutions for the diagnostics of respiratory diseases sold worldwide with the highest safety/medical standards - offers an integrated solution based on specific spirometry sensors in which the architecture is open to allow the integration of other sensors for different pathologies. They are searching for a partner able to provide front-end sensor sub-systems (typical use as home monitoring) to deal with different diseases.

Applying a polytetrafluoroethylene (PTFE)-like coating on a sharpened needle (Ref: 09 NL 60AH 3E01)

A Dutch company producing medical disposables with locations in the Netherlands is looking for a manufacturer that can apply polytetrafluoroethylene (PTFE)-like materials on sharpened needles. They are looking for a technical cooperation, manufacturing agreement, or commercial agreement with technical assistance.

Novel stent medical device (Ref: 09 GB 4407 3EWI)

A team of cardiologists at a leading London hospital wishes to develop a novel stent device for congenital heart disease & interventional radiology. The team seeks companies or academia with experience in bioresorbable/materials and polymers (ideally with micro spinning facilities) for a R&D collaboration.

Device and/or diagnostic systems to detect oral care problems (Ref: 09 GB 40n6 3FCG)

A global oral care company based in the UK is looking for external technologies in the devices and/or diagnostics area. Conditions could include bad breath detection, plaque detection and Candida detection. The company is keen to collaborate and/or license in technologies from companies and universities.

Seeking new drug candidates to license-in. (Ref: 09 CH 84FD 3ECW)

A drug development company based in Switzerland is seeking novel drug candidates (available for out-licensing) in oncology, neurodegenerative diseases, metabolic disorders & inflammation. Only biologics & small molecule drug candidates, from the preclinical stage up to the end of phase I, will be evaluated. The company is willing to establish a licensing agreement.

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EU Initiatives – Directives

1. EU Patent

EU achieves political breakthrough on an [enhanced patent system](#). In December 2009, the Council has unanimously adopted conclusions on an enhanced patent system in Europe. The package agreed covers major elements to bring about a single EU patent and establish a new patent court in the EU. Both together will make it less costly for businesses to protect innovative technology and make litigation more accessible and predictable. This agreement will pave the way for solving the outstanding issues to achieve a major reform of the EU patent system in the near future.

2. European Partnership for Action Against Cancer

The European Commission is reinforcing its long-term commitment to the fight against cancer by launching a [European Partnership for Action Against Cancer](#). The overall aim of the Partnership, which is initially planned for 2009-2013, is to support Member States and other stakeholders in their efforts to tackle cancer more efficiently by providing a framework for identifying and sharing information, capacity and expertise in cancer prevention and control. It aims to engage a wide range of stakeholders across the EU in a collective effort and with a common commitment to addressing cancer. It will also help to avoid duplication of efforts, and contribute to the better use of limited resources available. By the end of the Partnership, the objective is for all Member States to have integrated cancer plans. The long-term aim set out by the Commission Communication is to reduce cancer by 15% by 2020.

3. The Financing of Biopharmaceutical Product Development in Europe

The European Commission has conducted a study to analyse the difficulties of Europe-based companies obtaining sufficient funding for their development of biopharmaceutical products, with a particular focus on SMEs. The [report](#) published on 1 December 2009 provides new data obtained from a company survey on the causes of the funding shortage and proposes remedies that are adapted to the specific needs of early- and late-stage product development respectively. By providing support to SMEs in Europe's bio-pharmaceutical sector, policy makers can help to strengthen their ability to develop new innovative healthcare products, thus spurring economic growth and employment in the EU and contributing to public health objectives.

4. Manual on Borderline and Classification for Medical Devices

A [new Version](#) of the Manual on Borderline and Classification in the Community Regulatory Framework for Medical Devices was uploaded onto the EC Enterprise and Industry portal in July 2009. This manual represents the views agreed in the Working Group on Borderline and Classification comprised of Commission Services, experts of Member States and other stakeholders. The WG meets on a regular basis to discuss borderline and classification cases in order to ensure a uniform approach on products, or categories of products, which have raised doubts. However, the views expressed in this manual are not legally binding, since only the European Court of Justice ("the Court") can give an authoritative interpretation of Community law. It shall serve as one out of many elements supporting the national competent authorities in their case-by-case decision on individual products.

5. Notified Bodies Operations Group's Best Practice Guide

This [guideline](#) has been prepared for Notified Bodies on how to assess the technical documentation on a representative basis according to the Directive 2007/47/EC, that covers the revision of the Medical Devices, and to harmonise their practice in the application of this Directive. It will also be useful for Designating Authorities in monitoring the performance of their Notified Bodies in this area.

6. Discussion Paper on Unique Device Identification - UDI

An invitation to submit comments/suggestions to a [discussion paper on Unique Device Identification of Medical Devices](#) prepared by the UDI Ad Hoc Working Group of Global Harmonization Task Force (GHTF) was launched in November 2009. Comments and suggestions have to be sent to entr-cosm-med-dev@ec.europa.eu by the 31st of March 2010.

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EU R&D Programmes

1. The Executive Agency for Health & Consumers – The Second Health Program

The Health Programme is the European Commission's main instrument for implementing the EU health strategy. It is implemented in the form of annual work plans, which the European Commission adopts. The first Programme of Community action in the field of public health (2003-2008) financed over 300 projects and other actions. The [second Health Programme](#) (2008-2013) is intended to complement, support and add value to the policies of the Member States and contribute to increased solidarity and prosperity in the European Union. The Programme's objectives are to improve citizens' health security; to promote health, including the reduction of health inequalities; and to generate and disseminate health information and knowledge.

2. The Executive Agency for Health & Consumers – Work Plan and Call for Proposals 2010

The European Commission has published the [Work Plan for 2010](#) for the implementation of the Second programme of Community action in the field of health with a total budget of 47.1 million euro. The publication of the Work Plan was followed by the [calls for proposals 2010](#) for projects, operating grants, conferences and joint actions with deadline for submission 19th March 2010. The Calls present new funding opportunities for the European organisations active in the area of public health. All proposals should address important problems in European public health and be in line with the Commission's priorities expressed in the Work Plan.

3. FP7 - ICT 6th Call: Health Opportunities

On 24th November 2009, the [6th Call for proposals in the ICT theme](#) of the Seventh Framework Programme (FP7) has been launched. The work programme also contains a number of topics specifically dedicated to health, most of which are to be found in the chapter "Towards sustainable and personalized healthcare". The indicative budget of this call amounts to a total of 286 million euro. The deadline for submitting proposals is 13th April 2010.

4. 2nd Call Innovative Medicines Initiatives Joint Undertaking (IMI-JU):

The Innovative Medicines Initiative (IMI) launched its [2nd Call](#) for research proposals towards more efficient drug development methods with deadline 8th February 2010. The public-private partnership between the European Commission (EC) and the European Federation of Pharmaceutical Industries and Associations (EFPIA) is inviting research consortia to submit proposals for [9 scientific topics](#). The aim of the Call is to speed up the discovery and development of new medicines for diseases such as cancer and inflammatory and infectious diseases. IMI will also fund projects to improve data exchange between industry and the scientific community, an important aspect of knowledge management.

5. EDCTP Call for Experts

The European & Developing Countries clinical Trials Partnership (EDCTP) invites applications from individuals wishing to serve as reviewers for: clinical trials for the diseases HIV/AIDS, malaria and tuberculosis, postgraduate training awards and capacity building grants including ethics and establishment of networks of excellence. This [Call for experts](#) to serve on the EDCTP Scientific Review Committee has deadline 31st December 2010.

6. EU-Funded Projects of Interest:

[KAPPA-Health](#) endeavours to assess and valorise the success of small and medium-sized biomedical companies (SMEs), which have received funds from the European Union Framework Programmes 6 and 7 (FP6 & FP7) for research and technological development. A [recent study](#) performed within this project found that over 90% of research-intensive SMEs having participated in a FP6 co-financed research project considered their participation as a success and 50% of these have already generated commercial return.

[HealthCompetence.eu](#) - is an open, pan-European Research Information System, making key information accessible on all projects funded by the EC within Health Science in FP6 & FP7. The results generated through projects funded by the European Commission (EC) represent a considerable part of the health research conducted in Europe. Access to high-quality information on these research activities and results is therefore critical for successful planning and decision making at universities, research organisations and funding agencies, and hence for improving collaborations, research performance and innovation capabilities.

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Success Story!!!

A Novel Non-invasive System to Detect and Characterise Early Onset of Neuromotor Conditions such as Parkinson's: An International Partnership (UK, Finland, Germany, Netherlands, Spain) reached through the Enterprise Europe Network

Enterprise Europe Network North East England has helped Manus NeuroDynamica, a high-tech start-up company based in the North East of England, build research and supply chain partnerships with a number of European partners needed to develop their technology. Manus is developing a novel non-invasive system to detect and characterise the early onset of neuromotor conditions such as Parkinson's. Early diagnosis of the disease leads directly to superior management and care planning, resulting in enhanced quality of life for the patient. Across the developed world, the population is ageing, leading to increased per capita in neuromotor conditions such as Parkinson's disease. Although there are some promising therapies on the horizon, the best patient outcome available today can only be delivered on the basis of early and accurate diagnosis.

Enterprise Europe Network has worked closely with Manus to build a high quality consortium of partners including the VTT research institute, Finland; the Fraunhofer research institute, Germany; University Medical Centre in Groningen Netherlands and several SMEs from Spain, Germany and UK for its research and product development. The consortium forms a strong supply chain which will enable the product to be built using the knowledge, expertise and research capabilities of the partners to help take the project concept forward to commercial success. **If you are seeking International Commercial, Technological and/or Research Partnerships, please do not hesitate to contact [your local Enterprise Europe Network Partner](#)**

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

Contact person	e-mail	Organisation	Enterprise Europe Network /Country
Hicham Abghay (Chairman SG Healthcare)	abghay@steinbeis-europe.de	Steinbeis-Europa-Zentrum	BW-Europe/ Germany
Cora Ziegenbalg	CZ@tt.uni-hannover.de	Leibniz Universität Hannover	Enterprise Europe Network Niedersachsen/ Germany
Helga Iichmann	eenpost@tti-md.de	TTI Technologietransfer und Innovationsförderung Magdeburg GmbH	Enterprise Europe Network Sachsen-Anhalt/ Germany
Isabelle Pottier	ipottier@ccip.fr	Chambre de Commerce et d' Industrie de Paris	Enterprise Europe Network – Ile de France-Centre/ France
Anu Finne	anu.finne@technopolis.fi	Technopolis Ventures Kuopio Oy	Enterprise Europe Network Finland- FINCIP/ Finland
Maria Grazia Zucchini	maria Grazia.zucchini@aster.it	Aster Scienza Tecnologia Impresa	Enterprise Europe Network - SIMPLER/ Italy
Maria Helena Moura	helena.moura@iapmei.pt	IAPMEI- Instituto de Apoio as PME e a Inovacao	Enterprise Europe Network Portugal/ Portugal
Maria Fernandez Santa-Cruz	maria.fernandezsantacruz@juntadeandalucia.es	CITAndalucia S.A.U.	Enterprise Europe Network CESEAND/ Spain
Alison Orr	aorr@targetinginnovation.com	Targeting Innovation Ltd	Enterprise Europe Yorkshire/ UK
Andrew Millar	andrew.millar@investni.com	Invest NI	Enterprise Europe Invest Northern Ireland / UK
Gillian Kears	Gillian.Kears@cenamps.com	The Centre of Excellence for Nanotechnology Micro And Photonic Systems Ltd	Enterprise Europe Network North East England/ UK
Kenny Legg	kenny.legg@enterpriseeuropesw.org.uk	GWE Business West Leigh Court Business Centre	Enterprise Europe Network South West (UK)
Eszter Szabo	eszter.szabo@innostart.hu	Innostar National Business & Innovation Centre	Enterprise Europe Network Hungary/ Hungary
Cristina Pascual	cpascual@ekt.gr	National Documentation Centre EKT/NHRF	Enterprise Europe Network Hellas / Greece

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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

Dr Cristina Pascual /
National Documentation Centre EKT / NHRF

- 48, Vas. Constantinou • 11635, Athens, Greece
- e-mail: cpascual@ekt.gr



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