

UTILE

NEWSLETTER #2

THE EU-HEALTH INNOVATION MARKETPLACE



ENJOY READING THE UTILE NEWSLETTER!

Are you an Innovation Provider? An Innovation Developer? Then UTILE Marketplace is made for you! This platform analyses around 1200 finished Health EU- projects (FP7 and H2020) to identify the research results with the highest potential for translation and exploitation.

UTILE is a Horizon 2020 Coordination and Support Action project financed under topic *SC1-HCO-01-2016 Valorisation of FP7 Health and H2020 SC1 research results*.

Should you be interested in receiving further information or setting-up collaboration, feel free to contact us:

Coordinator: Lieke Gerris - Lieke.Gerris@pnoconsultants.com

Dissemination contact: Marina Dora Tavano - md.tavano@ciaotech.com and Annabelle Sion - annabelle.sion@europroject.bg

Website: <http://www.health-breakthrough.eu>

Follow us on the social networks! UTILE is also active on **Twitter**, **LinkedIn** and **Facebook**, and can be found by clicking on the images below:



PROJECT NEWS

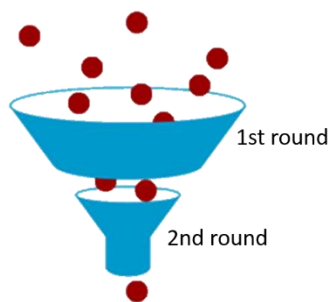
1ST YEAR ACHIEVEMENTS

FP7 AND H2020 PROJECT EVALUATION

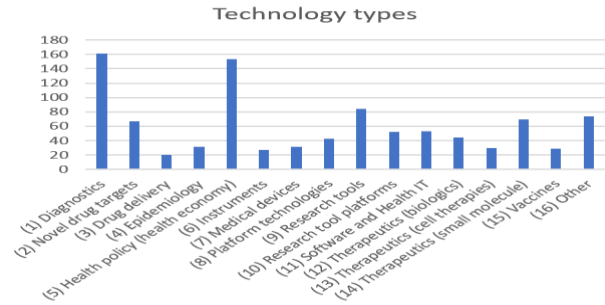
Within UTILE, we aim at evaluating FP7 and H2020 project results with the goal to select the most commercially promising results for further commercial exploitation. By combining forces of four highly recognised European Technology Transfer Offices (TTO), a structured evaluation methodology has been developed for this purpose. The methodology is two-phased and exists of a basic (quick scan) and a deep dive (more thorough) evaluation. Close collaboration with industry has been guaranteed throughout the different phases of the evaluation.

RESULTS SO FAR

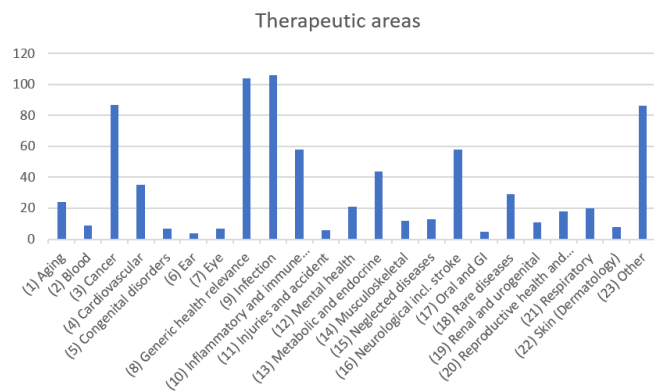
By the end of December 2017, results from over 1000 projects have been evaluated in the first round (quick scan). This evaluation is based on publicly available project data from CORDIS (the European Commission's primary public repository to disseminate information on all EU-funded research projects and their results) and provides valuable insights in the commercialisation potential of funded research results.



The two graphs show the spread of tags in technology types and therapeutic areas of assessed results. The most common technology types found are: diagnostics (17%), Health Policy (16%), Research tools (9%), therapeutics (small molecules) (7%), and Novel drug targets (7%).

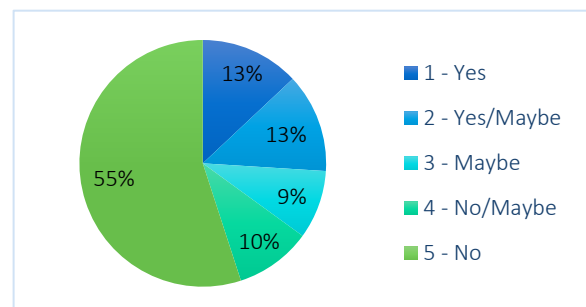


The most common therapeutic areas found are: infection (14%), generic health relevance (13%), cancer (11%), inflammatory and immune system (8%), and neurological (including stroke) (8%).

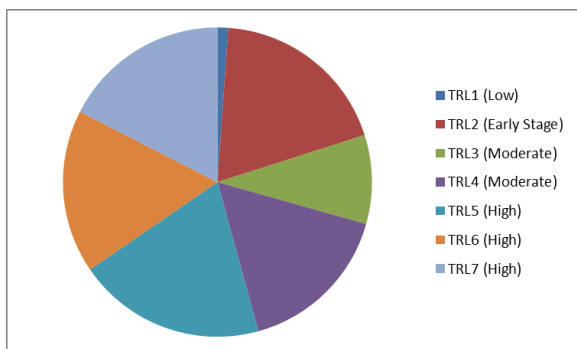


When looking at the exploitation potential of the results, the projects have been ranked on a 1 to 5 point scale (see figure below). More than half (55%) were assessed as having no potential for commercial exploitation scoring 5 ('No'). This might seem as a high number; however, many projects were not intended for commercial purposes. To illustrate, many results received a 'No' recommendation because results were freely disseminated (46%), entailed basic research (20%), or the project did not deliver (4%). Furthermore, some results were already successfully commercialised (10%) and were thus indicated as success story.

Around 26% of all projects received a high



exploitation score (rank 1 or 2). These projects have a high probability of having developed commercially promising results ready for further exploitation. Zooming in on these high potential results shows that the following therapeutic areas are most prevalent: cancer (16%), infection (15%), inflammatory and immune system (8%), neurological (including stroke) (8%), and metabolic and endocrine (8%); and the following technology types: drug delivery (10%), research tools (9%), research tool platforms (5%), therapeutics (cell therapies) (5%), and epidemiology (4%). Furthermore, when looking at the developmental stages (i.e. Technology Readiness Level - TRL) of these promising result, the following figure shows that there is more or less an equal distribution of results within each category (except for TRL1). Promising results can be found throughout the innovation development chain, from early stage to near market.



ARE YOU AN EU-PROJECT BENIFICIARY? CHECK YOUR EMAIL BOX

In the coming days, a complementary questionnaire will be send out by the European Commission to all evaluated projects. This questionnaire gives partners within these projects the opportunity to provide information on their commercial promising results, thereby increasing the chances to go through to the next evaluation round. **Keep a close eye on your email box to not miss out on this opportunity!**

After finalisation of the first evaluation round, only the most promising results will proceed to the next evaluation phase. Selection will take place based on the rank from the first evaluation round and additional information from the questionnaire when returned. We are currently fine-tuning the

methodology for the next evaluation phase, which will consist of a combination of additional desk research and personal contact with project partners. **Be aware that you might be contacted in the upcoming year by UTILE partners when we think we can help exploit your research results further.**

At the end of the second round, the selected projects will be promoted on the UTILE marketplace which will match supply and demand automatically. Secondly, selected projects are actively supported in valorising their results. For instance by giving training in exploitation, helping to build their exploitation strategy, or connecting them to potential investors and collaboration partners. **UTILE Marketplace is therefore the place where business developers and innovators will meet, broaden their network and, most importantly, will exchange research and business opportunities.**

UTILE'S STRATEGY DEVELOPMENT

Regarding the sustainable and strategic development of UTILE, several activities were performed during this first year. The activities, led by TTS Global Initiative, focus on Strategy Development as well as interaction with the market, industry and potential customers. In 2017, the main objective has been the creation and expansion of a Market & Stakeholder Advisory Committee MSAC) chaired by TTS. The MSAC was held in the initial months of the project, and the first meeting was held alongside the TTS Europe and UTILE consortium meeting in Santiago de Compostela, Spain, in September 2017. The MSAC includes some 25 high level experts and decision makers from top technology transfer organizations, venture capital funds, pharma business development and licensing executives, intellectual property experts, and more. The MSAC serves to provide high level feedback on core UTILE activities such as the Project Portfolio Evaluation, the Marketplace development, the Acceleration and facilitation towards valorization, and more. *If you are interested to learn more about and potentially join the MSAC, please write to Christian@ttsqlobalinitiative.com*



Benchmarking the UTILE Marketplace, has also been carried out, and involved an analysis of the leading company and technology databases and market places available in the health sector. Not all of these are directly comparable to the UTILE Marketplace, but the lessons learned from their development experiences and the models they have implemented are valuable in understanding what makes them successful, what industry, investors and other stakeholders expect from such a marketplace, as well as pointing to key challenges that UTILE will need to overcome both in the technical development of the Marketplace, and in terms of the unique selling proposition. All of these lessons either have been, or are being taken into account.

on **October, 11** – in **Turin** – and participants have been given a sneak preview of the main functionalities and services included in the Marketplace.



OTHER NEWS

EVENTS

TTS GLOBAL INITIATIVE – EUROPE

SEPTEMBER 2017

The UTILE Project came together at the annual TTS Europe event at Santiago de Compostela, Spain. The meeting was the occasion to evaluate the status of the project activities and pave the way for the next steps. Moreover, TTS Europe event gave the partners the opportunity to receive useful feedback from key stakeholders and potential users of the EU-Health marketplace under developing.



MIT4LS 2017 - TURIN


OCTOBER 2017

The workshop “*UTILE Project presents the EU-Health Innovation Marketplace, a valorisation platform for FP7 Health and H2020 SC1 research results*” was held

ASTP – PROTON

NOVEMBER 2017

ASTPPROTON
KNOWLEDGE TRANSFER EUROPE

UTILE was presented at the ASTP Proton Fall meeting that took place in Guimarães (Portugal), on November 22-24 by Ivana Dinulovic, PhD- from Ascenion GmbH. This was the occasion to present all the opportunities UTILE offers to innovation developers and innovation providers. Watch the video. 

UPCOMING EVENTS – SAVE THE DATE!

ANNUAL CONFERENCE ASTP-PROTON

23-25 MAY 2017 – LIÈGE, BELGIUM

The theme of this conference will be: **Technology Transfer in a Changing Environment**, UTILE and its partners will be participating!



UTILE PARTNERS

