

UTILE

NEWSLETTER #3

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 would like to receive further information or to set up collaborations, feel free to contact us:

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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

WP2 PORTFOLIO EVALUATION

EVALUATION METHODOLOGY – FINDING THE HIDDEN GEMS

UTILE evaluates close to 1200 projects to identify the most promising research results for further commercial exploitation. PNO Consultants and four respected Technology Transfer Offices (Ascenion, Bergen TO, KI Innovations, and LifeArc) have developed a methodology to evaluate the EU projects in a standardized way. The methodology allows for evaluation of all types of projects, from very early research to close to market and including nearly all therapeutic areas and technology types. The methodology is two-phased and exists of a basic evaluation (quick scan) and a deep dive evaluation (more thorough).

Want to know more about this evaluation methodology for exploitation potential?

Contact Lian van Amerongen

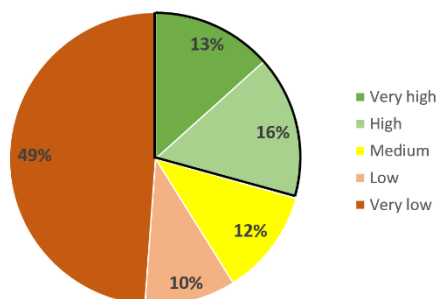
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FIRST ROUND EVALUATION – QUICK SCANNING ALL PROJECTS

Last year we performed the first phase of the evaluation process. Approximately 30% of the projects received a high or very high exploitation potential score (see figure) and are going through to the second phase. Full results of the first evaluation round can be read in the previous UTILE newsletter.

Commercial exploitation evaluations – First evaluation round



Additionally, all partners from eligible projects received an online questionnaire from the European Commission on behalf of UTILE. This questionnaire gave people the opportunity to provide information on their commercially-promising results. All submitted questionnaires have been reviewed and gave us very valuable insights. For example, in the research activities that happened after the project period ended or new collaborations that have formed. For 16 questionnaires, the information provided new insights that made us re-evaluate their commercial exploitation from (very) low or medium to (very) high.

SECOND ROUND EVALUATIONS – SELECTING THE HIGH POTENTIALS

Out of the 1151 projects evaluated by UTILE, 412 have been selected for the second evaluation round. Projects that submitted a questionnaire have already been contacted and the first thorough due diligence analyses have taken place. Remaining projects will be contacted throughout the year in different batches, so make sure you keep an eye on your mail box for any UTILE mail from one of our TTO partners!

THE UTILE MARKETPLACE

At the end of the second round, the selected high potential innovations 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, exchange research and business opportunities.



OTHER NEWS

EVENTS

UTILE 1ST BUSINESS AND INNOVATION WORKSHOP

15 JUNE 2018

On the 15th June 2018 the First Business and Innovation Workshop within the UTILE project was held in Bulgaria and hosted by Europe Unlimited (EUN). The workshop focused on three main topics: IPR, access to finance and commercialisation and licencing. Mr. Arunas Berzinskas, IPR Ambassador from the Lithuanian Innovation Centre presented the various support services in the area of IPR in Europe. Ms. Lian van Amerongen from PNO, Nederland continued with sharing her vast experience on opportunities for public funding mainly through Horizon 2020 and the SME Instrument. The commercialization and licensing topic was presented by Ms. Anji Miller from LifeArc, UK. The three sessions provoked many discussions and the participants were urged to exchange experience and share the challenges they face.



BIOM&M CONFERENCE

27-29 JUNE 2018

On June 27, UTILE project was presented at the 1st edition of the BIOM&M Conference that took in Milan, Italy, on the 27-29 June 2018. The event gathered users, producers and researchers, engineers, doctors and scientists who have a common interest in various aspects of biological issues with the aim to foster research on bio medical / materials / mimicking / manufacturing, promoting related international cooperation. Therefore, this was the occasion to show

the valuable services for valorisation of results offered by UTILE project and its marketplace to innovation developers, researchers and scientists. The project was represented by CiaoTech/PNO Group, dissemination and exploitation leader.



ASTP-PROTON ANNUAL CONFERENCE

23-25 MAY 2018



The 2018 Annual Conference: Technology Transfer in a Changing Environment concluded on May 25th 2018. It welcomed 376 guests from 36 countries representing a great occasion for disseminate UTILE results and presenting the support services available through the marketplace and the project experts. Youssef Sabbah (EUN) illustrates the opportunities in this video. Watch the full video round-up 



UPCOMING EVENTS – SAVE THE DATE!

MIT4LS 2018

10-12 OCTOBER 2018



The second UTILE workshop and first brokerage event is planned to be part of the Meet in Italy, for Life sciences event in Bologna on 10-12 October 2018 (<http://meetitalylifesciences.eu/>).

The workshop will develop valorization paths of selected Health research projects and focus on topics such as business modelling, commercialization, funding opportunities and more. The invited selected will be given the opportunity to learn from expert coaches and to dry-run their presentations, receive feedback from coaches and pitch their ideas to investors and industry experts.

The selected projects will also be invited during the second day of the workshop to take part at a brokerage opportunities organised by Utile and allowing selected projects to pitch to industry players and investors and to meet with them. Additional brokerage opportunities organized by the Enterprise Europe Network and providing opportunities will be offered to selected projects for scheduling bilateral networking meetings between companies, research centres and investors.

During the 3rd day of the workshop, the UTILE participants will benefit from participating in the international conference “Digital transformation in medicine: average is dead!”. Interested, you will be notified once the workshop is licked-off.

UTILE PARTNERS

