

UTILE

NEWSLETTER #4

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:

Coordinator: Cecile ten Kate - cecile.tenkate@pnoconsultants.com

Dissemination contact: Marina Dora Tavano - md.tavano@ciaotech.com and
 Angel Shotev – angel.shotev@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

UTILE MARKETPLACE

UTILE MARKETPLACE NOW ONLINE!

UTILE Marketplace offers compelling benefits to players in the health sector: business developers and innovators have the chance to meet, broaden their network and, most importantly, exchange research and business opportunities.



THE MARKETPLACE: SERVICES FOR RESEARCHERS

The Marketplace provides researchers, innovators and EU project beneficiaries with the opportunity to improve the valorization potential of their health research projects and offers them matchmaking opportunities with industry and investors.

Through the Marketplace, researchers gain visibility towards peers, get in contact with investors and industry experts, broaden their network and perform their next research or development step. They can also receive access to a set of online and offline services, including:

- *Access to a toolbox* to improve their project results exploitation and commercialization skills through online training on issues such as intellectual property rights, market potential, commercialisation strategies, licensing, funding, business plan development.
- *Training services* to improve commercialization potential of relevant projects, through training workshops and seminars addressing basic understanding on results commercialisation issues.
- *Coaching services for business support* provided by industry experts, matched with selected projects by

looking at individual needs of the promising innovation.

- *Brokerage, partnering, investment and networking events*, to which selected projects with high commercialization potential are invited and where they can meet, network and establish collaborations with investors and all actors from the Marketplace.

THE MARKETPLACE: OPPORTUNITIES FOR BUSINESS DEVELOPERS

The Marketplace provides business developers, investors and entrepreneurs with access to a set of pre-selected FP7 and Horizon2020 health related projects with high commercialization potential. It allows them to get in contact with researchers and innovators in the health sectors, broaden their network and find new research and business partners. Additional opportunities are offered, including:

- *The Market & Stakeholder Advisory Committee (MSAC)*, where they further assess projects with high exploitation potential from a market interest point of view, as well as take part in remote assessment and consensus meetings that takes place in conjunction with events organized by UTILE.
- *Webinars and workshops* where they can meet with research projects with high commercialization potential and create synergies with them.
- *Brokerage, partnering and investment events*, bringing together industry experts, investors and selected research projects with high commercialization potential to network and discuss potential deals.

UTILE TOOLBOX

In addition to the Marketplace, UTILE launches its Toolbox, an online training platform, which offers free online training and courses – run by international experts – to all users. These on demand courses address topics like business modelling and business plans; commercialisation, access to finance, guidance on Legal and Regulatory issues and much more. The online courses platform is free and accessible at the following link: <http://www.utile-courses.eu/>



UTILE BUSINESS COACHING

The UTILE business support program links industry experts with high potential innovations in the Life Sciences & Health sector. The industry experts provide individual coaching services to help innovations further towards commercialisation. UTILE makes sure only relevant innovations and coaches are matched, by looking at individual needs of the promising innovation and the interest and expertise of the mentors.

The Business Coaching process is expected to open soon and consists of 6 phases:

- *Application:* owners of promising innovations can apply for the business support programme
- *Selection:* UTILE aims to select 13 applications who will receive individual coaching services (for a value of €2.000) based on First Come First Serve.
- *Matching:* Selected projects are matched with a coach, either from the UTILE network or from their own network.
- *Coaching:* Coaching sessions on mutually agreed format and contents of the sessions (approximately 12 hours in total).
- *Evaluation:* Both parties fill in an evaluation form and send this back to UTILE.
- *Payment:* UTILE's support will cover the costs of the coaching sessions (up to €2.000).

OTHER NEWS

EVENTS

UTILE 2ND TRAINING WORKSHOP AND BROKERAGE EVENT

10-11 OCTOBER 2018


UTILE Project invited 9 promising health and life science projects funded under FP7 and Horizon 2020 Funding Programmes, members of its Marketplace, to attend its 2nd Business and Innovation Training Workshop and the Brokerage Event on October 10th and 11th 2018 in Bologna Italy, in the framework of the most important international event dedicated to the Life Science sector, the Meet in Italy for Life Sciences 2018. The selected projects had the chance to benefit

from free training and to pitch in front of international investors and industry representatives with the aim to commercialize their research results.

The 2nd Business and innovation Workshop took place on the 10th October and focused on three domains: IPR, access to finance and commercialization routes. It was followed by a high-quality coaching session to help participating projects improve their pitching skills to investors in view of the UTILE Brokerage Event of the following day, where 6 projects pitched their results receiving input from both industry representatives and health investors.

"It was definitely a useful event because it is always good to improve the slide presentation and force you to condense your thoughts in a way that can be understood by a diverse audience", Wian de Jongh said, representing the AdaptVac Project, funded under the FP7 Programme and aiming at the development of highly competitive vaccines and therapeutics against infectious diseases, cancer, and immunological disorders.

Mark Wilson, Consultant in the Biotech Industry, helped reviewing the presentations and stated "I was very impressed by some of them. The most advanced of those projects are clearly of interest for potential pharma partners because they have a clear licensing potential". It was a very enjoyable and positive professional experience and I commend the people who are developing those initiatives", he commented.

Here is the video showing the event:  Are you interested in joining our next event? Contact us at cecile.tenkate@pnoconsultants.com!



UPCOMING EVENTS – SAVE THE DATE!

Three excellent opportunities for health and life science projects are coming up in the following months – the Digital Health Venture Forum in May, the TTS Europe event in June, and the Meet in Italy for Life Science event in October. Thanks to UTILE, selected projects will have the chance to receive free training, pitch in front of international investors and industry representatives, as well as discuss investment or partnering opportunities with them. Anyone interested in participating and receiving more information about these events can contact us at cecile.tenkate@pnoconsultants.com. Don't miss the chance and join our events!

DIGITAL HEALTH VENTURE FORUM

23-24 MAY 2019



The Digital Health Venture Forum promotes innovation and investment into the best technology companies from across Europe and, as a UTILE Marketplace project, it is your chance to connect with Venture Capitalists, entrepreneurs, industry experts and thought leaders to foster new connections, business and investment.

The Digital Health Venture Forum will take place in Porto, Portugal on 23-24 May 2019.

UTILE HEALTH PARTNERING & INVESTOR WORKSHOP

JULY 2019



TTS Global Initiative is organizing a UTILE Health Partnering & Investor Workshop in London in early July 2019 (exact date to be confirmed shortly).

The UTILE Health project selected health projects with assets with real potential for commercialization and exploitation and will present a number of these in

London. This workshop will bring together investors, industry business development executives, and biotech & health sector business and innovation experts with TTOs & start-ups representing the selected UTILE assets.

The morning session will include presentations on:

- Intellectual Property strategies for developing, financing & partnering IP assets.
- Business Development & Partnering
- Financing spin-outs, start-ups & growth companies.

The afternoon sessions will include presentations of the UTILE assets and the business, licensing and investment opportunities represented.

MEET IN ITALY FOR LIFE SCIENCES

16-18 OCTOBER 2019



Meet in Italy for Life Sciences is the leading national matchmaking and update event for all those interested in the themes of Life Sciences. It provides an excellent opportunity for discussion of research activities in the context of the market and growth of the sector, as well as for debate, meeting and networking for companies and start-ups operating in the life sciences sector. The 2019 edition will be held in Trieste from 16-18 October at Magazzino Molo IV.

UTILE PARTNERS

