

PRESS RELEASE

5 EU-funded projects benefited from UTILE support during its final Workshop and Brokerage event

UTILE project gathered in Trieste promising health and life science projects funded under FP7 and Horizon 2020 to valorise their research results and put them in connection with investors.

BRUSSELS, October 24, 2019 – The UTILE Project, funded by the European Commission, organised the UTILE Brokerage, Partnering, Investment and Networking Event - Valorisation of Research Results from Healthcare Projects on **October 17th and 18th 2019** in **Trieste**, Italy, in the framework of the most important international event dedicated to the Life Science sector, the [Meet in Italy for Life Sciences 2019](#). It was a special, customized event, that put a selection of projects and start-up companies in contact with investors, industry representatives, advisors, and experts in intellectual property, business development and financing.

5 projects and start-up companies (GLORIA, RAIDS, Bioridis srl, Surgica Robotica srl, Ópponent) had therefore the chance to benefit from free training on how to deal with venture capital and industry and how access public funding. Furthermore, they attended a Pitch Academy before having the opportunity and to pitch in front of international investors and industry representatives with the aim to commercialize their research results.

Improve the exploitation potential of research results for ended health-related EC-funded projects



UTILE project aims at carrying forward FP7 Health and Horizon2020 SC1 project results by set of online and offline tools such as trainings, workshops and brokerage events. The UTILE Brokerage, Partnering, Investment and Networking Event was the last of these opportunities specifically organized to provide support to and engagement with high quality projects to support their translational, valorization and commercialization objectives. The 5 participant projects were among some 50 considered to have high value for eventual commercialization, as evaluated by 4 of Europe's leading technology transfer offices,

(LifeArc, Karolinska Innovations Institutet, Ascenion GmbH, and Bergen BTO), from among approximately 1200 health research projects which received European funding under FP7 or Horizon 2020 Research & Innovation Funding Programme.

During the **UTILE Pitching Academy in Health Tech specificities** (17th October, 14:30-18:00) supported investment readiness level raising by interactive exchange between the presenters from selected UTILE companies and projects and the experienced coaches, investors and the audience. The session was envisaged as a role play, that is a collaborative, practical and demonstrative exercise that assisted entrepreneurs to develop and improve specific skills according to their needs focused on pitching.

The next day, on the 18th October, the event opens with the **UTILE Workshop Valorisation of Research Results from Healthcare Projects** where the projects received free support on the valorization of their research results



by attending 3 specific speeches lead by international experts:

- **Business Development and Partnering with Industry** (Mark Wilson, Managing Director, Strategic Technology Bioconsulting)
- **Understanding and Raising Venture Capital in Health-Tech Context** (Teresa Cunha, Tech Tour)-
- **How to accelerate the introduction of meaningful innovations in life sciences - Public Funding** (Eleanor Dawson, ttopstart).

UTILE Business Coaching program – only 3 spots left

UTILE project has also launched its business support program links industry experts with high potential innovations in the Life Sciences & Health sector for one or more individual coaching sessions. During these coaching sessions, the projects can address a specific business challenges or questions they currently encounter or have. UTILE will support 13 matches by covering the coaching costs (maximum of €2.000 directly paid to the coach), so the coaching sessions are free of charge for the projects. Currently 10 matches have been successfully made between high potential innovations from previously funded FP7 and H2020 projects and their coaches. There are Only 3 spots left: the interested projects can contact Cecile ten Kate (cecile@ttopstart.com) to free benefit of UTILE coaching program.

UTILE project – the marketplace for the health sector

UTILE analysed all finished Health projects within FP7 and H2020 and identifies the research results with the highest potential for further valorisation and exploitation. For the players in the life science and health sector involved in R&D, business development or commercialisation activities UTILE created the EU-Health innovation marketplace an online tool to valorise FP7 Health and Horizon2020 SC1 project results. The Marketplace is the place where Innovation Providers (such as research centres, universities and research groups) and Innovation Developers (such as big pharmaceutical and biotech companies) can meet each other and encourages to work together. The Marketplace provides services and tool boxes to improve the valorisation potential of health research projects and offer matchmaking opportunities with the industry and investors who are therefore able to find promising research ideas, ready to commercialize. For further information about UTILE please visit <https://www.health-breakthrough.eu/>



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