

# UTILE

NEWSLETTER #5

THE EU-HEALTH INNOVATION MARKETPLACE



## ENJOY READING THE UTILE NEWSLETTER!

Are you an Innovation Provider? Are you 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 like to receive further information or to set up collaborations, feel free to contact us:

**Coordinator:** Cecile ten Kate - [cecile.tenkate@pnoconsultants.com](mailto:cecile.tenkate@pnoconsultants.com)

**Dissemination contact:** Marina Dora Tavano - [md.tavano@ciaotech.com](mailto:md.tavano@ciaotech.com) and  
 Angel Shotev – [angel.shotev@europroject.bg](mailto: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 BUSINESS COACHING PROGRAMME: ONLY 3 SPOTS LEFT!

UTILE Project has launched its business coaching programme, where high potential innovations from previously funded FP7 and H2020 projects are linked with industry/coaching experts for one or more individual coaching sessions. During these coaching sessions, the projects can address specific business challenges or questions they currently encounter or have. Examples of topics which can be addressed during the coaching sessions include:

- **Business development related:** focused on the identification, analysis and evaluation of potential business opportunities, the definition of business segments and the development of an effective marketing mix;
- **Organisational related:** aimed at mobilizing the resources of the organization/innovation to ensure the efficiency and performance of the company's organisation;
- **Cooperation related:** support the organization/innovation in planning and implementing innovation partnerships and project consortia.

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 coaches and high potential innovations from previously funded FP7 and H2020 projects.

**Only 3 spots left!** Contact us (Cecile ten Kate: [cecile@ttopstart.com](mailto:cecile@ttopstart.com)) to benefit for free from the UTILE coaching program!

### FROM THE MARKETPLACE

### INVEST IN THE MAILPAN® DEVICE TO FIGHT TYPE 1 DIABETES

MailPan® is a bio-artificial pancreas developed to fight current unmet medical needs of diabetic patients.

Today, patients affected by Type 1 Diabetes need to be treated with exogenous insulin anymore by means of sub-cutaneous injection using syringes, pens, pumps and artificial pancreas that couples a continuous glucose monitoring system with an external pump, which injects the right amount of insulin according to the measured glycaemia. MailPan®, developed by Defymed, will make you forget all this.

This cell macro-encapsulation device is designed to encapsulate new sources of insulin-secreting cells, available in unlimited sources, without the need for immunosuppressive therapy. MailPan® shall autonomously and physiologically regulate the blood glucose level because the cells detect the level of glucose in the blood and release automatically the required amount of insulin. MailPan® significantly improves patients' quality of life.

MailPan® solution's market potential is huge: in 2017, this population is estimated to 425 million diabetic patients (€665 billion in 2017 spent on diabetes related expenses) and all Type 1 and 20% of Type 2 (who need insulin injection) diabetic patients can recur to MailPan® by benefitting from total autonomy and physiological management of the disease. The objective is to out-license MailPan® for the Diabetes application to a big Pharma or a Big Medtech.

The company is also looking for 4 to 5 million Euro to co-finance the development of its products towards clinical trials in the Diabetes field. The valuation of the MailPan® device will allow its customization in order to meet other therapeutic applications, such as Haemophilia or adrenocortical diseases.

MailPan® is waiting for your help! To learn more, [click here](#) and contact [md.tavano@ciaotech.com](mailto:md.tavano@ciaotech.com) to get in touch with MailPan® developers.



## OTHER NEWS

### EVENTS

#### UTILE LONDON PARTNERING SUMMIT

11 JULY 2019

The UTILE Project organised the UTILE London Partnering Summit on July 11 at White City Place in London. During the event, selected EU projects and start-ups had the opportunity to pitch in front of and receive professional advice from investors, serial entrepreneurs, IP, financing, strategy and venture capital experts.

4 projects were presented by representatives from institutions in the UK, Ireland, France, and Finland. These included offerings in regenerative medicine (AUTOSTEM, Ireland), Sepsis rapid diagnostics (FAEPIC, UK), disease modifying treatment for Parkinson's disease (Genecode, Finland), and predictive biomarkers for personalized treatment of oncology (RAIDS Network, France).

These 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.

In the morning they participated in workshops led by experts in Intellectual Property strategy (Kevin Noonan, and Paul Tuly, Partners, McDonnell Boehnen Hulbert & Berghoff LLP, Chicago, USA), in Business Development and partnering with Industry (Mark Wilson, Managing Director, Strategic Technology Bioconsulting, London, UK), and Understanding and raising Venture Capital (James Baillieu, Corporate Partner, Bird & Bird, London UK). In the afternoon, the 4 projects presented to the audience and engaged in detailed Q&A followed by direct recommendations and advice from the experts present, after which informal one to one meetings took place during the afternoon coffee break and end of day networking reception. Reactions were highly positive, and the projects indicated interest to participate in additional

UTILE support initiatives prior to the end of the project in December 2019.

Organized by TTS Global Initiative on behalf of the UTILE Health Consortium, thanks are extended to MedCity, Mitsui Fudosan, MBHB LLP, Bird & Bird, and Europe Unlimited for their support in making this non-commercial, free access event a reality.



#### UTILE BROKERAGE, PARTNERING, INVESTMENT & NETWORKING EVENT

17-18 OCTOBER 2019

The UTILE Project 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 to access public funding. Furthermore, they attended a Pitch Academy, where they had the opportunity to pitch in front of international investors and industry representatives with the aim to commercialize their research results.



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 opened 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 led 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).



## PUBLICATIONS

### UTILE ARTICLE IN OPEN ACCESS GOVERNMENT

The October issue of Open Access Government featured an article on the UTILE Project, titled: *“Horizon 2020 research: The health innovation ecosystem of Europe”*. In it, Cecile Ten Kate, the UTILE

coordinator, illustrated the objectives of the UTILE project.

The article discusses the valorisation of research projects in the health innovation ecosystem recalling the UTILE project methodologies and activities to analyse more than 1200 projects funded by the European Commission in the health sector under the FP7 and Horizon 2020 Funding Programmes with the aim to identify the most promising research results for commercialization.

Moreover, it analyses how the valorization of research projects has been approached by UTILE and the lesson learnt that will bring to a series of policy recommendations aimed at strengthening the health innovation ecosystem.

[Click here](#) to read the article (pag. 22-23).

## UPCOMING EVENTS – SAVE THE DATE!

### ASTP FALL MEETING

6-8 NOVEMBER 2019

The UTILE Project will be presented as a use case during the ASTP FALL MEETING 2019 that will take place in Leiden, the Netherlands, from 6th to 8th November 2019. In the event programme, the workshop *“Realising the Potential of Research Outputs from Collaborative Projects”* is planned on the 7th November (13:30 - 15:00) and will be facilitated by Anji Miller, Senior Business Manager, Technology Transfer at LifeArc. An ever-increasing number of research projects call for expertise from several parties to deliver the desired result. These collaborative projects are favoured by many funders, such as the European Union, and have the potential to combine a diverse range of skills from both academic and commercial contributors to deliver highly translatable results. Although promising, often the full potential of collaborative projects is not ever realised, with potentially impactful outputs remaining undeveloped and a myriad of reasons contributing to this failure. This workshop will use the UTILE project as a use case study of the struggles faced when commercialising outputs from collaborative projects.



## UTILE PARTNERS

