

UTILE

NEWSLETTER #6

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:

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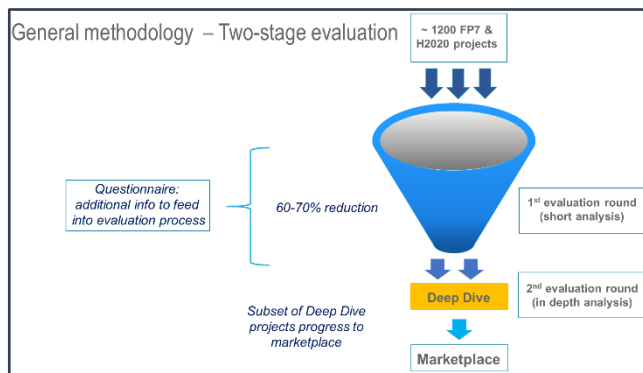
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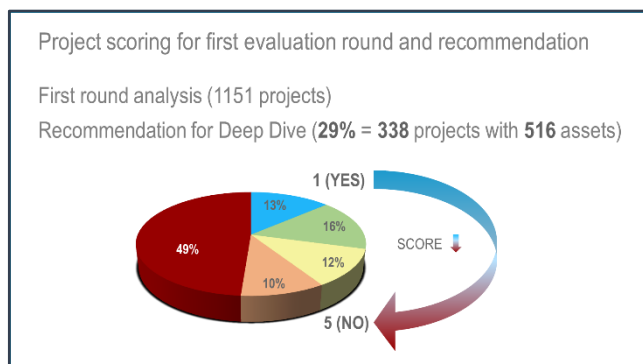
PROJECT NEWS

WP2: PROJECT PORTFOLIO EVALUATION OVERVIEW

The goal of Work Package 2 was to assess the commercial potential of health projects funded under FP7 and H2020 programs. At the end of the evaluation process, project assets with the highest commercialisation potential were given the opportunity to be promoted towards investors and pharma and biotech industry and via the UTILE Marketplace, a web-based platform.



In the first round, Y1 of the project, four TTOs, Ascenion, Karolinska Institutet Innovations AB, LifeArc and VIS analysed the pool of 1151 projects. TTOs developed a common evaluation methodology based on the 5-level scoring system (1-Yes, 2-Maybe Yes, 3-Maybe, 4-Maybe No and 5-No) to diminish discrepancies in evaluation by different TTOs. 589 projects with commercially relevant results were selected for evaluation in the first round. Out of this group a pool of 338 projects were recommended for the second evaluation round, referred to as the Deep Dive. These projects comprised a total of 516 assets, as some projects resulted in multiple outcomes.



In year 2, a Deep Dive analysis was performed. It was crucial that TTOs had access to non-confidential and up-to-date information, thus multiple sources were used:

- Questionnaire data describing project assets.
- Literature and database searches
- Personalised e-mails to coordinators and relevant project partners (both responding and not responding to Questionnaire)
- Interviews with project coordinators and partners

During this process the TTOs came across several obstacles. A lot of reports in EC's CORDIS database were incomplete or missing. Even though the Questionnaire was sent out by the EC to 1275 projects, only 59 projects expressed an interest in UTILE giving a 5% response rate. Also, responses to personalised emails were very low. However, in spite of these issues, the Deep Dive analysis identified 36 technologies suitable for the Marketplace, but due to the need of recently introduced mandatory legal documentation on stating the ownership of the IP (GDPR legislation), which caused uncertainty among project partners, only 15 technology owners decided to place their assets on the Marketplace platform. Assets placed on the Marketplace were either seeking for an investment, research collaboration or out-licensing, or a combination of these options.

It is also worth mentioning that outputs from a number of projects were already commercialised, therefore these project assets were excluded from the assessment process either in the first or the second evaluation rounds. Another group excluded from further evaluation were policy-making project which constituted approximately 25% of total project number.

SUCCESSFUL END OF THE UTILE BUSINESS COACHING PROGRAMME

UTILE Project successfully concluded its business coaching programme, which was aimed at linking high potential innovations from previously funded FP7 and H2020 projects with industry/coaching experts in order to address specific business challenges or questions faced by the projects. The topics covered included business development, i.e. identification,



analysis and evaluation of business opportunities, organizational related – mobilization of the resources of the organization/innovation, and cooperation related – support in planning and implementing innovation partnerships and project consortia.

A total of 50 asset owners, evaluated positively regarding their exploitation potential, were invited to express their interest for the UTILE business coaching services. Out of these, 9 asset owners returned an expression of interest. Each of these were matched with relevant business coaches in the Life Sciences and Health sector, specifically selected by UTILE. 5 coaching sessions actually started, as most of the others decided they were not ready yet for coaching. The coaching sessions were held mostly on Skype or by phone, with an average of 5 meetings per coaching couple.

In terms of the evaluation of the programme, all coaching couples indicated that the goals were achieved, with 2 finding it “entirely achieved” and 3 “mostly achieved”.

In the evaluation forms the coachees and coaches could also give feedback or remarks to improve the coaching services. The feedback provided was mostly related to the need for a follow-up, e.g. the need to organise additional meetings in order to see the impact of the sessions, as well as share experience and exchange ideas, and the need for funding for more coaching sessions.

In general, coachee and coaches really appreciated the kind of support that UTILE has offered. Below two quotes:

From a coachee:

All great organized, but I guess I had a perfect coach. Thanks for match-making!

From a coach:

There is a great need for this kind of coaching, but SMEs don't always find the right coach with a good match. UTILE has lowered the threshold for SMEs to benefit from this significantly. Keep up the good work!

UTILE PARTNERS

