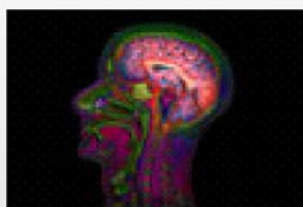




One-Stop-Shop e-Newsletter

for Companies, Researchers and Networks in the Medical Sector



Healthcare Sector Group

The Healthcare Sector Group connects, Technology and Business Partners active in the medical sector, spanning from medical engineering to telemedicine. It mainly aims at encouraging greater exploitation of research and technologies by medical companies who offer diagnostic and therapeutic applications in Europe.

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European Cluster Collaboration Platform

Europe needs to better mobilize the innovative potential of its companies, especially its SMEs. At its core, the European Cluster Excellence Initiative provides access to the [European Cluster Collaboration Platform \(ECCP\)](#) – a wealth of information and services that enable better and more targeted interaction between cluster organisations and their members, through which the ECCP aims to improve their performance and increase their competitiveness by stimulating international cooperation.

Cluster organisations of the Health sector are invited to use this online platform free of charge as a starting base to discover new horizons of excellence. They will benefit from the following key functionalities:



- Mapping and profiling of cluster organisations
- Mapping and profiling of cluster members
- Establishing sectoral, regional and thematic communities
- Searching for new project ideas and financing sources
- Setting up collaboration with new partners.

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Events^(*)

(*) In case of interest, please contact [your local Enterprise Europe Network Partner](#)

1. Successful R&D in Europe - 3rd European Networking Event (Dusseldorf, Germany)

ZENIT/NRW.Europa is organising an FP7 Networking event at Dusseldorf's airport on 10th and 11th March 2011. The partner regions are: Belgium, France, the Netherlands, Poland, Switzerland and Russia. The event will be structured with parallel brokerage sessions focusing on the following topics: Life Science; Nanotechnology and Production Technologies; Information and Communication Technologies; and Energy. The event opens doors for new FP7 projects and particularly addresses small entrepreneurs and medium-sized enterprises as well as universities from all over Europe interested in finding new European R&D partners. Participants are invited to become involved in established and new technology networks between researchers, entrepreneurs and multipliers related to FP7. The first events in 2009 and 2010 were a great success with over 450 participants.

For more information on the event, please click [here](#).

2. 'Innovation in healthcare: from research to market' (Brussels, Belgium)

A conference entitled 'Innovation in healthcare: from research to market' will be held from 30 to 31 March 2011 in Brussels, Belgium. This conference will bring together the key stakeholders of the healthcare sector to highlight and discuss the policy developments needed for research and innovation in healthcare at European and National level, in the frame of the Innovation Union and beyond.

For more information on the event, please click [here](#).

3. Biomedica Matchmaking 2011 (Eindhoven, Netherlands)

As one of the leading interdisciplinary congresses in human health, the [Biomedica Summit](#) fosters cooperation within institutes and enterprises and informs on the latest innovations in science, product development and technologies. This year's topics are: Biomaterials, Targeted drug delivery and Regenerative medicine; Advanced development for (bio) pharmaceuticals and nutraceuticals in cardiovascular diseases and central nervous system diseases; Medical devices for sustainable health care; Imaging: from diagnosis to guided therapy; Sensors and monitoring: from diagnosis to disease management.

On the occasion of Biomedica 2011, an International Matchmaking event will be organized on 7th & 8th April 2011. The multidisciplinary event in which science meets business will help participants to meet their future R&D or technological partners and to strengthen their network.

For more information on the event, please click [here](#).

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Innovative Technologies^(*)

(*) In case of interest, please contact [your local Enterprise Europe Network Partner](#)

Medical imaging print server

(Ref: 10 FR 38m6 3JJC)

A French SME has developed a novel medical imaging software for printing on paper the images shown on conventional films used in radiology. The software also provides an imaging web server and reporting solutions. The French company is looking for experts in quantification tools for body exploration in order to develop new applications.

An Inflatable Pillow for Neck Surgery

(Ref: 10 TR 97NA 3K67)

An inventor & Associate Professor of General Surgery produced an inflatable pillow for neck surgery. The inflatable pillow is time saving, safe, inexpensive and easy to use. The inventor is looking for commercial agreements with technical assistance as well as manufacturing and licensing agreements.

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Hair loss Prevention For Cancer Patients Undergoing Chemotherapy

(Ref: 10 GB 4200 3IXC)

This UK SME, with strong links to cancer treatment centres, offers a novel, lightweight and portable scalp cooling device to prevent hair loss in patients undergoing chemotherapy. The company seeks commercial agreements with technical assistance with industrial partners to collaborate on entering new markets across Europe and beyond, and for technical cooperation to develop more products within the same range.

Gastrointestinal Implant to reduce food intake

(Ref: 11 BE 0213 3K91)

A university from Brussels has developed a gastro-intestinal implant that is able to reduce food intake during an overweight person's treatment. The research group is searching for partners to develop the prototype and to produce the novel implant. Beyond the necessary technical know-how, the ideal partner should have some business expertise. The Belgian university is interested in a technical cooperation.

Digital and user-friendly tablet dispenser that makes it easy for patients to take their medicines correctly

(Ref: 10 SE 67CJ 3IG0)

A small Swedish company has developed a patented line of digital tablet dispensers that makes it easy for the patients to take the right dose of medicines at the right time. The computerised device which records information about each tablet taken is a reliable tool when analysing results for clinical trials. The SME is looking for partners in the health care system and pharmaceutical industry for a technical & commercial agreement with adaptations to specific needs.

Tracheal tube introducers for infants

(Ref: 10 PL 61AJ 3K1N)

A Polish SME, one of the leading manufacturers of disposable medical equipment, is offering the innovative solutions of tracheal tube introducers for infants. The main feature of this introducer is a straight distal tip, made of soft, very elastic material that eliminates the risk of delicate tissue damage. The company is looking for partners connected with the medical equipment sector interested in a commercial agreement with technical assistance.

Localisation of minimally invasive surgical instruments via magnetic resonance tomography

(Ref: 10 DE 0855 3I8L)

Scientists at a German university have developed a tracking system that renders it possible to localise instruments used in minimally invasive surgery, such as endoscopes or catheters. The new development realises a high quality resonance circuit and optimum image signals via more intense magnetic resonance tomography (MRT). The German research group is seeking Industrial licensees as well as partners for technical co-operation.

Pharmaceutical composition with immunosuppressive activity

(Ref: 10 ES 24E1 3J7F)

A Spanish university has discovered a pharmaceutical composition consisting of one or more isolated proteins with immunosuppressive characteristics from ticks of the *Ornithodoros* genus, together with a pharmaceutically acceptable excipient. It is suitable for the prevention & treatment of graft rejection in transplants and for autoimmune diseases & allergic pathologies. They are seeking technology cooperation agreements.

High-frequency electric-discharge technology for express-diagnosis of the functional state of a human body

(Ref: 10 RU 86FG 3K4X)

A medical R&D centre from Russia has developed & patented a method express diagnosis of the functional state of human body with an analogue diagnostics device. It is based on the registration & evaluation of electrical induced glowing around the fingers & toes and has been awarded the necessary certification and permissions for being used in the medical practice in Russia. The centre seeks technical cooperation to improve & commercialize the device.

Novel solution for hip replacement

(Ref: 10 HU 50S5 3K0X)

A Hungarian medical research institute is looking for partners active in the field of orthopaedics. They have developed a bio-compatible bone plug for cement restricted hip prosthesis which ensures proper fastening & becomes absorbed by body fluids after the implantation. The use of this bone plug lowers the risks caused by the removal of permanent plugs. Type of cooperation sought: further development, licensing agreement, or establishing a joint venture.

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Requests for Collaboration^(*)

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Scientific collaboration for the testing of an electrical device for the selective despondency of cellular populations in biological liquids (Ref: 10 IT 55X5 3HRR)

The Italian company intends to utilize their own electric sterilization apparatus to obtain the selective despondency of cellular populations in different liquids (water-blood-plasma). They are seeking scientific collaborations with medical companies, research centres, laboratories & hospitals able to carry out the numerous tests necessary to identify & catalogue the frequencies applied to the electric fields in order to break apart the cell membranes.

Physiotherapy technologies to aid the rehabilitation of neurological conditions (Ref.:10 GB 4200 3JCK)

A leading provider of Independent Neurological Physiotherapy Services in the UK seeks technologies to aid the rehabilitation of patients recovering from neurological disorders such as stroke, Parkinson's Disease, multiple sclerosis etc. The products should be for use by trained physiotherapists, healthcare professionals and/or the consumer at home. Different types of collaboration including licensing may be considered.

Micro and nano manipulation process applied to reproductive medicine (Ref: 10 BG 0538 3J98)

A Bulgarian start-up company has experience in robotizing micro and nano procedures in the domain of cell injection. It is looking for new micro and nano manipulation processes applied in reproductive medicine. The partners sought could be industrial companies, scientific organisations or in-vitro fertilization laboratories.

Seeking new technologies to foster Health Services (Ref: 10 ES 25E2 3J2K)

A Catalan SME with vast experience in eHealth and Telemedicine projects is seeking novel technologies to create new services and improve current ones. The company is a specialist in integrating solutions to provide full support for new tele-health or health services. They are looking for new competitive technological solutions to enable new or improved biometric data capture, wireless & ubiquitous communications, data integration into Information Systems and Business Intelligence solutions.

Technology for modeling and simulating human behavior in light of diminishing behavioral disorders (Ref: 10 RO 75DV 3G8T)

A company located in Romania is looking for an innovative solution for modeling and simulating human behavior in light of diminishing behavioral disorders. The technology requested can either be at the developing stage or fully developed. The company is open to cooperate with a hospital, medical centre or research institute as producers of such technology. Their preferred type of collaboration is a commercial and/or subcontracting agreement.

Innovative technologies for the obstetrics, gynaecology and fertility market (Ref: 09 NL 60AH 3FK7)

A Dutch company is specialized in the valorization and commercialization of pharmaceutical products in the field of obstetrics, gynaecology and fertility. The main expertise focuses on testing, implementation and product development. For implementation and the review of new technologies, the company makes use of a broad network of gynaecologists in the Netherlands. The company is interested in in-licencing existing and phase III biotechnology related products.

Early diagnosis of cancer, based on biochemical analysis (Ref: 10 RU 86FG 3JFB)

A Russian medical company based in Moscow is specialized in clinical laboratory diagnostics. The company is looking for technologies of early cancer diagnosis based on the biochemical analysis of the patient's body fluids. The technology must be tested in medical centres for at least 2 years. They seek partners for technical and/or a license agreement

New technologies within orthopaedics and prosthetics are sought (Ref: 10 PL 63AZ 3IEA)

Polish company dealing with prosthesis, artificial limbs and rehabilitation devices and equipment is looking for partners from the orthopaedics and prosthetics sector. The company wishes to establish cooperation in order to implement new technologies in its services and to mutually develop new solutions for people with orthopaedic issues. Therefore partners for a joint venture agreement and technical co-operation are sought.

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EU Initiatives – Directives

1. EU cross-border health care

On 19th January 2011, the European Parliament paved the way for residents to seek health care anywhere in the European Union, expanding rights that would primarily help patients with rare diseases and people living near national borders. The [Cross-border Health Care Directive](#), penned in 2008, should become effective in 2013. The most obvious beneficiaries will be patients seeking advanced treatments, those living along borders where the nearest hospital is across the border, or those who work in one country but want to get treatment near family members in a neighbouring country.

2. Changes to the Medical Devices guidelines on clinical investigations

After a process of consultation with various interested parties, the Commission has issued two new guidance documents on Clinical Investigations named [MEDDEV 2.7/3](#) and [MEDDEV 2.7/4](#). The present guidelines are part of a set of guidelines relating to questions on how to apply EU-Directives to medical devices and are not legally binding. MEDDEV 2.7/3 incorporates changes introduced by Directive 2007/47/EC amending Council Directive 90/385/EEC and Council Directive 93/42/EEC whereas MEDDEV 2.7/4 aims to promote a common approach by manufacturers and Notified Bodies involved in the conformity assessment procedures according to the relevant annexes of the Directives.

3. New "Europe for Patients" webpage on the EU Health Portal

The European Commission launched the 'Europe for Patients' campaign in September 2008. The aim is to provide a simple entry-point to the often complex world of EU healthcare policies and actions. The campaign highlights a series of different healthcare and patient related policy initiatives of the Commission that include Cross-border healthcare, Rare diseases, Organ donation and transplantation; Health workforce; Patient Safety; Cancer screening; Flu & childhood vaccination; Prudent use of antibiotics; Mental health; Alzheimer's disease and other dementias.

The new multilingual ["Europe for Patients" webpage](#) has been launched on the EU Health Portal where information about the "Europe for Patients" campaign is regularly up-dated, and where national and EU-level documents, articles and events can be posted by health organisations and citizens in relation to the initiatives.

4. 'Strategic Intelligence Monitor on Personal Health Systems (SIMPHS): Market Structure and Innovation Dynamics'

The [JRC's Institute for Prospective and Technologies studies \(IPTS\)](#) has released a [report](#) on the study entitled "Strategic Intelligence Monitor on Personal Health Systems (SIMPHS); Market Structure and Innovation Dynamics". This report explores the current status of Personal Health Systems (PHS) and, more specifically, of the Remote Patient Monitoring and Treatment (RMT) market in Europe. It addresses the question of how these technologies can help to address some of the challenges facing the European healthcare delivery systems caused by higher pressure of demand through chronic diseases and demographic change, combined with diminishing resources for health care. According to the study, the EU-wide deployment of RMT/PHS systems offer an effective solution to the demand for increased quantity and quality of healthcare in Europe.

5. EU project 'Renewing Health' to launch telemedicine trial in nine European regions by February 2011

Under the large-scale pilot project ['Renewing Health'](#) (REgioNs of Europe WorkINg toGether for HEALTH), one of the largest ever telemedicine trials will go live by 1st February 2011. It is a highly ambitious clinical trial that will involve close to 8 000 patients in the intervention groups with cardiovascular disease, chronic obstructive pulmonary disease or diabetes from the nine European participating regions. The aim is to generate data for European healthcare systems so that telemedicine can be adopted as part of regular care for chronically ill patients.

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EU R&D Programmes

1. EU Health Programme: information on call for proposals 2011

On 19th & 20th January 2011, a workshop on Joint Actions to be published under the Call for Proposals 2011 of the [EU Health Programme](#) (2008-2013) was held in Luxembourg. The aim of this workshop was to inform representatives of organizations and institutions about the application procedure and other topics. The presentations from the workshop are available [here](#).

2. EUREKA's Eurostars Programme: 6th Eurostars cut-off date

[EUREKA's Eurostars Programme](#) is open for funding applications on a continuous basis, with an average of two application submission deadlines each year. The next application deadline for proposals' submission is 24th March 2011. Eurostars has become the programme of choice for European R&D performing SMEs. In that sense, the fifth Eurostars cut-off displayed a 10% rise in the number of applications, with a total of 343 submissions. A Eurostars project can address any technological area with the intention of developing a new product, process or service. The project should be market-driven: it must have a maximum duration of three years, and within two years of project completion, the product of the research should be ready for launch into the market. The exception of this rule applies to biomedical or medical projects where clinical trials must be started within two years of the project's completion.

3. COST Programme: collection dates in 2011

The [COST Programme](#) is open for funding applications on a continuous basis with two collection dates in 2011 that are: 25th March & 30th September 2011. The programme is an intergovernmental framework for European Cooperation in Science and Technology, allowing the coordination of nationally-funded research on a European level in nine key domains including "Biomedicine and Molecular Biosciences". Following a two-stage application procedure, COST does not fund the research itself but covers the cost of networking activities such as meetings (e.g. travel, subsistence, local organiser support), conferences, workshops, short-term scientific exchanges, training schools, publications and dissemination activities.

4. Simplification measures adopted by the Commission on the management of FP7 projects

On 24th January 2011, the Commission has adopted some [simplification measures](#) related to the management of the EU research grants under FP7 that consist of:

- more flexibility in the calculation of personnel costs;
- reimbursement of the salaries of the SME owners that are not formally registered, through flat-rate payments for their contribution to work on research projects;
- forming a group of officials dedicated to removing inconsistencies in the application of the rules on research funding.

5. European project assisting SMEs to participate in Health-oriented EU projects: Fit for Health

Focusing on research-intensive, high technology SMEs, [Fit for Health](#) offers targeted support measures covering the entire innovation pipeline of the Health sector. The Consortium of 27 partners from 22 countries joins highly experienced FP7 NCPs for "Health" and "SMEs" with renowned innovation experts and trainers. The key assets of "Fit for Health" are the highly qualified consultants and the innovative and diverse hands-on training schemes. In that sense, SMEs and researchers are supported during all phases of FP7-projects, from the project idea to the successful exploitation of project results, including consortium building, proposal writing, grant negotiation, project management and efficient valorisation of project results. Cooperation between SMEs and academia will be strongly encouraged by dedicated services and tools. A well-established, highly visible database and a sophisticated matchmaking-tool, already proven in previous initiatives such as SMEs go Health, will support the formation of competitive project consortia.

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Success Story!!!

“Trip of a lifetime”: An International Partnership (Germany-Greece) reached through the Enterprise Europe Network

Many of the world's 650 million people with disabilities are travelers with special needs. For them, simple tasks can be challenging, from checking in luggage to getting on and off planes. For more than 10 years, boutique German travel agency Weitsprung GmbH has organised guided tours around the world for individuals with reduced mobility -- from those in wheelchairs to blind people accompanied by their guide dogs. Now thanks to the help of the Enterprise Europe Network, the travel agency has found a partner hotel in the sunny shores of the Aegean sea, the Alexander the Great Beach Hotel. Please click [here](#) to see the video of this success story.

If you are seeking International Commercial, Technological and/or Research Partnerships, please do not hesitate to contact [your local Enterprise Europe Network Partner](#).

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The One-Stop-Shop e-Newsletter is an initiative of the Enterprise Europe Network-Hellas in collaboration with the Healthcare Sector Group. Your comments and feedback for the improvement of this initiative are more than welcome.

Enterprise Europe Network-Hellas

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