Valorisation and Partnering Event – 11th-13th October 2011 – Hannover, Germany

BIOTECHNICA is Europe's leading annual event for biotechnology and the life sciences, covering all topics from Bioprocess Technology and Bio-Engineering, Bioinformatics, Bioanalytics to Biotech Services and Biotech Applications.

During the BIOTECHNICA 2011 in Hannover, Germany the European initiative “Fit for Health” (www.fitforhealth.eu) successfully organized two different events for scientists and managers of SMEs, research institutes, universities, hospitals in the fields of health, life sciences, genomic, biotechnology and pharmacy:

1. **International Workshop “Valorisation of FP7 R&D Results”** on October 11, 2011 at Hannover Messe.

   Topics of the workshop: valorisation strategies for R&D results generated out of FP7 projects, IPR aspects, further financial resources from Venture Capitalists and Banks. The training was considered as very useful by the participants.


   The brokerage event aimed at scientists, SMEs and policy makers in the fields of biotech, pharmaceutical sectors and life sciences. One-to-one meetings were pre-scheduled for 30 minutes. Participants had the opportunity to explore business development, licensing, patenting, technology transfer, financing, services, strategic alliances and collaboration possibilities.
Virtual training on Legal and Financial Issues

On 6th September 2011 more than 70 people from all over Europe met online to listen to the virtual training on legal and financial issues organized by the Fit for Health project. A virtual training is based on two different tools that are integrated: participants can listen to the speakers and the discussion by using a standard telephone conference line. The second is a web-based tool where all participants meet in a virtual meeting room and follow the presentations, see the names of the other participants and can communicate via a chat room.

The virtual training on legal and financial issues was subdivided into two parts. The first part, dealing with the general features of the HEALTH.2012 call, was given by Martijn de Jonge from Agentschap in The Netherlands (NCP HEALTH). After this excellent and comprehensive introduction Carla Chibidziura from the FFG Austria spoke about legal and financial issues in FP7. Already during her informative and easily understandable presentation a lot of questions arose which could be answered directly in the chat or were postponed until the end of the training.

The questions were diverse, ranging from basic contents regarding the composition of the consortium up to specific questions about clinical trials.

The feedback was very positive and a lot of participants expressed the wish to have this kind of training more often.

All presentations are available on the “Fit for Health” website at http://www.fitforhealth.eu/20110906_presentations.aspx

Step by Step Guides on FP7

Fit for Health has published five, user-friendly FP7 Step by Step Guides, which provide practical information about the whole life cycle of FP7 projects, from project preparation to the exploitation of project results. Instructive figures and tailor-made information ensure that the guides are easily applicable for all users.

Fit for Health Step by Step Guides are available in the following topic areas:

**FP7 in General:** The guide provides basic information about FP7 including FP7 programme structure, the different project types available, practical advice for consortium building and sources of information necessary for planning and writing a proposal.

**Evaluation & Grant Negotiation:** The guide describes the evaluation criteria and the scoring system of FP7 collaborative project proposals to help applicants to fine-tune their projects and to raise their chances of success. It also provides basic information about the grant negotiation process.

**Management of an FP7 Project:** The guide presents the most important elements necessary for the successful management and implementation of an FP7 project including communication, monitoring, reporting and finance management in an easily applicable way.

**Financial Aspects in FP7:** The guide summarizes the funding principles in FP7 to help applicants to plan and to manage budgetary issues. With the help of practical examples, it helps to understand the principle of calculating personnel costs.

**Intellectual Property Rights and Valorisation:** The guide prepares applicants and project partners for IP management in FP7 by explaining basic definitions of FP7 IP management, and by highlighting the steps of the valorisation process.

The Guides can be found at: http://www.fitforhealth.eu/publications.aspx
Online Tool to Predict Success – Kappa Health

An Online Tool to Predict Success levels has been designed on the basis of the KAPPA Key Performance Factors (KPF) for a successful participation of SMEs in FP6 and FP7.

Healthcare biotechnology is, more often than not, a casualty of limited finances since it can take over a decade of product development before a product hits the shelves. Businesses in this area need external funding for extensive periods of time to sustain high-quality research and development activities. Obtaining public funding is one way of bridging the financing gap and increasing the chances of survival for high-tech SMEs. The European Commission funded the KAPPA-Health project which focused on assessing research intensive SMEs that have participated in 6th and 7th Framework Programme (FP) research projects. The objective of the research was to measure how successful SMEs were in their project participation and to analyse how SMEs exploited the results generated through their participation in a research project funded by the Framework Programmes.

During the project, key success factors for participating in EU research projects were identified and analysed. These factors were deemed to be crucial to an SME’s ability to exploit project results and prove the viability of new technologies for commercialisation. KAPPA-Health identified the most important success factors out of the SMEs experience in their participation in FP6 or FP7 projects. Success factors can therefore clearly serve as recommendations for less experienced SMEs, like newcomers to the FP, and become a preferred “check-list” for SMEs with respect to “things to take into account” in order to better exploit the research resulting from LSH/Health projects in the near future. The Online Success Predictive Tool aims at helping SMEs to predict at a glance their opportunities to enter in a successful FP project and is available at http://www.kappa-health.org/predictive-tool

A study is also available on the KAPPA-Health website “The Voice of Biomedical SMEs, Performance Factors in moving from Research to Market”. The results presented in this publication are based on responses from 83 SMEs, covering 120 FP6 and FP7 projects, whose projects were either completed or nearly completed at the time of data collection.

The study presents the experience of SMEs in their collaboration with other groups from all over Europe and provides guidelines for inexperienced EU FP participants for building a successful EU project and obtaining the most from the results generated during their research project.

Further Info: www.kappa-health.org
Fit for Health International Training for Applicants

The 1st International Training for FP7 Applicants took place on the 21st of June 2011 at the National Hellenic Research Foundation (Athens, Greece). It was a hands-on, interactive training attended by 55 participants that had a project idea fitting the upcoming FP7-Health call. This was THE opportunity and timing for the attendees to get more information and practical advice on how to write a successful proposal. The training was tailored to researchers from companies, universities, research institutes, hospitals, patient organisations, etc. interested to prepare a proposal for the upcoming Health call of the 7th EU Framework Programme for Research and Technological Development (FP7).

The event was much welcomed by the Health stakeholders in Greece (107 out of 124 people that registered were from Greece). During this full-day interactive training, European experts with a vast experience in FP7 addressed in detail how to write a successful proposal for this call covering issues like the proposal outline, financial/legal aspects and consortium composition. Due to the fact that small- and medium-sized enterprises (SMEs) are expected to play a big role in FP7-Health Calls, special attention was paid to provide information of particular interest to SMEs and their participation in the training was strongly encouraged. Although it is quite difficult to assemble a group where the attendees have a similar level of expertise (i.e. experience in the writing up of FP7 proposals), the event fulfilled the expectations of most participants, thereby fully reaching its objectives.


Latest news & Health-related Events on our Website


Your comments and feedback for the improvement of the Fit for Health Newsletter are more than welcome. Please contact us!

Project coordinator is FFG-Austrian Research Promotion Agency European and International Programmes. Fit for Health is an FP7 CA grouping of 27 expert organizations in Europe that supports SMEs and researchers in FP7 Health-oriented projects. www.fitforhealth.eu