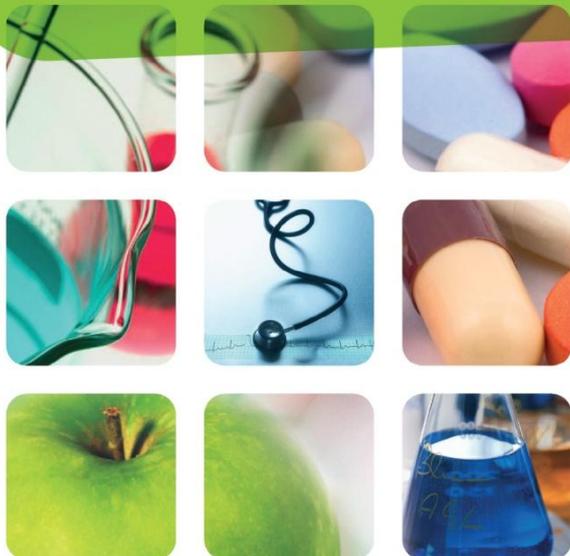


Fit for Health Newsletter

ISSUE 10 • March 2013



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Creating New Business Opportunities for SMEs in the Life Sciences Area Conference – 13 June 2013, Brussels



The "Fit for Health" Project is organising a strategy conference with the focus on how SMEs could gain a sustainable benefit from their participation in Horizon 2020. Several opportunities will be depicted for the long term strategy of SMEs to get prepared in time for this new Framework Programme.

We will provide you a comprehensive overview of the opportunities offered in Horizon 2020 in the relevant Challenges and KETs, the new SME-instrument, as well as the possibilities and support provided by related initiatives. Moreover, successful SMEs will show their different ways in finding a strategy for a sustainable participation in the Framework Programmes. Within a panel discussion we are bringing together experts from the European Commission, representatives from related support structures and SME owners, opening the debate on controversial aspects for long term strategies.

This conference is designed to bring together SMEs and representatives from Bio-incubators, clusters and associations with academic researchers acting in various Life Science sectors such as the pharma, biotech, med-tech, healthcare or e-health sectors and with most relevant stakeholders. For this conference we are addressing representatives from the European Commission, governmental and regional representatives from the member states, National Contact Points, representatives from JTI and European Technology Platforms and from the Enterprise Europe Network, representatives from technology transfer offices, experts on IPR and from the finance sector (venture capitalists and business angels), as well as interested representatives from universities and from patient organisations.

Participation is free of charge.

[More information](#)

In the long run - A personal strategic development workshop for life science managers in SMEs –11&12 June 2013, Brussels



"Fit for Health" is organising the second international strategy development workshop for life science executives on 11-12 June 2013 in Brussels. This 24-hour personal development workshop aims to support executives in life science organisations in thinking about the long term challenges for themselves and their organisations and to help them tackle fund acquisition issues. Industry experts and trainers offer their time without fees to create this unique opportunity for life sciences entrepreneurs.

The workshop includes keynote speeches that depict some of the difficulties that executives face in developing their funding strategy over a span of 5 years or longer, focusing on aspects of venture capital acquisition, regulatory affairs, and legal aspects. The 3 personal development modules that follow divide the participants into small groups to work through the issues that are highly relevant to them. They will be able to learn from each other and from the successful industry figures conducting each module. The ratio of experts to participants is 1:6 – so you have a real chance for personalised support and counseling time with experts in your field. You will also take away new contacts of people who face the same challenges as you and want to keep in touch.

Registration for the event is not open to consultants. The training setting has been designed for up to 40 persons and is free of charge.

[More information](#)

International BIO Convention 2013 – 22-25 April 2013, Chicago



The next International BIO Convention 2013 takes place in Chicago, USA on 22-25 April 2013.

BIO International Convention is hosted by the Biotechnology Industry Organization (BIO). BIO represents more than 1.100 biotechnology companies, academic institutions, state biotechnology centres and related organizations across the United States and in more than 30 other nations.

The International BIO Convention is the world's largest event in the field of biotechnology and pharmaceuticals attracting more than 15.000 entrepreneurs, policy-makers and scientists from 60 countries.

The European Commission which will be represented by Directorates General Research & Innovation, Enterprise and by the European Medicines Agency will have its own stand there. The EC kindly invites SMEs and researchers attending the event to use the EC stand for mini-events.

[More information](#)



Intellectual Property Management in FP7 Projects – “Lessons Learned Towards Horizon2020”

Thinking IP

Intellectual Property (IP) management is a term usually linked to big companies, the protection of well-known brand names or different patent strategies that multinationals may use. However, IP stakeholders include any of us, from individual creators and inventors to small companies, research centres and universities.

IP management forms an integral part of EU R&D&I Framework Programmes to establish and secure the outputs of the projects and the partners' rights. At the end of the project life cycle, it is concerned with a way of exploiting the results to their full potential thanks to a proper management strategy.

Indeed, IP management is included in key decisions of any collaborative project, as background, project processes and results are shared daily. Questions like “How to identify, manage and use background in the project?”, “Who will own the results?”, “Do we need to share the results?” or “How will we exploit and disseminate the results?” should be foreseen from the very beginning.

Sharing Information and Knowledge

Project participants: The formal way in which background and results of the different project participants are shared is by means of access rights. Typically, when participants need the background/results of other participants in the project for carrying out their project work or for exploiting their own results, access rights are granted according to the conditions stated in the grant agreement. Upon compliance with the ‘de minimis’ conditions of the Framework Programme, the partners then negotiate the details of the access rights, as with any licensing agreement.

Third parties: Sometimes external parties are invited to contribute to the project since they provide partners with new ideas, knowledge or expertise. In this case, Non-Disclosure Agreements should be signed to prevent dissemination and misuse of any project-related sensitive information.

Exploiting the Results

Participants need to give some thought to the protection, exploitation and dissemination of results. These activities are part of the same strategy, thus careful planning is essential.

Results may be protected by various forms of IP rights such as patents, trade secrets, trade marks, industrial designs, qualifying for copyright protection, etc. Adequate protection paves the way to sound exploitation (finding interested parties, proper negotiation of technology/knowledge transfer deals, etc). The dissemination of results, i.e., disclosing them to the public, is also an important action for project participants which can be done by various means (project websites, talks at workshops and conferences, scientific publications, etc). Where confidentiality is an issue (e.g. the results have patent protection potential) participants have to be careful with premature disclosures/publications, which may prejudice protection (and exploitation) options.

A coherent and well-focused roadmap of all the above-mentioned activities - from the project proposal to the execution of the project and the exploitation phase - will help make the most of the EU funds obtained in accordance with the legitimate interests and expectations of the project participants.

Grant Negotiation & Project Management Training – 29 April 2013, Brussels



The “Fit for Health” Project is organizing an international Grant Negotiation & Project Management training for new or experienced coordinators of FP7 Health projects.

This training will take place after the coordinator’s information day (29 April 2013, Brussels, Belgium) organized by the European Commission for those coordinators who successfully submitted projects under the FP7-HEALTH-2013-INNOVATION-1 calls.

It will complement the information provided by the European Commission, providing additional presentations with tips for grant negotiation and managing your project with discussions of practical cases. During this one-day training we offer you insight from a practical viewpoint on the challenges of negotiating the grant and consortium agreement – the basis for a successful project start and smooth implementation.

Additionally, we will focus on project governance and management, the exploitation of results and ethical issues. You will get a deeper insight into various aspects of project management and scientific and financial reporting procedures, as well as IPR issues and audits by the EC.

Note: The Fit for Health event is only offered to those successful coordinators (including support staff) invited by the European Commission to the coordinator’s information day on 29 April 2013.

Registration: Please register for both events by following the instructions in the invitation by the European Commission.

Follow-up webinar: On 7 May 2013, Fit for Health is organising a follow-up webinar (virtual training) that will focus on reporting, project negotiation and management issues in order to deepen the knowledge of coordinators that are attending the coordinator’s information day on 29th April 2013 and the Grant Negotiation & Management training on 30th April 2013 but also for coordinators that are already involved in FP7 Health projects.

[More information](#)



Latest news & Health-related Events on our Website

- [2nd Summer School in Medical & Biosciences Research & Management by the WHBA \(26/05/2013 to 04/06/2013 - Greece\)](#)

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



Fit for Health is funded by the European Commission



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