

INNOVATION TRANSFER IN THE MEDICAL SECTOR

FROM CLINICS TO COMPANIES

NEWSLETTER NO. 2

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Dear Readers,

Newsletter No. 2 will inform you about internal project meetings, presentations at international events, a pilot innovation workshop, the description of a successful project resulting from a workshop and the description of the overall difficult situation in the Czech Republic. It will give you a good overview of the project activities at beginning of the third year of the project period where the implementation phase now starts. Starting innovation workshops with clinics and companies as well as the start of a new database for matching these innovations with target groups in the Central Europe Programme Area will be topics for the next Newsletter which will be published soon.

I wish you an interesting and inspiring reading!

Dieter Westphal, Lead Partner, Bayern Innovativ GmbH/ Forum MedTech Pharma e.V.

CREATIVITY - Something new is created which has some kind of value

Cooperation of the Central Europe Programme-Project "InTraMed-C2C" and the Alpine Space Programme-Project "Alps Bio Cluster" resulted in an invitation to the 1st e-Health Conference held in Lausanne.

"e-Health 2011", 12 April 2011, Lausanne, Rolex Learning Center ADEBAG (Association for Economic Development of Bio Industries in Grenoble Area), the Lead Partner (LP) of the Alpine Space Programme-project Alps Bio Cluster, and BioAlps (Lake Geneva Life Science Cluster) organized on April 12 the first conference in Lausanne dedicated to e-Health.

Dr. Frömer, project manager of the LP of the CEP-project InTraMed-C2C, introduced the goals, the target groups and the 10 project partners from 7 central European countries to the international audience. The presentation was rounded off with an example of a successful e-Health cooperation project coordinated by the LP Forum MedTech Pharma e.V.

Speakers from numerous countries presented their views and projects during a long day in the beautiful Rolex Learning Center of the Swiss Federal Institute of Technology (EPFL) in Lausanne, Switzerland. A total of 19 speakers and 177 participants, including the Head of Unit, ICT for health, Directorate INFSO of the European commission in Brussels, made this event a lively and fruitful event (www.e-health2011.com).



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Project Meeting in Linz, Austria April 7th – 8th, 2011

Progress Report, Website, Intranet, internal communication and IP issues

Progress Report “Measures indicating the outcome” should contain the tools listed in the Communication plan including flyers and publications. It was mentioned that IP issues should probably come up in the next project period in connection with the regional workshops. InTraMed project managers should know how to handle innovative ideas before discussing them in workshops with people from companies or other groups (Confidentiality agreements/ Non disclosure agree-



ments etc.). It is necessary that the “ownership” of ideas should be clarified early between all involved persons. The situation of handling IP rights can differ significantly in each country.



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Workgroup meeting in Hohenkammer, Germany August 16th 2011 on preparing pilot-workshops of Implementation Phase.

A common understanding of the pilot workshops according to the workplan was discussed. It was explained that the members of the target groups, should be the basis for organising the pilot workshops



in order to discuss the general procedure and process of the innovation workshops. Each PP presented his access to the target groups previously described in the outputs of WP3. It was also mentioned again that no revenues for the project are allowed to be generated by conducting the workshops. Marco mentioned that this is a disadvantage of the InTraMed project because in the KASK innovation project it was shown that monetary benefits led to the generation of appropriate ideas for product innovations.

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Pilot Innovation Workshop in the Central Hungarian Region

At the end of 2011 the Budapest University of Technology and Economics Healthcare Technologies Knowledge Centre (BME EMT) organized a pilot innovation workshop. BME EMT both invited experts from the clinical, the SME and the R&D side. The clinical side was represented by a surgeon of Kaposi Mór Teaching Hospital, Department of General, Thoracic and Vascular Surgery. Another guest arrived from a spin-off company of BME; Arvus Ltd. is the owner of some patented innovation, experienced in the field of innovation development/management. On behalf of the R&D two engineers of BME (Sensors and Microfluidics Laboratory, Department of Electronics Technology; Department of Polymer Engineering) were present at the event. Their research areas: electronic system integration and interconnection technologies; statistical, mechanical, mathematical modeling and complex testing of polymer structures.

An external expert from WHS-Egészségtár Ltd. with great experience in project management and ITC field in the health sector – representing also a non-governmental body; Association of Hungarian IT, Electronics and Telecommunication Companies (IVSZ) – was also present.



The surgeon of Kaposi Mór Teaching Hospital presented their innovative idea.

Where the idea comes from:

The clinical research team is studying the adjuvant therapy possibilities in advanced colorectal malignant diseases. Their target activity is based on intra-abdominal colorectal inoperable or locally recurrent tumors (unsuitable for oncological safe surgical procedure).

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What they have:

They are trying to obtain down-sizing and down-staging of tumors with the object of a safe surgical treatment. For this object they are trying to develop a targeted, very effective in low dose neo-adjuvant chemo-radiotherapy protocol.

What they need:

For this therapy they need a special shaped, double action intra-abdominal silicone implant. They are also looking for the developer of the supplementary devices.



Having signed the confidentiality agreement the participants visited the laboratories, working rooms and special venues having possible contribution in the project.

Then the future steps were laid down:

- The Sensors and Microfluidics Laboratory – as possible developer for supplementary devices – will give a technical and financial offer for the realization; this offer will be evaluated and discussed during the next workshop.
- The surgical team – working actually on animal tests – has to work out the exact shape and structure of the silicone implant, and then there would be a workshop with the representatives of the possible – foreign – manufacturer of implant.
- The Hospital has to contact with University of Science in Pécs Faculty of Health Science, possessing the relating experience and knowledge on IP items; the possible way of law protection would be the topic of a further workshop.



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Successful pilot innovation workshop was organized at the University of Debrecen with the participation of a Hungarian pharmaceutical company

The University of Debrecen organized a pilot innovation workshop within the framework of the InTraMed C2C project - supported by the Central Europe Programme – in February, 2012 in Debrecen, Hungary.

More than 30 participants attended the meeting, which provided an opportunity to meet and discuss issues with the representatives of the company.

Altogether nine medical technologies were presented by the clinicians/researchers of the University of Debrecen that might be suitable for further joint development.

Background:

The University of Debrecen (UD) has been in close co-operation with the company for many years. The company offers a scholarship opportunity for the students of UD every year and provides support for the most talented ones, mainly in the field of drug development. In addition, the company releases a tender application in the field of drug development for researchers on a yearly basis. This is a great opportunity for clinicians to obtain support for the further development of ongoing R&D projects.



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Organizing the workshop:

After looking through the knowledge map of UD and discussing the topics with the management of the Office for Innovation and Tender Application of the company, some promising projects and ideas were identified. For the pilot innovation workshop, nine scientific R&D projects/technologies/ideas were selected for oral presentation.

UD requested the owners of the innovative ideas/projects to prepare a presentation in the following structure:

- Introduction of the technology
- Possible areas of utilization
- Development phase of the technology
- IP issues
- Business opportunities
- Resource claims
- Next steps
- Summary

Summary of the workshop:

After each presentation, there was a short Q&A session providing an opportunity for discussion between the clinical researcher and the representatives of the company.

During the lunch break there was also a great opportunity for face to face discussions between participants about further cooperation.

At the end of the workshop the representatives of the company expressed their interest in the presented technologies and it was agreed that in the future a follow-up meeting would be reasonable and useful after getting the written feedback.



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ICT Support for Innovation Transfer in the Medical Sector

Med-e-Tel Conference, Luxembourg, June 6 2011

In Lower Silesia in frame of introductory workshop was developed an innovative idea to support transfer of innovation by ICT. Clinics have a high potential for innovations in product, process and service development. However, so far, this innovation potential has been insufficiently transferred into results such as product development for companies. There are many reasons why this Intellectual Property (IP) does not work for better healthcare. Different interests of clinics in the efficient management or the welfare of patients on the one hand, and the economic interest of companies to dominate as a supplier on the other, are the main obstacles of this process. In particular, small and medium-sized enterprises (SMEs) and the development actions initiated by the clinic staff do not have chances to transfer their ideas and knowledge into products. It is necessary to create and provide European wide tools for strengthening the access of SMEs to this innovation potential in the clinics and to open new markets to their products. This innovation transfer can be supported by Information Communication Technologies (ICT), which allow to create and manage the innovative community. There are many different project databases containing the innovative ideas. SMEs are highly interested in getting the access and in being involved in the transfer. They naturally want to take advantage of this process. It seems that creating this kind of tool, based on cloud computing technology, for initiating the virtual access of SMEs to the clinics innovative potential may become a good practice.

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Mountain Emergency Medicine requires adequate products

High potential for product diversification and innovation

The health care sector offers today a huge potential for small and medium sized companies. According to our local analyses we could assess that clinics but also health care facilities contain numerous possibilities for innovation of product, process and service development.



In close cooperation with one of seven hospitals in South Tyrol we have started the project initiative by collecting ideas from nurses and doctors. To increase the collaboration between users and producers we strongly support their collaboration and try to bridge the gap between all stake holders.

In reference to our local analyses we noticed that above all in South Tyrol we do have further existing needs on the market. The mountain emergency sector requires adequate products that correspond to difficult rescue conditions and can be used for extreme emergency purposes outside.

Currently the working group that has been established for mountain emergency is screening the market for potential producers for special thermometers that can monitor core temperature in a pre-hospital setting. Whilst the heart rate can be easily recorded non-invasively, core temperatures cannot. Under experimental conditions, core temperature is recorded by inserting a thermo sensor in the esophagus or rectum. Auditory meatus can be a valid alternative location for the measurement in the pre-hospital and emergency setting. Unfortunately, there is no proper device on the market, which works independently from patient monitoring devices.

Beside this particular example many more other instruments could be adjusted for mountain emergency devices and are much in demand.

On a local level we have to consider that there is a lack of producers that can close the gap between delivery and demand. Therefore we are glad to collaborate in a network with other European countries that can share expertise with us. We see InTraMed-C2C and its infrastructure a perfect network to put these initiatives and new project ideas into practice.

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Personal repository in the preoperative environment Value-adding treatment of patients due to elibox®

Since August 2011 three companies and a health care provider are working on the project "elibox®", which resulted from a pilot workshop organized within InTraMed-C2C. The goal of the project is to design a repository for personal utilities, which adds to the patient's security and wellbeing.

The time span right before and after a surgery puts a strain on most patients. Especially, during this phase people depend on their personal utilities such as eyeglasses, dental prosthesis or hearing aids. Unfortunately, these utilities have to be left in the room because there is no possibility to safely and hygienically store them in the preoperative area. During the subproject of InTraMed-C2C, called elibox® the companies H+H System, Promotech and Duller engineering are looking for an innovative solution in cooperation with the hospital Krankenhaus der Elisabethinen.

Security and Comfort

The project team aims to develop a product that allows to store personal aids fixated on the patient's bed.

This innovation will allow keeping personal aids with the patient as long as possible. A value-adding approach, which improves the safety of patients.

The knowledge holders

H+H System is the lead project partner of the InTraMed-C2C subproject and thus responsible for the project coordination. H+H System will contribute to the project based on longtime experience with clinical arrangement systems as well as Promotech. In addition, Promotech is responsible for implementing the product concept using the injection molding method. The company Duller engineering will develop and design the function of the product. The hospital "Krankenhaus der Elisabethinen" is involved in the problem-solving process and the definition of the product specifications. In addition the health care provider supports the project with respective know-how and resources for the clinical evaluation of the product. The Health Technology Cluster contributes as external service provider and support the project group's project management.

Requirements of the elibox®:

- cost-efficient
- hygienic
- stackable
- nontransparent
- lockable
- easy to handle
- possibility to apply identification

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Economic Relevance

The project „elibox®“ highlights the potential of the cooperation of health care providers with cluster initiatives and Austrian companies. And therefore emphasizes the importance of InTraMed-C2C, which is aiming to enhance the communication of product requirements and precise ideas between health care providers and cluster initiatives. Transferred ideas and knowledge enable innovation potentials in order to strengthen the economy of Europe.



Project Coordinator: H+H System GmbH

Project Partner: Krankenhaus der Elisabethinen GmbH, Promotech Kunststoff- und Metallverarbeitungsges.m.b.H., Duller engineering GmbH

Project Duration: August 2011 – February 2012

Total Project Costs: Euro 154,000,--

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Report from Festival for third life period

BSC, Business Support Centre, L.t.d., Kranj had an opportunity to present project InTraMed-C2C on a Festival for third life period. In September 2011 has the Festival open its door for eleventh year in the row to different generations of civil society, volunteers organizations, academic, political and economic sphere which can meet on the Festival and cooperate.

Representative of BSC d.o.o. Kranj (Ms. Helena Cvenkel, project manager) attended the round-table: Information Society for a Healthy, Active and Independent Life. The main theme of round-table was introduction of new information technologies, innovations on medical field and how can these facilitate our daily lives. Among main topics was also transfer of innovation from medical institutions to small and medium sized companies where project InTraMed-C2C was presented, together with its goals and aims.

More than 100 participants from different fields of interest (hospitals, research institutes, companies, National ministries, individual experts) were present on the round-table.



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Czech News

The current situation in the Czech health sector is rather tense. The main reason is of course the upcoming Health sector reform programme. A recent national research has shown that Czech companies don't invest as much profit back to R&D as needed although they realize the importance of innovation involvement. Most companies and organizations still focus on lowering the overall costs as a mean of being more competitive rather than long-term investments into innovative approach. This fact has proved when addressing the potential stakeholders for the InTraMed project. So far we have addressed more than a hundred possibly interested subjects but only six of them has shown some interest in participating in the project. At the moment we keep intensively searching for more possibly interested SMEs, Clinics, R&D centres, etc. to take part in the project activities. According to the experts there are many companies in the Czech republic with highly competitive ideas and products but there is a lack of potential for its enforcement.



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Project partners:

The participating partners of the project represent clusters, business supporting, administrative and project development companies/institutions. They are:

1. Forum MedTech Pharma e.V./ Bayern Innovativ GmbH, Nuremberg, Germany (Lead Partner)
2. Medical Valley EMN, Nuremberg, Germany
3. Clusterland Upper-Austria, Linz, Austria
4. TIS innovation park, Bozen, Italy
5. Lower Silesian Voivodeship, Wroclaw, Poland
6. John Paul II Hospital & Medical Technology Transfer Center, Cracow, Poland
7. Business support centre Ltd, Kranj, Slovenija
8. Centre for research, innovation and regional development, Brno, Czech Republic
9. Budapest University of Technology and Economics, Budapest, Hungary
10. University of Debrecen, Technology Transfer Office, Debrecen, Hungary

**Contact:**

If you are interested in further information regarding the InTraMed C2C project please visit our website: www.intramed-c2c.eu or contact us as follows:

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