

# INNOVATION TRANSFER IN THE MEDICAL SECTOR

## FROM CLINICS TO COMPANIES

# NEWSLETTER NO. 5

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Dear Readers,

Newsletter No. 5 shows several dissemination activities of project partners on regional, national and international level. MedTech Pharma 2012 in Nuremberg, Germany, Wire 2012 in Krakow, Poland and a Roadshow in South Tyrol, Italy, were excellent opportunities to present the project as well as several first results like a database with innovations. These innovations which were identified by the project partners are now public accessible via our project homepage (Medical Innovation Database). Please take a look to these interesting innovations, maybe there is something which you would like to transfer into products or processes in your company, institution or network. With one click from the innovation description site you can contact directly the involved project partner.

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

**EDITORIALS**

## TEAMWORK - The work performed by a team

### MedTech Pharma 2012 – Congress and Exhibition

4th - 5th July, 2012, Nuremberg, Germany

The representatives of the John Paul II Hospital in Krakow took part in the Congress and Exhibition “MedTech Pharma 2012”. The project InTraMed was presented at a promotional booth of the Exhibition. We presented a roll-up and leaflets with basic information about the project as well as information about the Hospital’s activity within the project and a promotion brochure about the Hospital.

“MedTech Pharma 2012” is an international congress for researchers, developers, manufacturers, suppliers, service providers and clinical users of the medical and pharmaceutical industry. Every two years experts meet in Nuremberg. The Congress advanced to one of the most important events for the healthcare industry. This year there were appr. instead of ca. 800 participants in this big event, appr. instead of ca. 60 lectures were given and about 100 exhibitors presented their projects and companies.

In high-level lectures innovative solutions and best practice examples were presented and discussed. In addition, the congress has been used as a platform for a research symposium of the BMBF, and as an exchange network for three in the health sector active leading edge clusters. The topics of the lectures are MIC & Endoscopy, Smart Medical Devices, Future Hospital, Biomaterials, Diagnostics, Targeted Therapy, Molecular Imaging, Drug Delivery, Functional Disposables and Bioactive Implants.



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## Wire 2012

The Week of Innovative Regions WIRE 2012 Conference was organised in close cooperation with the European Commission and took place in Krakow, Poland on 4-5 June 2012. It is a flagship discussion forum dedicated to regional development based on knowledge and innovation addressing main current issues related to the effective implementation of EU headline targets at the regional level. The Conference dedicated the special attention to the regional dimension as the regions are at the core of the Cohesion Policy and create a significant stakeholders of the EU main documents as the Strategy Europe 2020 and the Horizon 2020. WIRE2012 focuses on smart regional development based on knowledge and innovation; it addressed main current issues related to the effective implementation of the Innovation Union at regional level for the next period 2014-2020.

The aim of the WIRE2012 conference was to present both main challenges and barriers concerning the development of innovation in regions and to elaborate recommendations for European and regional innovation policy-makers. The issue tackled was how to implement the Innovation Union at the Regional level; it addressed three main thematic pillars:

- Innovative regions in the Horizon 2020 investigated the role of regions in smart specialisation, the role of cities as innovation hubs, and regional innovation ecosystems within Horizon 2020;



## TEAMWORK - The work performed by a team

- Stairway to Excellence focused on the future of research and innovation at the regional level, on synergies between Horizon 2020 and the Cohesion Policy, and on smart specialisation in convergence regions and Centres of Excellence;
- Networking for ERA at the Regional Level discussed the European Territorial Cooperation, networks of clusters, European Groupings of Territorial Cooperation, networks of research infrastructure and Multiregional Knowledge Partnerships (e.g. Danube, Baltic).

There were ca 700 participants in the Conference from many European countries.

The John Paul II Hospital in Krakow together with the Marshall Office of Dolny Slask Region presented the InTraMed project at this Conference. We prepared a promotional booth with roll-ups, posters and leaflets informing about main ideas, goals and activities of the project. There was also a video on innovation in medical sector presented. The stand was visited by many participants of the Conference and there was a big interest in the project among the visitors.



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## Regional dissemination in Czech Republic

In order to perform Regional dissemination event as part of the project disseminating activities in the Czech republic, CVVI has decided to approach actively by organizing single personal meetings with relevant to perform a Regional subjects. Such approach turned out to be more effective indeed than plain public presentation of IntraMed. Several such meetings have already taken place, including three meetings held in the largest regional hospital – Liberec regional hospital, and more should follow later on.



CVVI has also been successful in attracting new SMEs to join the IntraMed Medical Innovation Database – two new SMEs have already been uploaded and two more are about to be added. That makes it eight SMEs in total. SMEs find the Medical Innovation Database as a very useful tool in general and they are in favour of being included into such effective international network system.

The two latest additions to the Database are Contipro Group s. r. o. and ZPT Viganitce spol. s r. o. The research and development activities of the Contipro laboratories concentrate on hyaluronan, tissue engineering with an overlap into regenerative medicine, wound healing, the development of carriers for the targeted delivery of substances, and skin ageing. The main manufacturing programme of ZPT Viganitce represents the development of signaling and communicating system nurse-patient from the MediCall line. Such devices are suitable for health and social institutions.

CVVI is rather pleased with the positive response from addressed SMEs regarding the interest in cooperation on the IntraMed project.

## TEAMWORK - The work performed by a team

### SMEs key enabling technologies are also applicable in the MedTech sector

Supported by the department for knowledge and technology transfer, the LP Forum MedTech Pharma conducted a follow up innovation workshop at the Universitätsklinikum Regensburg on January 19th 2012. Prof. Dr. med. Nerlich, Medical Director of the Dept. Trauma Surgery at the University Regensburg Academic Medical Center, chaired the workshop, in which 6 SMEs (staff between 11 and 45) introduced their key enabling technologies and their experiences in supplying MedTech companies to an audience of 17 interested university idea givers. Many of the potential clinical idea givers used the chance and started talks about cooperation projects. For example a company will further develop an innovation taken care of by BayPat - the Bavarian patent utilisation agency - stemming from the university hospital Regensburg, and a cooperation between two attending companies has been stipulated. At the follow-up meeting the results of the cooperations will be shown.



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The Best Way to have a good Idea, is to have a lot of Ideas.

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Home > News > Vortrag über ras materials GmbH und rent a scientist GmbH

**Vortrag über ras materials GmbH und rent a scientist GmbH**

Dienstag, 31. Januar 2012 um 00:00 Uhr

**Innovationsworkshop am Uniklinikum Regensburg im Rahmen des Projekts „InTraMED-C2C“**

Im Rahmen des von der EU geförderten Projektes InTraMed-C2C, welches den Innovationstransfer zwischen Kliniken und Firmen adressiert, organisierte das Forum MedTech Pharma am 19.01.2012 im Universitätsklinikum Regensburg einen Innovationsworkshop.

Gregor Schneider hielt einen Vortrag zu den Themen: „AgPURE Nanosilber zur antiinfektiven Ausrüstung (ras materials GmbH)“ und „Vorstellung von Kooperationsprojekten zur Entwicklung von Medizinprodukten mit Nanosilber (rent a scientist GmbH)“.

Anschließend fand sich noch die Gelegenheit für Kooperationsgespräche mit den ebenfalls teilnehmenden Firmen.

Auf dem Foto sehen Sie die Referenten zusammen mit Prof. Michael Nerlich, dem Vorstandsvorsitzenden des Forum MedTech Pharma e.V.



**NETZWERK NANOSILBER**

NETZWERK NANOSILBER

Hier finden Sie kompetente und aktuelle Informationen aus der Forschung und Entwicklung zum Thema Nanosilber.

**ACHEMA 2012**

ACHEMA 2012  
Frankfurt am Main  
18 – 22 June 2012

Bitte besuchen Sie uns  
Halle 9.2 Stand A27

**Composites Europe 2012**

COMPOSITES EUROPE

**TEAMWORK - The work performed by a team**

**Medical Valley has supported Advanova GmbH**

Medical Valley has supported Advanova GmbH in realizing funding support from the Free State of Bavaria in order to enhance their electronic patient chart VMobil. It is planned to add features for the mobile acquisition of medical nursing history, nursing diagnosis and nursing goals and implement and integrate a system for medication safety. The ideas leading to this enhancement have been provided by end-users of the system from certain clinics. Medical Valley supported Advanova GmbH in the framework of InTraMed-C2C project.



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Roadshow in South Tyrol - Project team collects new ideas from clinical staff

Doctors, nurses and the clinical staff know exactly where to improve or to develop products. From their work experience, professional expertise and daily contact with patients they can tell where processes and products can be made more efficient to facilitate their work.

For this reason we have been visiting four public hospitals and two private clinics during summer time to present our project initiative in order to enlarge the potential of innovative ideas.



TEAMWORK - The work performed by a team



To create the survey as convenient as possible, we provided the hospital staff an online questionnaire where they can easily indicate their ideas. In a next step all ideas are going to be analyzed and presented to the responsible directors of the hospitals.

This process allows us to present current requirements and helps us to focus on the needs of the clinical staff. After screening the ideas and evaluating the feasibility we are seeking for companies and organize workshops together with the clinics.

In this way we are creating a win-win situation for the hospital managers as well as for the clinical staff.



**TiS**  
innovation park  
[www.tis.bz.it](http://www.tis.bz.it)

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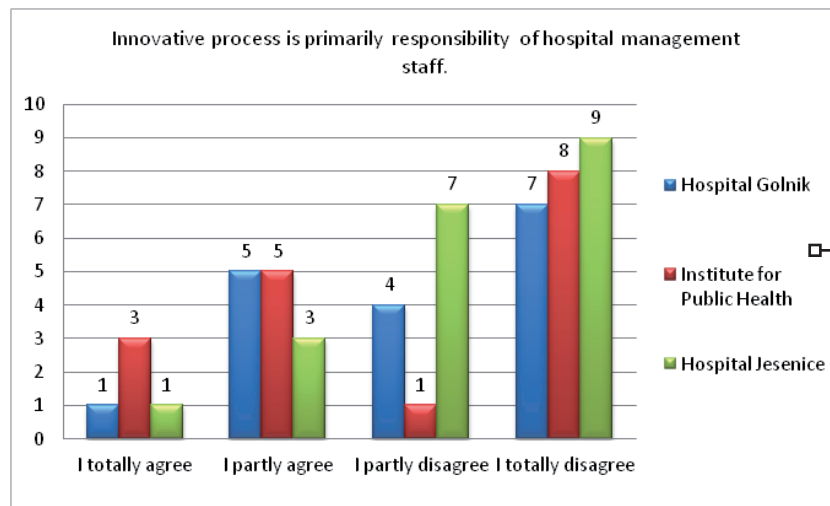
Third innovative workshop of a project InTraMed-C2C in Slovenia



In Slovenia, we organized the third innovative workshop on 14th of May in General Hospital Jesenice. Hospital Jesenice exists since 1889, but in the meantime it has greatly expanded and changed. Today, they are becoming one of the finest Slovenian general hospitals, recognized in Europe. Their excellence reflects in: professionally, safely handled and satisfied patient, creative, motivated and satisfied employees, an attractive work environment created by the thought of sustainable development.

Educational seminar was attended by 21 employees. Like in the other medical institutions where we implemented workshops, the seminar was divided into three thematic sections. On the next workshop will the same people getting to know the initial stages of the innovation process in practice – they will generate the ideas connected with their work. Participants will be able check process of the generation and management ideas by their ideas.

In all three institutions, where we implemented an innovative workshop: Hospital Golnik, Institute for Public Health and Hospital Jesenice, were employees at the beginning of the workshop asked to fill-in the survey with same questions. We wanted to check the understanding and knowledge of innovation processes and innovation.

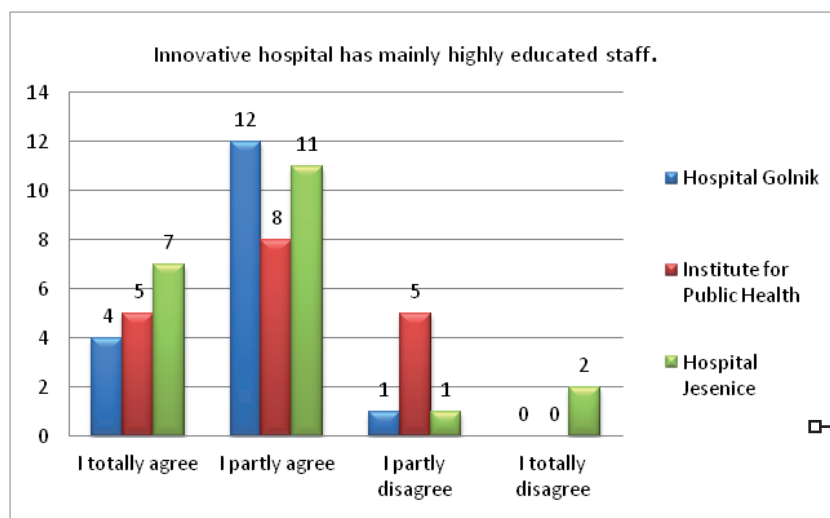


On this basis, we can now compare the answers of institutions.

Comparison between all three institutions on the graph.

On the question of responsibility for the innovation process all three institutions have fairly similar answers. Most employees do not agree with that statement. This suggests that the employees also

TEAMWORK - The work performed by a team

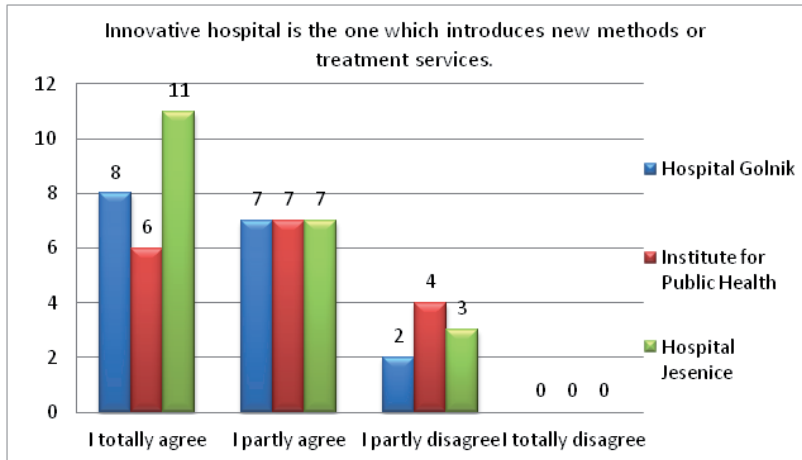


feel responsible for innovative process - to influence on it and share their innovative ideas. The biggest deviation was in Institute of Public Health Kranj, where more employees believe that management is primarily responsible for innovations within the institution. Overall, more than half of employees believe that this is not the case.

On the next question more than half of employees of

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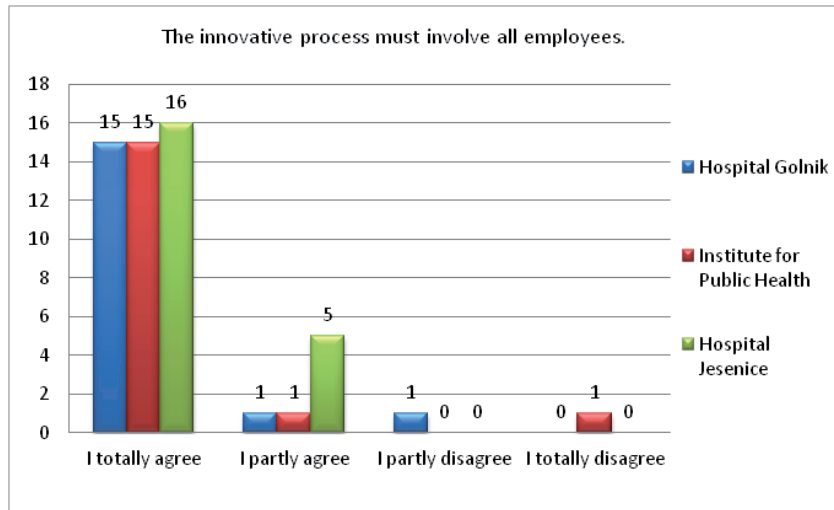
individual institutions believe that education affects the innovation process and innovative ideas. Since the survey was filled in by the employees before the workshop, we hope that after the seminar they realized that education level does not affect the innovation process and that all employees can provide ideas for innovative improvements in the field of their work.



In this response we were particularly pleased by the fact that employees do not believe that only those hospitals are innovative which introduces new methods and services. But on the other hand, many participants agree to this fact, which shows limited understanding of the innovation process. We hope that the participant changes their mind during the workshop.

### TEAMWORK - The work performed by a team

In the survey was one more interesting question (among ten others), which we didn't dedicate attention to.



This question connects to the first. Most of the staff agrees that the innovation process should involve all employees. Yet, on the first question, where we asked them whether they agree that management is primarily responsible for the innovation process, several individuals said that they agree with this.

In the coming months we will organize in every institution follow-up workshops which will be adjusted to the specific organization. We will also begin the process of collecting ideas from employees, which could be incorporated into the project database of innovative ideas.

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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](http://www.intramed-c2c.eu) or contact us as follows:

Phone: +49 911 20671 338  
 Forum MedTech Pharma e.V.  
 Gewerbemuseumsplatz 2,  
 D – 90403 Nuremberg, Germany

**Edited by:**

LSV Marshall Office, Poland  
 Phone: +48 71 770 43 05  
 e-mail: [antoni.zwiefka@dolnyslask.pl](mailto:antoni.zwiefka@dolnyslask.pl)  
[www.dolnyslask.pl](http://www.dolnyslask.pl)

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