

OP 3.2.2

Requirement – Report

CENTRAL EUROPE Programme 2007 – 2013

PRIORITY 1: Facilitating innovation across Central Europe

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Summary	The outcomes of the regional workshops will be discussed in the consortium and summarized in a report for the development of the innovation system.

Regional Workshops of the project partners:

	LP	PP3	PP4	PP5	PP6	PP8	PP9	PP10	PP11	PP12
Date of regional workshop	7.9.10	9.9.10	29.4.10	30.6.10	30.9.10	20.1.11	30.3.11	29.9.10	28.9.10	14.9.10
Participants total	18	9	19	8	23	15	3	13	8	4
from clinics	9	1	3	6	4	6	1	6	2	4
from SME's, companies	4	5	9	1	12	3	1	4	2	0
from R&D	3	2	3	0	3	3	1	2	2	0
other groups	2	1	4	1	4	3	0	1	2	0

Summaries:

LP: Bayern Innovativ GmbH/ Forum MedTech Pharma e. V.

It was shown that there is a well structured and professional idea- and innovation management in most of the companies but it is very rare in clinics. Moreover invention and patenting are items which have to be communicated to the target group more detailed in order to sensitize them to the benefits when delivering ideas. In companies there is the Employee Invention Law. In clinics it depends on the legal form of the clinic or whether it is a university hospital when it comes to the decision of applying for a patent or not. The solution for this problem can also be vital for the motivation of the employees to deliver their ideas to the hospital. On the other hand there are ideas as inventions not applicable for a patent and should therefore be treated different. These could for instance lead to simple process improvements in the hospitals or to smaller product improvements in cooperation with companies.

PP3: Health-Technology Cluster, Clusterland Upper-Austria

Clinical staff as well as patients should be involved in an innovation transfer system. The management from the hospitals should implement general conditions, that new ideas can be mentioned. Such an "idea-mentioning-system" should be installed or all individual departments should have two "quality contact persons". They should have regular meetings with the personnel. So these product ideas could be collected from the clinical staff in direct talks/interviews. Also the best way would to inform all employees, that ideas are very welcome. One "idea coordinator" should collect these ideas and the ideas should be discussed with the Health Technology Cluster, to organise "innovation workshops" in the clinical department. In this field, also "innovations assistants" (as students or from companies) could be established in hospitals.

As a requirement, a motivation scheme would be an incentive. If a motivation scheme would be installed, clear regulations should exist, so that the process of idea-mentioning is previously described and it is explained which incentives are offered.

For the innovation workshops within the clinics it would be necessary, that the medical companies are known. That means, longterm business relationships are helpful to establish a surrounding open to ideas and innovation.

One suggestion to improve the situation was a "clearing unit" for feasibility. In Upper-Austria the companies and clinics would be first contacted by the cluster or CATT. Also the task of IP (intellectual property) rights should be adressed in each hospital.

PP4: TIS innovation park, Italy

The TIS Innovation Park organized on April 29th 2010 a conference on e-Health and Telemedicine. Part of the Conference was the workshop of the Project InTraMed C2C with a working session.

The primary objectives of the workshop were:

- Identification of regional stakeholders who might be involved in the innovation transfer system from clinics to companies and/ with R&D institutions
- Evaluation of their interest/benefit
- Identification of existing approaches for innovation transfer between clinics, companies and R&D institutions

PP5: Lower Silesian Voivodeship, Poland

The main idea of an initial workshop was introduction of Project objectives within interested institutions in order to identify relevant stakeholders. In total there were 11 participants. This initial workshop did not give an overall and complete overview. It was conceived as a presentation of the Project idea and, in his educational part, was used to demonstrate Innovation Strategy in Lower Silesia. The main conclusion from the questionnaire and discussion is the need of commercialization of ideas and horizontal/cluster cooperation.

PP6: The John Paul II Hospital, Poland

The presentations were followed by a discussion to address the following issues:

- lack of uniform approach to innovative ideas proposed by employees
- need to introduce appropriate regulations regarding intellectual property rights
- promotion and development of cooperation between hospitals, R&D institutions and business supporting institutions
- improvement of awareness and knowledge among medical staff with respect to legal regulations of innovations
- identifying the potential for commercializing study results

Then a vision of cooperation between target groups of the InTraMed-C2C Project in the Innovative Hospital Network (Medical Network) was presented to the participants. The concept was developed prior to the workshop in response to the actual status of cooperation between hospitals and enterprises. The primary goals of cooperation would be:

- to facilitate communication and cooperation between hospitals and business and to support the existing initiatives;
- to commercialize results of research in the field of medicine;
- to develop resources and improve medical staff competences to make effective use of the existing and future possibilities for development in compliance with knowledge-based economy. Those engaged in the Innovative Hospital-related activities will:
 - initiate permanent staff training
 - support changes in the organizational culture of institutions while maintaining the existing goals
 - promote the culture of permanent staff training

The development of the Innovative Hospital Network is a response to the needs expressed by scientific and medical circles and industry in order to initiate and coordinate cooperation between these sectors. There are 23 organizations interested in this initiative:

The Innovative Hospital Network is supposed to realize the assumptions of the Regional Strategy of Innovation aiming to increase competitiveness and innovation through promotion of cooperation between SMEs and institutions in the field of science, R&D and technology transfer.

The concept of "The Innovative Hospital" project developed by Kamil Kipiel from the Medical Technology Transfer Center and Kazimierz Murzyn from the Cluster LifeScience Krakow includes:

- planning and pilot implementation of the organizational and legal system in order to facilitate the inflow of innovative projects relating to various areas in which public hospitals function
- selecting through formal assessment procedures the best innovative ideas proposed by hospital employees for commercialization by potential partners (CTT, BA, SC/VC, companies and other).

This Project has been developed in response to the need for initiating cooperation between medical, R&D and business sectors.

PP8: Regional Development Agency of Gorenjska, Slovenija

15 top ranking specialists achieved during two hours brainstorming workshop to generate and rank 233 ideas. In the regional workshop PP8 tried to distil those ideas valuable not only for the scope of the Intramed project but also beyond. The material will serve to plan further activities of the project, for growth of Gorenjska region and will be sent to the Ministry of Health to be used in the making of the new Health legislation and might also enrich the Health Strategy of Slovenia 2020.

PP9: CVVI - Centre for research, innovation and regional development, Czech Republic

The workshop showed low interest of hospitals to take up additional activities in the light of the only recently overcome crises, which was the main reason for the low number of participants of the workshop. The main general point was that there is a lack of motivation of the hospital staff to share their ideas since this is perceived as additional load of work for them. Therefore, motivational measures are necessary to be introduced and effectuated in hospitals.

The state of the play in innovation management in health care system is not sufficient; there is a need for its structuring and standardization.

The project and its objectives were considered as very useful tool for SMEs, however, the difficulties and worries that hospitals will not be willing to actively participate was acknowledged. According to the participants, the project has a potential to improve the transparency of the business in the health care sector and to create new opportunities for SMEs, therefore, it would be great for them if the project objectives were backed by regional and national politicians.

The Czech Republic is considered a specific country (not only with respect to its health care system), thus, gaining the same or comparable results as partner countries with more developed health care system will be very challenging and demanding.

PP10: Budapest University, Biomedical Engineering Knowledge Centre, Hungary

- Preliminary studies for a new medicine/pharmaceutical product to be financed (National Health Insurance Fund) **but** a new (IT) health system is necessary → no methodology
 - Sustainability of the project is a problem
 - Semmelweis University, Innovation Centre: Regulations for Handling the Intellectual Properties already exists
 - Three universities in Budapest, 2005-2006: „Innopolus-Innopolis” for managing the health innovations, but **without financial – European –sources, no future...**
 - Budapest University of Technology and Economics: Relatively big money for R&D&I, but the **realisation as industrial products and the income are low**, while the staff is working for approx. 200 enterprises at the Fac. of Electr. Eng. & Informatics alone
 - New applications, **new R&D&I possibilities** („SzéchenyiProgram” – supported from the national budget),
 - the Budapest University of Technology and Economics helps with his **own R&D&I capacities**,
 - the innovators **are interested** in the product realisation and exploitation (royalty, share in a business)
 - The „evil” business market: usually the **market has right** ...(What does a good innovation means?)
 - The project should be addressed to the **primary care** (GPs) as well (very receptive)
 - Lack of the „who is who in the **health sector**” map
 - To involve the neighborhood areas of the Health sector (wellness)
- Where are the **investors**?
- The hospital management is interested in the innovation, but without tools: **financial rules** ... maintenance, replacement, procurement innovation
 - There is **no institutionalized way** for an innovation to become a product at a hospital/ clinic (often the physicians have to find the way...)
 - Where are the **technicians at the clinics/hospitals?** (They study at university, and then?)
- To be innovative means: to innovate something new, and to take it to the market, and then to be successful (**find the gap market**)
- Hungarian Association of IT Companies – Innovation Workgroup: **methodology for the life-cycle of an innovation**

PP11: University of Debrecen, Hungary

Expectations of the participants from the project.

- ✓ To initiate cooperation not only between clinics and companies but between the several clinics of the UD MHSC as well. According to the management of the clinics of UD MHSC there are numerous ongoing research projects on the campus dealing with the same topic, so we should identify those projects and try to link them. Afterwards we can look for other partners like external companies.
- ✓ It would be favourable to become member of some international health care clusters and networks.
- ✓ To have adequate tool for the transfer of research results from clinics to companies.
- ✓ To use a standardized innovation transfer system on the campus of UD MHSC.
- ✓ To create a partner list including R&D&I related companies (SME's) institutions and other relevant stakeholders.

According to the participants of the workshop the following tools can help to reach the goals:

- ✓ Organizing workshops is very essential and useful because during personal (face to face) meetings people can easily identify their needs and partners can directly reflect on it.
- ✓ The most useful tools are the thematic workshops where the researchers (clinical staff) can meet the representatives of R&D&I companies dealing with the same topics so it is easy to launch cooperation.
- ✓ Speed dating is also a useful tool for finding a cooperating partner. The participants have two minutes to present their needs (demand) and or supply. The speed dating must be thematic as well.
- ✓ Being a member of health care related clusters and networks is also a good opportunity to get to know the relevant actors of the health care industry and to start to look for cooperation opportunities.
- ✓ National and international thematic conferences are also good for this purpose. The participants can learn about the state of the art techniques, the latest methods and can find cooperating partners (companies) at the exhibition hall.
- ✓ The best practice examples of the project partners can be very useful for the others. The benchmarking of these best practices would be very helpful.
- ✓ The guideline and toolkit might be an important tool.
- ✓ It is favourable to have a regional action plan at the end.

Conclusion of the workshop:

Relevant regional stakeholders were identified and invited to the first regional workshop of IntraMed C2C project. The participants showed considerable interest on the project and their expectations were identified as well. According to the stakeholders the most useful tools for reaching the main purpose of the project are regional thematic workshops, speed dating and benchmarking of best practices of the project partners.

PP12: Medical Valley EMN e.V., Germany

The main feedback of the clinics was:

- Innovation transfer from clinics to companies is restricted and not standardized.
- The main tool for extracting inventions is a suggestion scheme that in most cases doesn't work properly.
- In case of a successful innovation transfer from clinics to companies the long duration of the patent application and approval is seen negative. A long period from invention to use of an innovative product is not motivating.

- A monetary reward for an invention of clinic staff is not required. The clinic staff will have an own interest in invention in order to improve patient care and to relieve himself.
- Hospitals have to commit themselves to the fact that their employees can be involved in the innovation process and participation in all related activities during working hours is possible.
- The IntraMED-C2C partners have to support the clinics in the innovation process. If no support is provided, the clinics will not be able to participate. The support should comprise:
 - Discussion of ideas with the clinical staff
 - Evaluation and selection of the most promising ideas from the clinics by expert panel
 - Support the clinical staff in the preparation of the selected ideas to the needs of SMEs
 - Planning the innovation workshops as well as identifying and inviting respective SMEs and R&D-institutions
 - Moderating the innovation workshops
 - Advice on patent issues in the context of product development
 - Permanent contact for all questions concerning the innovation transfer
 - Assistance in project management of cooperation projects between the clinics and SMEs

Following structure from invention to project implementation was developed by the workshop participants:

