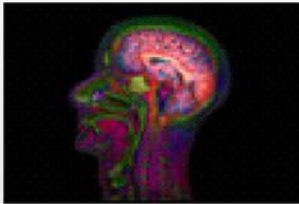




One-Stop-Shop e-Newsletter

for Companies, Researchers and Networks in the Medical Sector



Healthcare Sector Group

The Healthcare Sector Group connects, Technology and Business Partners active in the medical sector, spanning from medical engineering to telemedicine. It mainly aims at encouraging greater exploitation of research and technologies by medical companies who offer diagnostic and therapeutic applications in Europe.

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Launch of The Healthcare Sector Group



On the eve of MEDICA 2008, the Healthcare Sector Group started its official activities with the first meeting in Düsseldorf, Germany. The Healthcare Sector Group builds upon the Medical Technologies Thematic Group (MTTG) of the former Innovation Relay Centres Network. Thirty-eight dedicated members coming from seventeen countries are at the disposition of their respective regional clients, be it research organisations, SME's or clusters, to assist them throughout the value chain - from marketing their technologies, solutions and products, to helping them acquire European funding for their innovation. The Healthcare Sector Group gives support by means of a proven methodology. Yearly, more than 900 face-to-face meetings are organized by the sector group in the framework of international exhibitions and more than 800 medical applications are published in the Enterprise Europe Network database.

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Events^(*)

(*) In case of interest, please contact [your local Enterprise Europe Network Partner](#)

1. Partnership Meetings on Rare and Orphan Diseases (Montpellier, France)

Med2Europe, the Enterprise Europe Network Consortium for the French Mediterranean Area, is organizing a **Brokerage Event focusing on Rare and Orphan Diseases** in Montpellier on the 29 and 30 October 2009. The goal of this event is to bring together laboratories and companies from the medical field in order to create private-public partnerships aiming at developing new tools for diagnosis and treatment. In-depth information on rare diseases and orphan drugs is provided at the [Orphanet](#) portal.

For more information on the event, please visit:

<http://www.enterprise-europe-network.ec.europa.eu/public/bemt/home.cfm?EventID=1991>

2. Medical Technologies Partnership Event (Düsseldorf, Germany)

On the occasion of the [MEDICA 2009 fair](#), the global No.1 meeting point for the medical sector, ZENIT/NRW.Europa is organizing an international Brokerage Event in cooperation with the Healthcare Sector Group of the Enterprise Europe Network. The event aims at providing both the business and science sector with assistance in finding partners in the countries of the Enterprise Europe Network for product development, manufacturing and licensing agreements, research co-operation, joint ventures or similar partnerships. The event will take place on the 19 & 20th November 2009.

For more information on the event, please visit:

<http://www.enterprise-europe-network.ec.europa.eu/public/bemt/home.cfm?EventID=2005>

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Innovative Technologies^(*)

(*) In case of interest, please contact [your local Enterprise Europe Network Partner](#)

Original drug for prophylaxis and treatment of viral infections (Ref: 09 RU 86FG 3DRW)

A Russian pharmaceutical company from Tomsk developed a drug for prophylaxis and treatment of viral diseases (tick-borne encephalitis, influenza, acute respiratory viral infections, hemorrhagic fever with kidney syndrome, sharp-pointed condylomatosis). The advantage of the drug is its clinically proven efficiency and safety, and ease of use. The company seeks partners for registration of the drug in EU countries, and for execution and/or financing of additional trials of the drug.

Intraocular Electronic Tonometer: a novel option for patients undergoing cataract surgery (Ref: 08 GR IHND 0JHT)

A Greek Institute with high research & technological expertise in ophthalmology offers a special IntraOcular Lens (IOL) which at the same time acts as an intraocular tonometer by means of a special sensor. The novel endophthalmic tonometry system is incorporated into a prototype intraocular lens implant, capable of providing real-time, non-contact/remote measurements of the pressure in the intraocular environment. The group seeks a licensing and/or technical cooperation agreement.

New bipolar needle with coagulation device for gentler biopsies (Ref: 09 DE 0855 3DT7)

A German university has developed a new bipolar biopsy needle with an integrated coagulation device. It allows for gentler biopsy procedures and significantly improves convenience for the patient. The needle works with RF current and DC current and can be used for biopsies in all fields of medicine. The university is looking for innovative companies in order to establish licensing agreements and further development.

Jellyfying urinal pouch to avoid nosocomial infections in hospitals (Ref: 09 FR 38m9 3DC2)

A French SME specialised in healthcare products for hospitals has developed a new urinal pouch that can jellyfy very quickly in order to avoid nosocomial infections for other patients. The company has been enhancing the technology for three years. It now ensures full traceability and full security, it meets EU standards and has already been sold to numerous hospitals in France. The French company is looking for a license agreement or a commercial agreement with technical assistance.

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Totally wireless electromyography (EMG) (Ref: 09 IS 81ET 3DCP)

An Icelandic SME had developed a technology that makes Electromyography (EMG) faster and easier to use and thus expands its use into fields not yet taking advantage of this valuable physical sign. The EMG has shown highest quality of data in difficult situations such as swimming and athletics. The company is looking for a commercial agreement with technical assistance.

New spectral imaging dermatology device for early skin cancer diagnosis (Ref: 09 AT 0109 3DAM)

An Austrian company developed a spectral imaging dermatology device (SIDD) for skin cancer diagnosis. The evaluation of skin abnormalities is based on a spectral classification. The SIDD is used to assist the physician in distinguishing between benign and malignant melanocytary skin abnormalities. The appliance can identify cancer, which cannot be detected by the human eye (doctor only). The company is searching for partners for a prototype and know-how transfer and also for series transition.

Transparent pressure dressing for paramedics, first aid and emergency services (Ref: 09 FI 3011 3CTX)

A Finnish medical device manufacturer has developed an innovative transparent pressure dressing for controlling the bleeding of wounds and other injuries. The dressing is transparent and the pressure can be adjusted by using the transparent air pillow onto the wound. This enables complete sealing of the wound and the visual control of it during first aid. A partner in anaesthesia or emergency operations is sought for commercial cooperation requiring technical consultancy.

Low friction medical textiles for the prophylactic avoidance of pressure sores and prevention of displacement of chronic wound dressings (Ref: 09 GB 40n6 3CKV)

A company based in the UK has developed a unique polymer fabric with an extremely low friction coefficient. Products made of the Fabric (bedsheets, pillowcases, undergarments and booties) can protect the skin in patients with problems such as bedsores (pressure sores) and other dermatological conditions (severe eczema, psoriasis, Rosacea, etc). The company is keen on collaborating with companies and academic institutions for joint development and/or licensing.

Portable microinfusor of hormones (Ref: 09 ES 24D8 3D2D)

A Spanish company has developed a portable microinfusor of hormones and other injectable drugs that makes it possible to administer them to patients in a very precise way (no need to visit the doctor for a dose). Its reduced size permits the patient to carry it in their pocket (connected to a catheter) without changing her/his daily habits. The company is looking for partners interested in license agreement.

The Earlobe Arterialized Blood Collecting System (Ref: 09 GB 4407 3D20)

A UK company has developed a single investigative tool that obtains blood and prepares it for analysis. Utilizing the proven technique of arterialised blood sampling from the earlobe, this device could potentially eliminate the need for venopuncture and arterial puncture in the majority of individuals. The minimal skill set required to utilize the device allows non medical practitioners to obtain blood samples in a variety of environments. The company is seeking partners to license the device.

Treatment of inflammatory diseases (eg psoriasis) without the undesirable side effects of steroids (Ref: 09 IL 80EP 3CHD)

An Israeli university developed a generic small molecule with anti-inflammatory effects that may be chemically tailored for particular pharmaceutical applications. The most advanced new chemical entity derived from this platform was designed to treat psoriasis and other inflammatory skin diseases, with the same proven efficacy as steroids, but without the side effects. Industrial partners from the fields of pharma, medicine and biotechnology are sought for licensing and commercialization

Medical devices and systems for diagnostics of respiratory diseases, home monitoring and telemedicine applications (Ref: 09 IT 55X5 3DPP)

A young and dynamic company based in Rome, with a mission to develop and manufacture devices and systems which facilitate quality medical testing at reasonable costs, has designed and developed a complete hardware and software solution for spirometry. The company's portable spirometry/telespirometry systems, with a high degree of technological and functional innovation, are sold worldwide in accordance with safety and quality systems certified by national and international independent organisations.

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Requests for Collaboration^(*)

(*) In case of interest, please contact [your local Enterprise Europe Network Partner](#)

Consultants for the development of a satellite connected mobile health care centre (Ref: 08 SE 67CG 27K4)

An SME from Northern Sweden is working with the development of a concept presented as a mobile health care centre with online access to experts and specialists in different areas via satellite communication. It will be able to operate in remote areas where conventional health care is not available and where medical expertise is difficult to find. The company seeks partners providing consultancy, development support and/or expertise in medical technology.

Micro-Flow Cytometer Point of Care (POC) Device for Blood Analysis (Ref: 09 IL 80EP 3CMZ)

An Israeli SME is looking for a partner to develop compact table-top and hand-held flow cytometry instruments based on a specially developed microfluidic chip. Basic elements are already available, but cooperation is needed to complete the instruments. Cooperation is possible as a technical cooperation and/or at a JV level.

Technology of sterilization and packaging of bone plates made of titanium and titanium alloys for use in orthopaedics and traumatology (Ref: 08 PL 62AP 0IFO)

A Polish producer of specialized implants and instruments for orthopaedics and traumatology is looking for a technology to sterilize and package bone plates made of titanium and titanium alloys for use in orthopaedic surgery and traumatology. The potential partner should be a producer of the required machinery or a research institute. The preferred type of cooperation of the Polish producer is a commercial agreement with technical assistance.

4D visualization technology for diagnostics and training in the medical profession (Ref: 09 NL 60AF 3D26)

A Dutch SME has developed a technique to turn several sources (MRI, CT, PET, Ultrasound) into 3D movies, where objects can be manipulated and cross-sections can be made. This technique lends itself especially well to education and training in the medical profession. Cooperation is sought for upscaling (to auditorium scale and for use in student workstations), developing applications and content.

Products, technology or target companies with application in the development and/or commercialisation of Medical Imaging agents (Ref: 09 GB 40n6 3CJD)

A company based in the UK has a focus in the development and commercialisation of molecular imaging agents and contrast agents. The company is keen to meet third parties developing products or technologies that have application in this field, and is also interested in alliances with partners in the Therapeutics field who believe that imaging could add value to their therapeutic programmes.

Technologies for implants for the measurement of carbon dioxide levels in human blood (Ref: 09 DE 0855 3D2Y)

A German Microelectronics Research and Development Institute seeks a measurement technology to determine the carbon dioxide level in human blood. Of particular interest are technologies which can be integrated in a medical implant. The institute seeks research partners for technical cooperation, license agreements and joint-venture agreements.

Validation in experimental laboratory of potential drug candidates discovered by in silico virtual screening using grid technology (Ref: 09 FR 33J8 3CN4)

A French Laboratory working in the field of deployment of biomedical applications in Grid environments is looking for the following technology: expertise in validation of chemical compounds identified as promising drug candidates during in silico virtual screening using grid infrastructure. Targeted protein should be synthesized and inhibition activity of selected chemical compounds should be evaluated. The French Laboratory is looking for experimental laboratories with biochemical expertise.

A system for diagnostics of death predictors (Ref: 09 RU 86FG 3DPA)

A Russian institute has developed a technology and firmware for determining the risk of a sudden death syndrome. The technology is at the prototype stage. The institute seeks partners for collaboration in searching additional values of cardiac, vascular and breathing activity parameters affecting a high probability of death during one hour after registration of parameters.

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EU Initiatives – Directives

1. EU Response to the Swine Flu Epidemic

As the novel influenza virus A/H1N1 spread rapidly around the world, EU health ministers held an extraordinary meeting in Luxembourg on 30 April to coordinate action against this virus strain. The increased volume of international travel means that coordination of preventative and mitigating actions at European and global level is more important than ever. The [Health-EU portal](#) - the official public health portal of the European Union on health issues, policies and decisions taken at European, National and International level - has developed an excellent [website](#) to track the spread of the virus, to report on the measures being taken against it, and to publish the latest advice.

2. International scientific agreement on validation of alternatives to animal testing

Global efforts to promote alternatives to testing on animals received a significant boost in April through the signing of a cooperation agreement by international bodies, tasked with the validation of alternative test methods. The agreement has been signed by the European Centre for the Validation of Alternative Methods (ECVAM), which is part of the Commission's Joint Research Centre, together with its equivalent in the US, Japan, and Canada. It establishes enhanced international cooperation and coordination on the scientific validation and evaluation of in-vitro toxicity testing methods. The EU's goal is to reduce the number of animals involved and to refine testing methods so as to cause as little harm to the animals as possible. [ECVAM](#) coordinates the validation of alternative test methods at a European level and acts as a focal point for the exchange of information on the development of alternative test methods.

3. Sustainable Healthcare Financing in Europe

The Initiative for Sustainable Healthcare Financing in Europe ([ISHFE](#)) was set up in 2005 to conduct investigation into issues affecting the sustainability of healthcare financing. In February 2009, it presented two reports aiming to help policymakers in Europe on:

- Managing Chronic Disease in Europe
- The Future of Health Technology Assessment in Europe

These reports are available at <http://www.sustainhealthcare.org/navigation/cox2.html>

4. The EU Medical device Portal

Medical devices have become an increasingly important health care area in relation to their impact on health and health care expenditure. The sector covers some 8000 types of products, ranging from simple bandages and spectacles, through life-maintaining implantable devices, equipment to screen and diagnose disease and health conditions, to the most sophisticated diagnostic imaging and minimal invasive surgery equipment. DG Enterprise website hosted the [EU Medical Device Portal](#) that provides comprehensive information on medical devices such as National Competent Authorities, harmonized standards, guidelines related to medical devices directives and interesting links.

5. The European Cluster Observatory

The [European Cluster Observatory](#) provides a wide variety of data on clusters in Europe and is divided in four main sections: cluster mapping, cluster organization, cluster policies and cluster library. Comprehensive information on Medical Devices Regional Clusters in Europe is provided at http://www.clusterobservatory.eu/index.php?country_ID=®ion_ID=&cluster_ID=32

6. The Tech Awards

The [Tech Awards](#) are dedicated to the best innovators from around the world who apply innovative technology solutions for the benefit of humanity. The prize amounts to USD 50,000.00 for each of the following categories: Environment, Economic Development, Education, Equality and Health. Individuals, organisations, and companies for-profit and not-for-profit are eligible. The 2010 deadline for nominations is March 31, 2010

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EU R&D Programmes

1. The Executive Agency for Health & Consumers - Calls for Tenders

The Executive Agency for Health and Consumers has launched [calls for tenders](#) in the area of:

- skin allergies
- environment and health (indoor air quality, electromagnetic fields, training of health professionals)
- developing public health capacity
- exchange of organs between EU countries
- implications of ageing on health-care needs.

Further calls for tenders will be launched in summer 2009.

2. EDCTP Call for applications to support clinical trials, capacity building and networking in New and improved diagnostics for tuberculosis (TB)

The European & Developing Countries Clinical Trials Partnership ([EDCTP](#)) has published [a call](#) with deadline 24th July 2009. The purpose of this call is to develop simpler, cheaper and more accurate TB diagnostic tool(s). The investigational product(s) should be manufactured under Good Manufacturing Practice (GMP). Priority will be given but not limited to products that can be deployed at the Point of Care (POC).

3. 4th call FP7-HEALTH theme

The fourth call for the FP7-Health theme is expected to be issued on the 30th of July 2009 and will consist in:

•Two main calls:

- FP7-HEALTH-2010-single-stage: 40 topics with expected deadline 19th November 2009
- FP7-HEALTH-2010-two-stage: 13 topics with expected deadline 29th October 2009

•Plus "special" calls:

- FP7-AFRICA-2010 (Coordinated call for AFRICA with Food and Environment themes): 6 topics with expected deadline 14th January 2010
- FP7-INFLUENZA-2010 (Coordinated call for Influenza with Food theme): one topic with expected deadline 29th October 2009
- FP7-ERANET-2010-RTD: 3 topics with expected deadline 12th January 2010
- FP7-HEALTH-2010-Joint-Research-Initiative-Commission-COLIPA: call on alternatives to animal testing (1 topic) with expected deadline 3rd February 2010.

All the above information is only indicative at this stage. Potential applicants will need to refer to the final published Work Programme and relevant guides for applicants to be published at [cordis' website](#). For further assistance, do not hesitate to contact the [National Contact Point for FP7-HEALTH](#) in your country.

4. 2nd call Innovative Medicines Initiatives Joint Undertaking (IMI-JU):

IMI-JU is currently, in consultation with its advisory bodies, drafting the research priorities and topics for the [second Call](#) for Proposals expected to be launched in September 2009. They will be based on the IMI Strategic Research Agenda and will include research in knowledge management, inflammation, infectious diseases and cancer.

5. European projects assisting SMEs in participating in Health-related EU projects: SMEs-go-Health & SM-BIO-POWER

[SMEs-go-Health](#) is an EU funded support network of experts and National Contact Points in 30 countries aiming at the successful participation of research centres, universities and innovative SMEs in EU-funded "HEALTH" research projects.

[SM-BIO-POWER](#) is another EU funded support action that has a consortium of ten partners that can help SMEs working in Medical Technologies and Biomedical Engineering to participate in EU research.

[LifeCompetence.eu](#) is the Portal on European funded projects in Life Science and Health. It represents an easy way to find out what kind of research goes on in each sector, who the partners, people and organisations are, and to keep track on competitors' research activities.

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Success Story!!!

Remote Monitoring of Patients with Obstructive Sleep Apnea Syndrome: An International Partnership (Portugal-Czech Republic) reached through the Enterprise Europe Network

The Portuguese e-Health company ISA Healthcare Solutions has recently developed a novel technology that performed remote monitoring of patients with obstructive sleep apnea syndrome ("cessation of breath"). This syndrome is a common, but under-diagnosed, condition in children that may cause severe damage if left untreated. Nowadays the usual diagnosis is made through a very complex and expensive exam called polysomnography, where the patient is monitored for a full night by a health professional and it's only available in a few pediatric hospitals. The innovative system is based on an infrared camera, an oximeter (to measure blood oxygen saturation) and a box to receive the data and send it, in real time, using 3G technology, to the healthcare unit, where the staff can monitor the patient's condition using a computer or mobile device. The Czech company LENTE has been attracted by the novel diagnostic system and a Technological Agreement has been reached between both companies in order to further develop the innovative technology and to introduce it into the Czech market. The Enterprise Europe Network has played a major role in the achievement of this Transnational Technology Transfer Agreement. Indeed, Agência de Inovação (Enterprise Europe Network Portugal), identified and promoted ISA Healthcare Solutions technologies through the Network whereas BIC Plzen (Enterprise Europe Network Czech Republic) performed an active search and found the Czech company LENTE as a suitable partner for further development of the Portuguese remote diagnostic system. **If you are seeking International Commercial, Technological and/or Research Partnerships, please do not hesitate to contact [your local Enterprise Europe Network Partner](#)**

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The One-Stop-Shop e-Newsletter is an initiative of the Enterprise Europe Network-Hellas in collaboration with the Healthcare Sector Group. Your comments and feedback for the improvement of this initiative are more than welcome.

Enterprise Europe Network-Hellas

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