



Community research

SMEs Go Health

« 4th International Information and Training Workshop »

European Commission
Research Directorate-General
Health Directorate
Genomics and Systems Biology Unit
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Istambul, Turkey, 27/04/2009



COOPERATION



Community research

7th Framework Programme: The Health Theme

Opportunities for small and medium-sized enterprises (SMEs)



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Outline of the presentation

- SME definition
- 7th Framework Programme (FP7)
 - Structure and budget
 - The Health Theme
 - Opportunities for SMEs
 - Calls for proposals
 - Contacts & Information
 - Examples of FP6 projects
 - The Innovative Medicine Initiative
 - Conclusions

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SME definition

- Less than 250 employees,
- Annual turnover less or equal to 50 million €
- Balance sheet less or equal to 43 million €
- The company must be independent

For more details, see :

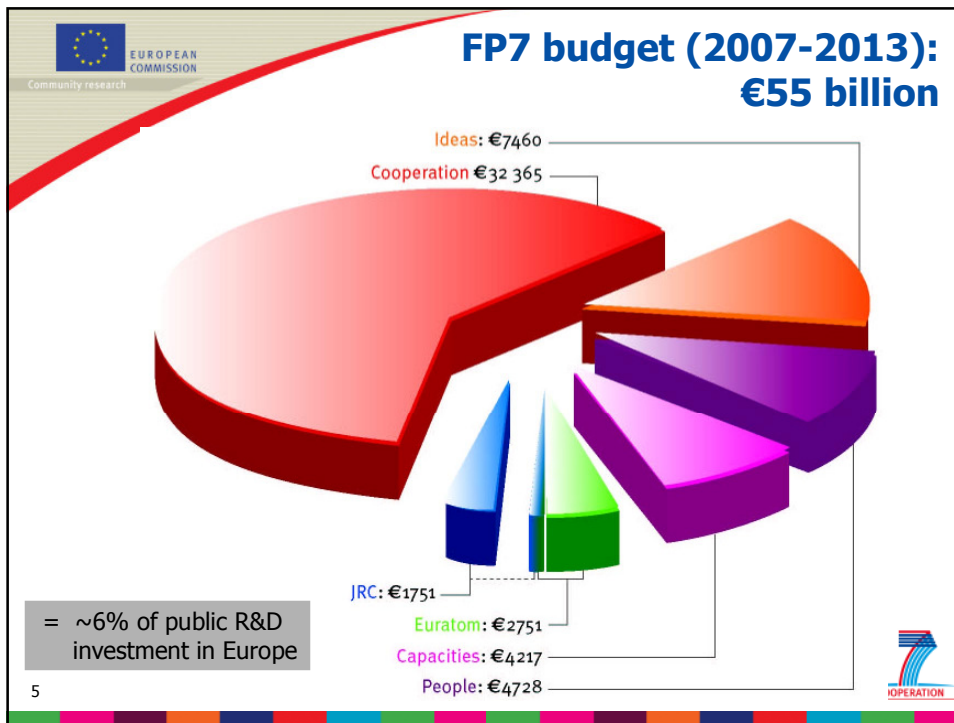
http://ec.europa.eu/enterprise/enterprise_policy/sme_definition/index_en.htm

Calculator for the auto-evaluation of SMEs : <http://ft.uwe.be/>

- ➔ Developed with the European Commission (PME TechWeb), NCP-Wallonie (L'Union Wallonne des Entreprises, Belgium) and EASI-WAL (l'Agence pour la simplification administrative en Wallonie, Belgium).

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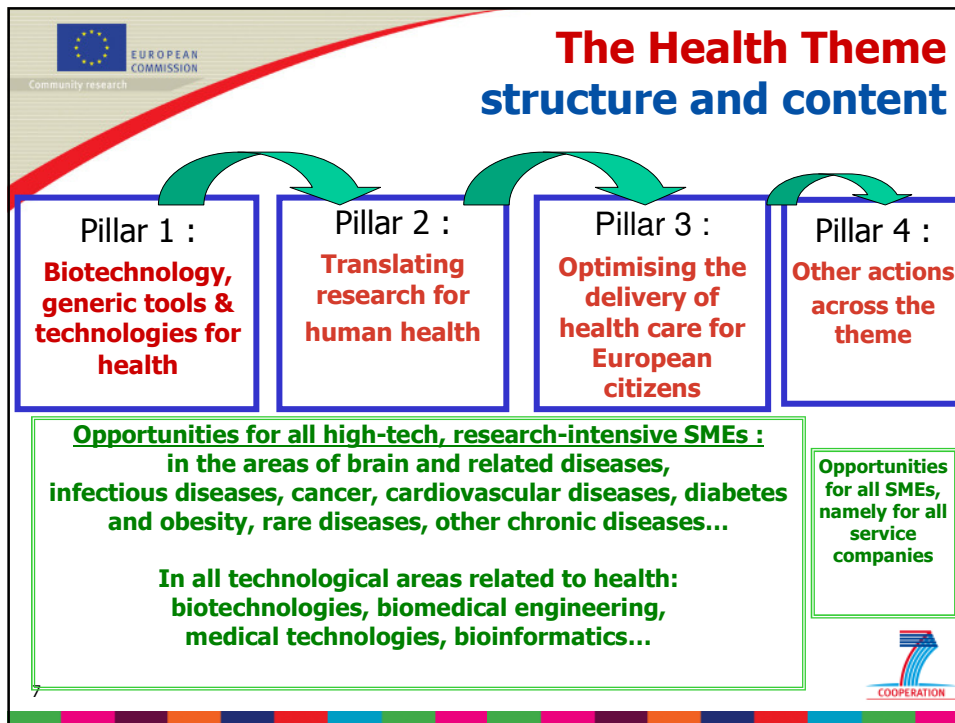
Collaborative research in FP7: The Cooperation programme

Thematic Priorities

	1. Health	6.1
	2. Food, agriculture, fisheries and biotechnology	1.9
	3. Information and communication technologies	9.1
	4. Nanosciences, nanotechnologies, materials and new production technologies	3.5
	5. Energy	2.3
	6. Environment (including climate change)	1.9
	7. Transport (including aeronautics)	4.2
	8. Socio-economic sciences and the humanities	0.6
	9. Security & 10. Space	<u>2.8</u>
	Total for collaborative research	€32.4 billion

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Opportunities for SMEs

Policy target :
15% of the contribution FP7 Health to the SMEs
→€ 900 millions

Renewed emphasis and measures for SMEs

- Participation encouraged in all areas
- Special topics for SMEs
- Support actions
- Favourable conditions...

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Opportunities for SMEs

Favourable conditions:

- Medium/long term vision: 7-year programme
- Improved conditions in FP7
 - Strong support : up to **75%** of R&D costs and up to **100%** management & training
 - Better intellectual rights protection: IPR rules adapted to SMEs needs
 - Administrative simplification: reduced need for financial checks and bank guarantees thanks to the guarantee fund

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Opportunities for SMEs in FP7 Health Theme

"SME targeted topics"

To date 14 projects from SME targeted topics have been funded:

- High participation rate: 44 SMEs out of a total of 114 participants (38.5%)
- High funding rate: SMEs received 50% of the total EU contribution for these projects

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Conclusions 1: How to use FP7 Do and don't...

- **Match** your objectives with the Programme funding opportunities.
- Have a clear **vision** of what and where you want to get.
- Do it only if it corresponds to your **strategic goals**.
- **Be involved** in the conception and implementation of the project.
- **Kill wrong expectations:** through FP7, industrial applicants should not seek support for company funding, but rather financial support for collaborative research projects, aiming at developing medium/long term product portfolio within the scope of the FP.

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Key figures from 1st 2 calls in FP7 Health Theme

<u>call: 2007-A (19/04/2007)</u>	<u>call: 2007-B (18/09/2007)</u>
Budget: € 635 million (2007)	€ 567 million (2008)
Proposals received: 914	902
Proposals evaluated: 893 (ineligible 21)	865 (37)
Proposals funded: 153	172
(% of the proposals evaluated) : 16.7%	19%
Average grant per participant : €412.000	€334.000

SMEs in 100/152 projects (65.7%)	102/167 (60.7%)
210 SMEs involved (13.5%)	207 (11.9%)
Contribution to SMEs : €64.5 million	~€70.5 million

11% of the budget → Objective: 15%

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Analysis of SMEs in FP7 Health calls A & B

Key findings

- **35.9%** SMEs « drop out » between proposal and project stages because of **wrong encoding!**
- SMEs overall participation rate: **12.6%**
- SMEs EU requested contribution: **11.0%**
- **83%** SMEs are research intensive
- **6.4%** of projects are coordinated by SMEs
- **62%** of projects have **at least one SME**
- In SMEs targeted topics, **EU contribution dedicated to SMEs reaches 50%**

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Analysis of SMEs in FP7 Health calls A & B

Typology of SMEs

- **Consulting SMEs (13.1%):** They support consortia in project setting, project management and coordination.
- **Support SMEs (3.7%):** They provide tools or services supporting Health research.
- **Research intensive SMEs (83.2%):** By far the largest group. They are focused on research activities.

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3rd call for proposals in the Health theme

Publication of 3rd call: 3 September 2008

- drawing on the budget for 2009: ~€ 593m*
- there were two calls, published in parallel:
 - **'FP7-HEALTH-2009-single-stage'** **€476 m**
for most areas of the work programme
deadline: 3 Dec. 2008
 - **'FP7-HEALTH-2009-two-stage'** **€115 m**
only for areas 1.1 & 2.1.
deadlines for 1st stage: 3 Dec. 2008
deadline for 2nd stage: 22 April 2009

(* including €2m for a topic via the ERA-NET call in 2009)

Evaluations on-going



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4th call for proposals in the Health theme

Publication expected end July 2009 (tbc)
Deadline in November (tbc)

Additional opportunity for SMEs, academy, patients
organisations...

IMI



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Conclusions 2: Key factors for success in applying for FP7 funding

**Competition is tough :
only the best projects get funded**

- the proposal must be in scope with the topics and the workprogramme,
- the consortium of partners must be excellent and appropriate for the tasks,
- the proposal must address all 3 criteria,
- convince the evaluators (don't rely on reputation),
- and, of course, respect the basic rules.
(deadlines, N° of participants, ceilings, length, ethics...)

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Contacts & Information: Commission & others

Website FP7 Health : <http://cordis.europa.eu/fp7/health>

Experts registration: <https://cordis.europa.eu/emmf7/>

SME participation: Ludovica Serafini
Tel. +32 2 295 6759 – Email: ludovica.serafini@ec.europa.eu

Database of FP6 projects: www.lifecompetence.eu

IMI : www.imi.europa.eu

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Contacts & Informations : Support structures for the preparation of proposals

National contact points in the Member States and Associated States, provides guidance, information and assistance on all aspects of participation in the Framework Programmes:

→ http://cordis.europa.eu/fp7/health/support_en.htm

• **SME-go-Health**, an FP6 EU-funded project, specifically supporting the participation of SMEs, provides several services, including a matchmaking database for proposals preparation:

→ <http://www.smesgohealth.org/>

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Quantitative analysis of genes in single cells

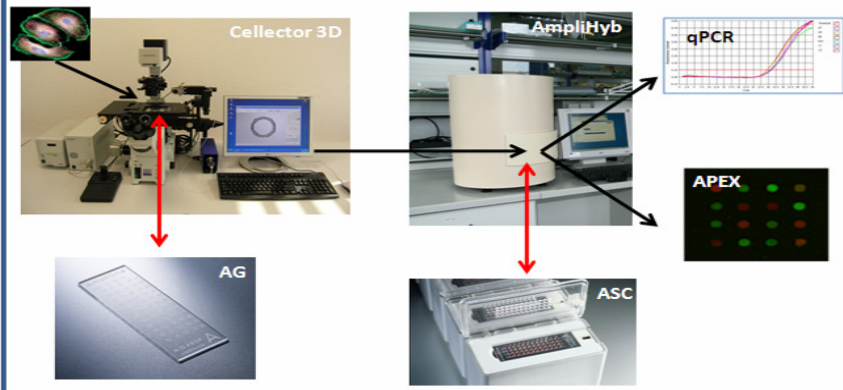
"to develop methods and instruments for providing early diagnosis systems for a child disease, hemophagocytic lymphocytosis plus prenatal and postnatal diagnosis of trisomy 21"

- EC contribution: €1.5m over 2 years
- Coordinator is a SME: Genewave SA
- 5 participants including 3 SMEs
- SMEs play key scientific roles: development of automated cell picker; use of photolithographically structured microscope slide Ampligrid™; production of integrated system for PCR and optical detection of hybridization.

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QuAGSiC: Total System for Quantitative Analysis of Single Cells



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Multi-parametric quantum dot bioassay for point-of-care diagnosis

"To provide clinicians with multi-parametric measurement of the 4/5 essential markers and support decision-making with a software tool."

- EC contribution: €2.5m over 3 years → 44% to SMEs
- Coordinator is a SME: Cezanne SA
- 9 participants, incl. 3 SMEs and 2 FR academic partners
- SMEs play key scientific roles: development of photonic and electro-optics; immunoassay development; production of monoclonal antibodies and recombinant proteins.

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FP6 success stories

MEGATOOLS

New tools for functional genomics based on homologous recombination induced by double-strand break & specific meganucleases

"To develop new sequence-specific endonucleases to recognise & target any possible DNA sequence and optimise homologous recombination to provide scientists with powerful tool for functional genomics."

- EC contrib.: €2.0m over 3 years
- Coordinator is a SME: Collectis SA
- 4 participants including 2 SMEs
- SMEs play key scientific roles: providing genomic engineering, gene therapy and genome modification tools; expertise for discovery, manufacturing and marketing quality molecular biologicals.

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Conclusions 3: Identify proponents need and the appropriate part of the workprogramme



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* For additional information see: www.eurostars-eureka.eu







A new opportunity for SMEs

- Innovative Medicine Initiative is a Public-Private Partnership between the pharmaceutical industry, represented by the European Federation of Pharmaceutical Industries and Associations (EFPIA), and the European Commission.**
- IMI's overall goal is to make Europe again the world leader in pharmaceutical research for the benefit of the economy and society, by removing research bottlenecks in the current drug development process.**
- The research will be performed through innovative projects following open and competitive calls for proposals (two stage process), independent evaluation and the conclusion of Grant Agreements and Project Agreements (governing members of the consortium relationship, including detailed intellectual property rights).**

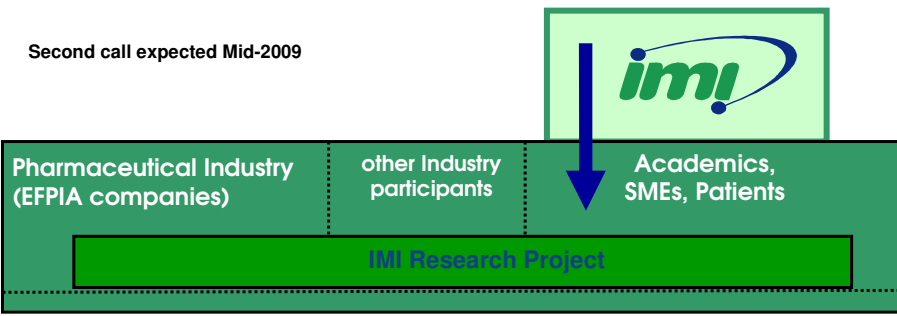



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The Innovative Medicines Initiative (IMI)
 PPI to remove major bottlenecks in drug development,
 acting where research is the key




Second call expected Mid-2009



Research performed by pharmaceutical industry funded by own resources (= in kind contribution)

Research performed by public sector and SMEs funded by European Community (= cash contribution)



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Conclusions 4: take home messages

- **Research-intensive SMEs** are the main economic drivers in healthcare, biotechnology and medical technologies.
- In a global economy, **knowledge and innovation** are the keys.
- **Research** is the starting element.
- **FP7** helps research-intensive SMEs to participate fully in European research projects.

- **SME presence in all proposals** should increase.
- There should be **more SME targeted topics** (SME call for the 5th Health call?).
- Raise industrial expertise during evaluations.
- **Continue to support** successful participation of SMEs in FPs through workshops, presentation of success stories to main event...

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12th World Congress on Public Health: European Workshop

- At the 12th World Congress on Public Health, the European Commission will host a workshop on current EU developments in the field of health, including a research part.
- There will be presentations from DG Research (K. McCarthy) and DG SANCO - Health & Consumers
- Date: 28 April 2009
- Time: 14:00 – 15:30

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**I wish you
an interesting and
hopefully useful training.**

Thank you!

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