



enterprise europe

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Business Offer

Dutch manufacturer and supplier of products to treat minor skin ailments is looking for distributors

Summary

The client is a family owned, Dutch SME and manufactures and supplies in wound care, maternity care, cryotherapy, crèmes and sprays to treat minor skin ailments. Products are sold through pharmacies and drug stores and are available without prescription from a General Practitioner. The company has a strong international focus and is looking for new distributors in Europe, both for countries existing and for new markets.

Creation Date	26 January 2016
Last Update	27 January 2016
Expiration Date	27 January 2017
Reference	BONL20160126001

Details

Description

The client is a Dutch, family owned SME with a long track record in wound care. More than 100 years of experience with successful innovations. Nowadays a worldwide supplier of products to treat minor skin ailments. Products are sold through pharmacies and drugstores. All are available without prescription of a General Practitioner. All products are listed as 'cosmetics' or Medical Device Class 1 of 2a.

The last 25 years the company developed multiple products to treat warts, bruises, skin tags, burn wounds, scars and other products for topical use. Some with cryotherapy, others with crèmes or sprays. Mostly the products are 100% natural and/or mostly natural.

The products are sold with good margins for retailer and distributors. The company gets audited regularly and passes always with flying colours.

In order to expand their international business the company is looking for distributors in all European countries, also in the countries where they are already present. If sales results are satisfactory, per product exclusivity can be negotiated. Focus on results and long term relationships.

Advantages and Innovations

Client's products are sometimes patented or with unique features and benefits. Widely regarded as top of the market, yet in price equal to competitors.

Technical Specification or Expertise Sought

The client is looking for distributors in all European countries with experience in self-help medical devices, an extensive network of pharmacies and/or drugstores and knowledge and insights about wound care, skin care, maternity care.

IPR Status

Patents granted

Comment Regarding IPR status

Some of the client's products are protected by patents.

Network Contact

Issuing Partner

AGENCIA ANDALUZA DEL CONOCIMIENTO

Contact Person

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Open for EOI : **Yes**

Client

Type and Size of Organisation Behind the Profile

Industry SME 11-49

Turnover

1 - 10M

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English
Dutch
German
French
Spanish

Client Country

Netherlands

Partner Sought

Type and Role of Partner Sought

The precise role of the partner will depend on the form of cooperation. Distributors who have a strong and well-known brand name in their own region/country may sell the client's products under their own name. However, the distributor is also welcome to use the client's name to sell the products. This will be discussed in further detail when cooperation negotiations have started.

The branding will affect the support given in marketing by the client.

If sales results are satisfactory, per product exclusivity can be negotiated.

The clients's products are certified in almost all European countries. However, if the products need (additional) certification, this will be responsibility of the partner. Nonetheless, the client will stay responsible for the quality of the product, packaging and user instructions.

Type and Size of Partner Sought

SME 11-50, SME <10

Type of Partnership Considered

Distribution services agreement

Business Offer

Highly-sensitive chemiluminescent biological probes offered to bioscience and medical labs

Summary

A UK-based chemical company with long track record of research projects offers to biotech and medical research companies and laboratories a highly-efficient chemiluminescent biological probe (acridinium NHS ester), to be used in immunoassays, protein labeling and medical diagnostics. The company offers a range of modified acridine derivatives and other products under a manufacturing agreement and also highly qualified consultancy services related to projects involving complex organic synthesis.

Creation Date	25 November 2015
Last Update	06 January 2016
Expiration Date	06 January 2017
Reference	BOUK20151120002

Details

Description

An SME based in South Wales has been involved in the preparation of chemiluminescent biological probes for many years. Now it offers for sale the original acridinium NHS ester (CAS Reg. No. 177332-37-5) for use as a chemiluminescent biological probe (e.g. simultaneous quantification of multiple nucleic acids using chemiluminescence quenching techniques) at a discounted cost of £250 for 5 milligrams (further discounts possible for larger quantities). Other chemiluminescent materials may be available on request.

In use, molecules of the chemiluminescent probe are attached to biological materials, such as antibodies or oligonucleotides, which are capable of recognising specific antigens or specific complementary strands of DNA or RNA. When treated with hydrogen peroxide, they emit light, which can be measured very sensitively (about 1000 times more sensitively than photo-induced fluorescence) in a luminometer (a machine that does all of the injections automatically and measures the amount of light emitted, as well as the wavelength profile). Thus, the presence of the appropriate marker compound (the antigen or complementary DNA strand) can be rapidly established, indicating whether the corresponding disease state or contaminating agent is present.

The company may be able to offer variants of the acridinium ester with different substituents on the acridine ring (affecting the luminescent properties, e.g. wavelength and quantum yield), or different substituents on the phenolic ester part of the molecule (affecting the rate of the chemiluminescent reaction and the ease of hydrolysis of the ester, which can be important in hybridisation protection assays (HPA), etc.).

Additionally, the company can offer a range of polymeric sulfides $-[S(CH_2)_n]_m-$, which can be

useful as catalysts, as borane carriers, or for other synthetic purposes that users might have in mind. These are available from the existing stock, and the full list can be produced on request.

The company also offers highly qualified consultancy services for either stand-alone problems related to complex organic synthesis, or for larger projects involving such synthesis as an integral part of drug research, pharmaceuticals, fine chemicals, etc.

Advantages and Innovations

The main advantage of use of chemiluminescent biological probes is sensitivity. Chemiluminescence can be reliably and very sensitively detected, chiefly because of the absence of light scattering and no interference from other luminescent materials (which combine to give much higher background in the case of photoluminescence). This means that many biological markers can be detected at much lower concentrations, allowing earlier detection of disease, or in some cases avoiding the need for PCR (polymerase chain reaction) or other enhancement technologies.

Technical Specification or Expertise Sought

Offered product (acridinium NHS ester) is sparingly soluble in aqueous solutions; it can be stored for prolonged periods of time. It can be used to label proteins and nucleic acids. Acridinium labeled proteins can be used as a detection method in immunoassays.

Stage of Development

Already on the market

Comments Regarding Stage of Development

The main product (acridinium NHS ester) is available immediately. Other products are offered; please enquire for details.

IPR Status

Other

Comment Regarding IPR status

There is no IP ownership associated with acridinium NHS ester; there might be IP rights related to some new products developed in collaboration with academic partners.

Profile Origin

Private (in-house) research

Network Contact

Issuing Partner

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Open for EOI : **Yes**

Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Turnover

<1M

Already Engaged in Trans-National Cooperation

Yes

Experience Comments

The company collaborated with several world-class clinical diagnostics and research products companies and national research laboratories, and a number of well-known academic research groups over chemiluminescent work. It has extensive experience of working on research projects supported by the Government grants. The company's management has track record of receiving special awards and prizes from the Royal Society of Chemistry, etc.

Languages Spoken

English
Arabic

Client Country

United Kingdom

Partner Sought

Type and Role of Partner Sought

The envisaged primary customers are the biotech and medical companies involved in developing kits for medical diagnostics. Also, this offer can be of interest to bioscience and medical research laboratories, pharmaceutical companies and large specialist chemicals suppliers (e.g. Sigma-Aldrich, Fluka, Bayer, Merck, etc.).

Type and Size of Partner Sought

SME 11-50, University, R&D Institution, SME <10, >500 MNE, 251-500, SME 51-250, >500

Type of Partnership Considered

Services agreement
Manufacturing agreement

Business Offer

Swedish company specialized in permanent make-up with cosmetic pigmentation is looking for distributors in Denmark and Norway

Summary

A Swedish company specialized in permanent make-up through an innovative, approved and certified technology of cosmetic pigmentation is looking for distributors in Denmark and Norway. The potential partner is a supplier and/or wholesaler within the cosmetic industry such as beauty salons/clinics and beauticians/estheticians.

Creation Date	18 January 2016
Last Update	19 January 2016
Expiration Date	19 January 2017
Reference	BOSE20160118001

Details

Description

The company is privately owned and was established in 2009. They own a beauty clinic in Sweden with highly skilled staff of beauticians/estheticians. They have an exclusivity agreement for the entire Scandinavian market for a brand (European leaders) within permanent make up through a cosmetic pigmentation process which is conducted by a certified therapist and approved by the Swedish medical authorities. This technology is already used in over 1000 beauty clinics around the world. They have been working the past three years since 2012 promoting this innovative and secure method of permanent make up and have during these years provided over 100 beauty salons in Sweden with education, certification, service and products.

The main customers of the company are wholesalers within cosmetics, beauty salons/clinics, beauticians/estheticians but also plastic surgeons and sales is conducted through partnerships with distributors and beauty clinics in the Swedish market. The company is looking for suppliers and wholesalers within cosmetics and also beauty salons/clinics, beauticians/estheticians who have an established network of customers/patients in Scandinavia particularly in Denmark and Norway to distribute and sell their exclusive brand coupled with training and education in performing the make-up according to the certified method.

Advantages and Innovations

The knowledge and experience of the persons working in the company is extensive within skin therapy due to the company's highly skilled staff working in their own beauty clinic. The company offers a leading method for permanent make-up.

The main advantages:

- Secure for the customer – approved by the Medical Products Agency (MPA) which is the Swedish national authority responsible for regulation and surveillance of the development, manufacturing and marketing of drugs and other medicinal products.
- Distributor advantages – European leading brand, high quality products that meet all the standards of the EU. Good margins. Acces to training, sales channels and advertising-materials.
- The technology - easy to use products for beauticians/estheticians. It is easy and straightforward to perform a treatment as it allows the therapist to create pigmentation according to the customers wishes.

Technical Specification or Expertise Sought

-

Stage of Development

Already on the market

IPR Status

Exclusive Rights

Network Contact

Issuing Partner

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Open for EOI : **Yes**

Dissemination

Restrict Dissemination to Specific Countries

Denmark, Norway,

Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Turnover

<1M

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English
Swedish
German

Client Country

Sweden

Partner Sought

Type and Role of Partner Sought

The company is looking for suppliers and wholesalers within cosmetics and/or beauty salons/clinics, beauticians/estheticians who have an established network of customers/patients in Denmark and Norway for a distribution agreement. It is important that a potential partner has the knowledge and experience of the Danish and/or Norwegian market.

Type and Size of Partner Sought

SME 11-50,SME <10,SME 51-250

Type of Partnership Considered

Distribution services agreement

Business Offer

UK company seeks distributors for novel electrotherapy neuromuscular stimulator devices

Summary

A UK based company is looking for distributors in the EU and elsewhere to market its novel neuromuscular electronic stimulation devices for treating a wide range of soft tissue injuries and muscle problems. Potential partners should have experience in selling durable medical equipment and therapeutic devices into hospitals, clinics and doctors practices and have knowledge of wound healing and musculo-skeletal rehabilitation.

Creation Date	06 January 2016
Last Update	06 January 2016
Expiration Date	06 January 2017
Reference	BOUK20151215002

Details

Description

A UK based company is looking for distributors in the EU and elsewhere to market its novel neuromuscular electronic stimulation device.

The companies' devices are non-invasive and used to treat Muscle Spasm, Prevention or Retardation of Disuse Atrophy, Re-Education and Strengthening of Muscle Groups, Maintaining and Increasing Range of Motion, Reducing Edema (Swelling) and Increasing Local Blood Circulation.

The devices are effective for treating soft tissue injuries (back strains and sprains), TMJ, stress induced muscle problems (cervical and neck spasms), frozen shoulder syndrome, ACL knee problems, Diabetic Neuropathy, Pressure Sores, Decubitus ulcers (stage four), Lack of Circulation, Carpal Tunnel Syndrome, Sports injuries such as groin pulls, shin splints, muscle imbalances to mention a few.

Advantages and Innovations

The devices are FDA-registered and CE-approved neuromuscular electronic stimulators using true Alternating Current (AC) Output of high voltage and low amperage to invoke muscle contractions without pain. The devices are safe and portable for in home use by a patient.

Stage of Development

Available for demonstration

Comments Regarding Stage of Development

The product is fully developed and ready for marketing. The required supply chains are set-up and marketing material available.

IPR Status

Other

Profile Origin

Other

Network Contact

Issuing Partner

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Open for EOI : **Yes**

Dissemination

Restrict Dissemination to Specific Countries

Armenia, Austria, Belgium, BosniaandHerzegovina, Brazil, Bulgaria,
Canada, Chile, China, Croatia, Cyprus, CzechRepublic, Denmark,
Egypt, Estonia, Finland, France, Germany, Greece, Hungary,
Iceland, India, Ireland, Israel, Italy, Japan, Latvia, Lithuania,
Luxembourg, Macedonia, TheformerYugoslavRepublicof, Malta, Mexico,
Moldova, Montenegro, Morocco, Netherlands, Norway, Poland,
Portugal, Romania, Russia, Serbia, Slovakia, Slovenia, SouthKorea,
Spain, Sweden, Switzerland, Tunisia, Turkey, Ukraine, UnitedKingdom,

Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Turnover

<1M

Already Engaged in Trans-National Cooperation

Yes

Experience Comments

The company conducts research and develops medical devices in the field of neuromuscular stimulation.

Certification Standards

ISO 13485

Languages Spoken

English
Spanish

Client Country

United Kingdom

Partner Sought

Type and Role of Partner Sought

To enter the market in various countries, a distributor with experience of selling durable medical equipment (therapeutic devices) into Hospitals (Public and Private), Clinics and Doctors Practices. Knowledge of wound healing and musculo-skeletal rehabilitation is sought. The distributor should hold stock to respond quickly to demand by customer. The mode of cooperation will be discussed on an individual level.

Type and Size of Partner Sought

SME 11-50, >500 MNE, 251-500, SME 51-250

Type of Partnership Considered

Distribution services agreement

Research & Development Request

URGENT - PS H2020 FTIPilot-01-2016: A new rapid sensor device for detection of biomarkers directly in the exhaled breath

Summary

An Italian SME, based in Milan, has developed a new sensor for detection of biomarkers directly in the exhaled breath. The device has been designed and developed to provide a simple, rapid and low cost medical device, suitable to carry out the real time analysis of acetone in the exhaled breath. Partners sought, in order to complete the proposal under H2020 FTIPilot-01-2016 call, are SMEs, expert in manufacturing medical or chemical analysis devices, and private laboratories/clinics.

Creation Date 08 January 2016
Last Update 18 January 2016
Expiration Date 18 January 2017
Reference RDIT20160108001

Details

Description

An Italian company based in Milan and active in the field of chemical analysis instrumentation development is looking for additional partners to complete a project proposal under the H2020-Fast Track to Innovation Pilot Scheme. The Company intends to develop new techniques for detecting biomarkers in the human breath and to launch an innovative industrial product into the market. Currently, the stage of the novel device is at an advanced level of development. A prototype has been prepared in the laboratory. The prototype have to be clinically validated during the project. The acetone sensor has been developed by an Italian research group. The consortium in preparation already consists in 3 partners:

- 1° - the SME described above as technical leader. It has the experience of leading / coordinating several EU projects for over 20 years and have recently focused its R&D activity in the development of a device suitable for detecting food contamination.
- 2° - a public research centre, expert in the development of gas sensors.
- 3° - a private Italian company, which will contribute to prepare a business plan and provide market analysis in the medical sector.

The consortium is now looking for two additional partners from two different European countries.

Deadline for the call : 15 March 2016

Deadline for EOIs : 25 January 2016

h2020-FTI framework conditions: maximum 5 partners from 3 to 5 countries with at least 3 industrial partners gathering 60% of the founding

Budget expected: around 2,5 M€

Advantages and Innovations

Acetone in the human breath is a natural biomarker, indicative of some particular diseases. It provides disease-related information useful for diagnosis, prognosis, and therapy decisions. Analysis of the exhaled breath through identification of some biomarkers, can have great impact on health system, both in economic and social terms. This methodology can partially substitute traditional methods allowing to save sanitary costs. Indeed, the proposed device may be used in every doctor's office allowing rapid non-invasive diagnosis, also in outpatients. The core of the system is a solid state sensor, extremely sensitive and selective. Moreover, by developing suitable sensors, other natural biomarkers may be detected by improving diagnostic tools in the health care system.

Technical Specification or Expertise Sought

1° - SMEs, expert in manufacturing and distribution of medical and/or chemical analysis devices (for example, manufacturers of measuring blood pressure, blood glucose, blood INR, etc). The partner should participate to the development of mechanical parts of devices for collecting of the breath from patients and define operating conditions suitable to the gas detector. In any way, the partner should have experience in development and application of medical devices or should have active business in the medical sector.

2° - Chemical/medical analysis private laboratory / clinical organization willing to apply methods of breath analysis, easy to use for quick diagnostics. The partner will participate to the evaluation and classification of patients' data collected and compare them with results obtained according to traditional techniques.

Stage of Development

Under development/lab tested

IPR Status

Secret Know-how, Trade Marks, Copyright

Network Contact

Issuing Partner

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Open for EOI : **Yes**

Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Turnover

<1M

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English

Italian

Client Country

Italy

Partner Sought

Type and Role of Partner Sought

1° - SMEs, expert in manufacturing and distribution of medical and/or chemical analysis devices. The partner should participate to the development of mechanical parts of devices for collecting of the breath from patients and define operating conditions suitable to the gas detector. In any way, the partner should have experience in development and application of medical devices or should have active business in the medical sector.

2° - Private laboratory active in chemical/medical analysis. The partner will participate to the evaluation and classification of data collected by the patients and compare them with results obtained by using traditional techniques.

Type and Size of Partner Sought

SME 11-50,R&D Institution

Type of Partnership Considered

Research cooperation agreement

Research & Development Request

H2020 - FTI: Looking for an industrial partner capable to improve specific patient beds/tables for breast medical check-up

Summary

A Spanish SME is looking for an industrial partner to complete a proposal under the Fast Track to Innovation scheme. The project is aimed to bring from demonstration stage to the market up an advance and innovative PEM (Positron Emission Mammography)-guided breast biopsy system. The role of the partner sought is to design, manufacture and commercialise improved patient beds or operating tables for breast medical check-up integrating the developed system.

Creation Date	08 January 2016
Last Update	08 January 2016
Expiration Date	08 January 2017
Reference	RDES20151222001

Details

Description

MAMMOCARE project is intended to bring, from demonstration stage to market uptake, a PEM (Positron Emission Mammography)-guided breast biopsy system allowing real-time 3D visualization of the lesion and real-time guidance with continuous monitoring of both, lesion position and needle motion. The system also allows for preoperative planning of the optimal needle path.

Exclusive PEM technology used, having the highest sensitivity and spatial resolution in the market, allows the detection of small lesions difficult to find with conventional morphological imaging technologies, contributing to earlier diagnosis.

Real-time monitoring and control of biopsy procedure, together with the high precision mechanics of the biopsy positioning module, assure an accurate sampling of the target lesion as well as shortening the procedure with regard to current techniques.

The consortium integrates:

- 2 SMEs:
 - ONCOVISION (Spain), coordinator and leading manufacturer of molecular imaging technologies, including PEM.
 - ROBOTNIK (Spain), devoted to design, manufacture and market products based on robotic technology. The company will contribute to the Project by refining the mechatronics of the biopsy module of the equipment.

- 1 hospital for the clinical study with patients:

- STICHTING HET NEDERLANDS KANKER INSTITUUT – ANTONI VAN LEEUWENHOEK ZIEKENHUIS (Netherlands). Comprehensive Cancer Centre, with a breast unit which is a reference at European level.

WHAT IS NEEDED: To complete the value chain of the MAMMOCARE business, we need an industrial partner devoted to design, manufacture and commercialise the improvement of a specific patient beds or operating tables for breast medical check-up (see image attached; no patent infringement identified).

The FTI pilot supports projects undertaking innovation from the demonstration stage through to market uptake, including stages such as piloting, test-beds, systems validation in real world/working conditions, validation of business models, pre-normative research, and standard-setting.

Official deadline for the call: 15th March 2016

Deadline for Eols: 28th January 2016

Anticipated duration of the project: 30 months

Network Contact

Issuing Partner

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Open for EOI : **Yes**

Client

Type and Size of Organisation Behind the Profile

Industry SME 50-249

Already Engaged in Trans-National Cooperation

No.

Client Country

Spain

Partner Sought

Type and Role of Partner Sought

The company needs an industrial partner devoted to design, manufacture and commercialise the improvement of a specific patient beds or operating tables for breast medical check-up (see image attached; no patent infringement identified).

Type and Size of Partner Sought

SME 11-50,>500 MNE,251-500,SME 51-250,>500

Type of Partnership Considered

Research cooperation agreement

Technology Offer

Multifunctional, fast Next Generation Sequencing data analysis platform to facilitate research, clinical and pharmaceutical applications

Summary

A Swiss SME developed a platform which automatically discovers, annotates and classifies genomic variation. It aggregates about 10 billion annotations from multiple databases, allows the navigation of Next Generation Sequencing data and the identification and exploration of the most relevant variant(s). Research, clinical or pharmaceutical applications are facilitated. Commercial or research agreements are sought with partners needing bioinformatics analysis of human genetic variation data.

Creation Date	13 January 2016
Last Update	15 January 2016
Expiration Date	15 January 2017
Reference	TOCH20160113001

Details

Description

DNA sequencing capacity is increasing exponentially with the rapid adoption of Next Generation Sequencing (NGS), while costs associated with NGS are dropping rapidly. This is spreading the practice of sequencing large panels of genes, the exome (all the roughly 19,000 protein coding genes in the genome) and/or the whole genome. Furthermore, while this trend has well established itself in academia, it is now rapidly spreading beyond the realm of academic research and into clinical practice. For example, recent advances in research have demonstrated that sophisticated analyses of exome data can be a valuable tool for diagnosing conditions that previously could not be identified through simple genetic testing. There are also thousands of scientific papers characterizing pathogenic variants and describing potential therapeutic interventions –and the body of published research is growing daily.

Therefore, analysing high-throughput sequencing data can be a challenge, as the researcher or clinician must navigate through a multitude of tools, algorithms, file formats, databases and solve technical issues that arise from incompatible components.

The aim of the Swiss bioinformatics SME is to offer clinicians and researchers a data-driven solution for making accurate molecular diagnoses that allows choosing the right therapies and thereby improving patient outcomes. The company achieves this by pioneering the automation of the currently laborious and disparate processes required for genome-scale analyses and annotation of data from NGS of large panels of hundreds or thousands of genes, exome (i.e. important sequences from all genes) or whole genome sequencing data.

The company has developed a web based bioinformatics platform which provides:

- Fast analysis of multiple NGS files.
- Genetic variation analysis of individuals, families or cohorts.
- A secure web portal, which offers tools for exploring variant annotation.
- Quality and summary report for each patient.
- Support from molecular geneticists.

The variant discovery platform can help to:

- Development of new fast and accurate genetic tests.
- Stratify patients for clinical trials, by confirming genetic variation(s) being targeted.
- Perform sub-population analysis to improve drug development, by identifying variations that correlate with differences in efficiency/tolerability.
- Discover/validate new drug targets and/or biomarkers for diagnostics, by identifying variants that correlate with phenotype(s) or disease.
- End “diagnostic odyssey” by facilitating accurate diagnoses of diseases that had previously been difficult to identify.
- Allow selection of optimal/targeted therapies by identifying genetic pathways causing disease.

The Swiss SME is looking for hospitals/clinics, academic/research institutions or biotechnology/pharmaceutical companies that work with human NGS genomic data and are interested in using a platform to help with data analysis and interpretation through a commercial agreement with technical assistance. The SME is also open for research cooperation agreements (potentially in the frame of Horizon 2020 projects) including joint co-development of specific applications and pipelines on the platform, where the partner specifies requirements and assists with own domain knowledge.

Advantages and Innovations

The platform as compared with other existing technologies offers:

- High flexibility: data can be analyzed using the Swiss company’s servers or the cloud to suit customer/partner needs.
- Module structure, which facilitates incorporation of additional tools and makes also possible to integrate the platform into other existing software, such as laboratory information management software (LIMS).
- An excellent decision support system, the pipelines have been designed to achieve high quality standards, such as reproducibility, sensitivity and precision.
- Variant classification by proprietary algorithm using the 5-class pathogenicity score suggested by the Association for Clinical Genetic Science guidelines (Wallis, Y. et al, Practice Guidelines for the Evaluation of Pathogenicity and the Reporting of Sequence Variants in Clinical Molecular Genetics, 2013).

Additional advantages of the variants discovery platform are:

- Variant and annotation visualization in a secure web page.
- No bioinformatics knowledge is needed.
- “Software as a service” - no need for installation of any software by the user.
- Effective integration of data from a large variety of sources available at the user’s fingertips.
- Possibility to apply custom filters.
- Easy to create custom reports.
- Possibility to share variant data with other platforms.

Stage of Development

Already on the market

IPR Status

Copyright

Profile Origin

Private (in-house) research

Network Contact

Issuing Partner

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Open for EOI : **Yes**

Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Already Engaged in Trans-National Cooperation

No.

Languages Spoken

English
Greek
French
Spanish

Client Country

Switzerland

Partner Sought

Type and Role of Partner Sought

The specific area of activity of the partner:

Hospitals/clinics, academic/research institutions or biotechnology/pharmaceutical companies that work with human NGS genomic data.

The tasks to be performed by the partner sought:

In case of commercial agreements with technical assistance the potential partner should generate NGS genomic data and have the need to analyze them. In case of research cooperation agreements the potential partner should specify the requirements and assist with own domain knowledge.

Type and Size of Partner Sought

SME 11-50, University, Inventor, R&D Institution, SME <10, >500 MNE, 251-500, SME 51-250, >500

Type of Partnership Considered

Commercial agreement with technical assistance

Research cooperation agreement

Technology Offer

German biotechnology SME offers metabolite profiling and biomarker technology

Summary

A German biotechnology company offers research and analytical services in the field of metabolite profiling. Their biochemical research is focused on metabolite profiling and lipidomics in biological systems and the qualitative improvement of life by combining analytical and big data approaches. The company would like to work together through a research cooperation or a services agreement.

Creation Date	10 December 2015
Last Update	08 January 2016
Expiration Date	08 January 2017
Reference	TODE20150928001

Details

Description

The German small biotechnology business is an analytical service and research company. They support clients from various industries by resolving complex biological related questions using an untargeted metabolomics platform (a permanent laboratory set-up analysing as many metabolites as possible, instead of selecting particular metabolites).

Metabolomics is the systematic study of chemical processes involving metabolites, the set of life-sustaining chemical transformations within the cells of living organisms. Furthermore, profiling metabolites of pharmaceutical compounds is an important part of drug discovery. The metabolomics platform is able to perform several analyses. Put together, they provide a full understanding of metabolite processes:

First, the company provides high-resolution, accurate mass-spectrometry-based metabolite profiling. Mass spectrometry is an analytical chemistry technique that helps identify the amount and type of chemicals present in a sample by measuring the mass-to-charge ratio and abundance.

Next to high-resolution mass-spectrometry, the company uses advanced bioinformatics to identify patterns and biomarkers. They provide analyses of microbes, body fluids, animal tissues, complex fluids, plants, food and beverage. The advanced bioinformatics platform provides insights into cellular mechanisms. The platform integrates genome, transcriptome and any other -omics data to identify networks and correlations between phenotypes and genotypes. The machine and deep learning tools unravel metabolic patterns and biomarker for diagnostics.

Contrary to competitors, the company can provide not only insight into untargeted and targeted approaches. The company can also analyse energy metabolism, primary metabolism and lipid metabolism at the same time.

Finally, the company also focusses on fluxomics technology that is able to trace metabolic fluxes through biochemical routes. There, they provide information on labelling patterns (metabolite movement) and distribution using stable isotope labelling.

The company is looking to sign a research cooperation agreement or service agreement with any kind of business, research organisation or university active in the field pharmaceutical, biotechnology or food industry. They can imagine jointly solving research questions using their metabolomics platform or providing their own analytical services for a fee.

Advantages and Innovations

Contrary to competitors with platforms analysing metabolites, this company is able to provide a set of information that goes far beyond normal offers. The company analyses all known and unknown metabolites in a sample using state-of-the-art mass spectrometry technologies. Unlike their competitors, the platform developed by the German company can additionally analyse energy metabolism, primary metabolism and lipid metabolism.

They offer customized solutions and adjust methods depending on the sample and the compound interest. Due to the large variation in physical properties of metabolites, the company employ different extraction and separation protocols.

Stage of Development

Already on the market

IPR Status

Secret Know-how

Profile Origin

Private (in-house) research

Network Contact

Issuing Partner

AGENCIA ANDALUZA DEL CONOCIMIENTO

Contact Person

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Email

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Open for EOI : **Yes**

Dissemination

Restrict Dissemination to Specific Countries

Austria, Belgium, Canada, Denmark, Finland, France, Germany,
Ireland, Israel, Italy, Japan, Netherlands, Norway, SouthKorea,
Spain, Sweden, Switzerland, UnitedKingdom, USA,

Client

Type and Size of Organisation Behind the Profile

Industry SME 11-49

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English
Dutch
German
French
Spanish
Italian

Client Country

Germany

Partner Sought

Type and Role of Partner Sought

The company is looking for partners in in the pharmaceutical, biotechnology or food industry. Potential partners could range from small businesses to big multinationals or universities. The company offers focused small scale projects on a fee-for-service basis. Collaborative research project with a longer duration in time and complexity is done in the framework of a research cooperation contract.

Type and Size of Partner Sought

SME 11-50,University,R&D Institution,SME <10,>500 MNE,251-500,SME 51-250,>500

Type of Partnership Considered

Services agreement
Research cooperation agreement

Technology Offer

A Dutch company offers Virtual Reality Exposure Therapy and Training to agencies abroad

Summary

The Dutch company offers an online (internet based) platform with a library of 360 degree therapy videos that can be displayed in various Virtual Reality goggles. By distributing the videos by the internet the treatment can be given anytime, anyplace and anywhere. The company prefers several types of partnerships; commercial agreements with technical assistance, joint venture and/or license agreement and/or technical cooperation agreement. Their clients are especially in the healthcare.

Creation Date	08 December 2015
Last Update	13 January 2016
Expiration Date	13 January 2017
Reference	TONL20151125001

Details

Description

7-9 percent of the world population suffer from anxiety disorders. One way to deal with this is avoidance of situations that are feared. In many cases avoidance eventually leads to social isolation. People will stay at home, leading to huge social costs.

A sufficient treatment is exposure therapy. By exposing people to their fears, their fears diminish. This treatment is given by psychologists and certified therapists. Facing the fear in real life is not always possible, or can be expensive.

Technological development of the last two years have taken down barriers for adoption of this new application. Virtual Reality goggles are already on the market. Hardware is available for reasonable prices. 360 video and photography will get common shortly.

Advantages and Innovations

The advantages are manifold. First, the clients life will dramatically improve. By giving them the treatment, they are given back their lives. Second, the application of Virtual Reality in the treatment is shown effective and will also lead to shorter treatment periods, ergo will reduce medical costs.

Another advantage is that the combination of Virtual Reality goggles combined with 360 video therapy can be performed in the safe surroundings of the therapists treatment room so the clients incline to face their fare more likely than outside in the real world. Also an advantage is that the therapist gets direct feedback from their clients, making the understanding of their

clients better which leads to better (cognitive) treatments. And the platform facilitates the exchange of experiences and best practices worldwide.

The innovation is in the combination of various new technologies such as making therapy 360 degree videos, making the videos available online, being able to play the videos in the browser and monitoring the arousal and anxiety scale by the reporting of bio feedback measurements. And also the possibility of (social) sharing of the videos and possibility of giving and receiving feedback amongst therapists.

Stage of Development

Already on the market

Comments Regarding Stage of Development

The library is available and will expand while more health institutions will adopt Virtual Reality Exposure Therapy. The roadmap shows that biofeedback will be available in 2016.

IPR Status

Design Rights, Trade Marks, Copyright

Profile Origin

Private (in-house) research

Network Contact

Issuing Partner

AGENCIA ANDALUZA DEL CONOCIMIENTO

Contact Person

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Open for EOI : **Yes**

Client

Type and Size of Organisation Behind the Profile

Other

Turnover

1 - 10M

Already Engaged in Trans-National Cooperation

No.

Experience Comments

The activities of the Dutch company also fits in the sectorgroups Healthcare and ICT Industry and Services.

Languages Spoken

English

Dutch

Client Country

Netherlands

Partner Sought

Type and Role of Partner Sought

The company seeks partners that are able to produce content for the developing of their (new) products and have knowledge about video streaming services.

The company prefers several types of partnerships; commercial agreements with technical assistance, joint venture and/or license agreement and/or technical cooperation agreement.

Type and Size of Partner Sought

SME 11-50, SME <10,>500 MNE, 251-500, SME 51-250, >500

Type of Partnership Considered

License agreement

Commercial agreement with technical assistance

Technical cooperation agreement

Joint venture agreement

Technology Offer

Device for cancer screening able to detect chemical variations in the composition of gases exhaled from feces

Summary

An Italian start-up working in the Bio-Medical field has developed screening devices able to detect the colorectal cancer by exploiting the analysis of chemical variations in the composition of gases exhaled from feces, given from tumor markers. The start-up is looking for a collaboration with other researchers and medics in order to share clinical trial with the aim to improve the company's idea. Research cooperation agreement is sought

Creation Date	14 January 2016
Last Update	26 January 2016
Expiration Date	26 January 2017
Reference	TOIT20160114001

Details

Description

An Italian start-up working in the Bio-Medical field has developed screening devices able to detect the colorectal cancer by exploiting the analysis of chemical variations in the composition of gases exhaled from feces, given from tumor markers.

The start up is looking for

- collaborations with researchers, in order to find new markers for other kind of pathologies or biological processes;
- collaborations with medics, in order to acquire patients and samples to hasten the tests on new devices;
- certification for the screening devices and new devices.

The product it's a technology that allows to have a preliminary screening of colorectal adenomas through the analysis of fecal exhalations. When feces come in contact with the tumor mass, they are altered in their gas composition and the screening device is able to identify this difference.

The proposed solution will be a portable, inexpensive and user-friendly device, capable of improving preliminary screening of colorectal adenomas, without adding complications to the procedure currently adopted by the Health Service. In fact, this test will analyze feces (as FOBT, Fecal Occult Blood test) collected by the subject itself, analyzing the composition of their emitted gas.

The technology can be applied to other kind of cancer screening, so it could be applied for new

devices as well as for other pathologies.

The idea was originated by reading scientific papers regarding volatile organic compounds (VOCs) emitted by tumor cells. From here, the idea of applying chemoresistive nanostructured sensors arose, which are extremely versatile, to the detection of gaseous biomarkers emitted by feces of patients with colorectal polyps.

The team that developed this technology has been awarded many times during start-ups competitions both at regional and national level.

Advantages and Innovations

The device will introduce an innovative screening method for colorectal adenomas, in order to support FOBT (Fecal Occult Blood test), currently adopted by Health Service on people aged \geq 50 years.

The goal is the identification of the false negatives of FOBT, about 20% of the total, therefore very high.

The impact will be a decrease in mortality, at the expense of a negligible increase in costs for health service and private clinics adopting the device.

Moreover, the device is a portable, inexpensive and user-friendly one.

Stage of Development

Prototype available for demonstration

IPR Status

Patent(s) applied for but not yet granted

Profile Origin

Private (in-house) research

Network Contact

Issuing Partner

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Open for EOI : **Yes**

Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Already Engaged in Trans-National Cooperation

No.

Languages Spoken

English
Italian

Client Country

Italy

Partner Sought

Type and Role of Partner Sought

The start up is looking for

- collaborations with researchers, in order to find new markers for other kind of pathologies or biological processes;
- collaborations with medics, in order to acquire patients and samples to hasten the tests on new devices;
- certification for the screening devices and new devices.

Type of Partnership Considered

Research cooperation agreement

Technology Offer

New diagnostic and therapeutic medical technology based on the autonomic nervous system and physiological systems of the brain.

Summary

A UK SME has developed the first medical technology which is based upon an understanding of how the brain regulates the body's function i.e. the autonomic nervous system and physiological systems; which is able to apply such knowledge with diagnostic and therapeutic effect; and which appears to comply with the key aims and objectives of the EC's Human Brain Project. Academic, research or clinical partners are sought to validate the technology via research collaboration agreements.

Creation Date	20 January 2016
Last Update	28 January 2016
Expiration Date	28 January 2017
Reference	TOUK20160119001

Details

Description

An innovative UK SME has developed a new medical technology which builds on an understanding of how the brain regulates the body's function and which appears to comply with the key aims and objectives of the EC's Human Brain Project.

It is a cognitive, computer-based, games-like technology which is based upon an original mathematical model of the autonomic nervous system and physiological systems. It is the first technology to link cognition to cellular & molecular biology. It does so because proteins absorb and emit light as they react i.e. the emitted bioluminescence alters our colour perception. The consequences of this technology are both diagnostic and therapeutic i.e. (i) to link deficiencies in the spectrum of colour perception to the onset of pathologies and (ii) to provide colour supplements in the form of a biofeedback light therapy.

The technology is incorporated into a cognitive test which is conducted on most common laptops. It requires the patient to study and memorise the colours in a video which is displayed for 15 seconds. At the end of this period a colour filter is imposed. The task for the patient is to use the 'mouse' to select colours from the displayed colour palette and to recover the colour balance of the original video. This provides the data which the mathematical program requires in order to compute the health of the patient.

If therapy is required, the mathematics of the program compute the parameters of a unique light/bioresonant/biofeedback type informational/corrective therapy. This program is provided to the patient who installs it in their home PC. Their task being to watch the contents of the screen for two 20 minute sessions each day.

The technology is able to determine the full range of pathologies in the patient. This is especially significant because most medical conditions are complex, multi-systemic and multi-pathological i.e. there are few medical conditions which can accurately be determined by a single pathological process. It compares favourably with biomarker-type techniques which have a range of inherent limitations, which determine only a single identified pathological process, and which are often significantly inaccurate. It also compares with genetic screening which can only determine the genetic component of a medical condition and which ignores the significant influence of phenotype.

The UK company is offering the technology to potential partners as part of its program to commercialise the technology in all world markets. This requires that the technology be further validated by independent experts who are able to evaluate, validate and comment upon the technique developed, and also by clinicians who are able to compare and/or validate the ability of the technology to diagnose and/or treat patients. The initial focus for validation will be in the medical area of diabetes.

The company therefore seeks the cooperation of (i) an academic or research-based enterprise which can, collaboratively or independently, validate the scientific basis for the technology and (ii) clinicians and/or a clinical research organisation which can, collaboratively or independently, validate the claims made for this unique technology. It is envisaged that partnerships will be achieved via research collaboration agreements.

Advantages and Innovations

The technology is based upon the observation that sensory input, in particular colour perception, has pathological correlates. This has led to the development of a unique method of screening the health of the patient e.g.

- To be able to determine the onset of pathologies from their presymptomatic onset;
- To distinguish between the genotype and phenotype of every pathology;
- To determine typically 5-15 pathological indications in each organ (in around 30 organs) including many for which there is currently an unmet clinical need or where better tests are required;
- To determine the most destabilised physiological systems in the patient;
- To do so in a 20 minute non-invasive cognitive test;
- At a level of cost which is estimated to be typically 5-10 times lower than current diagnostic or screening technologies;
- Providing improved quality of life.

Initial in-market surveillance has indicated the technology to be capable of determining the health of the patient at a level which is indicatively 2-23% more accurate than the complete range of diagnostic tests which were in routine use in the various medical clinics and against which the technology was compared.

Additionally, using the data derived from the cognitive test the mathematics of the program determines the parameters for a form of biofeedback which, initial in-market feedback has shown to be about 83-96% effective with regard to the treatment of around 30 common categories of medical conditions.

The technology is relatively simple to use and requires training of typically 1-2 days. Independent reports have indicated the potential of the technology to significantly reduce the cost of diagnosing and treating diabetes, however the technology is not limited to diabetes. The main value of the technology is to diagnose the range of emergent co-morbidities, which could lead to substantial potential cost-savings arising from the use of this technology within the EC.

Stage of Development

Already on the market

Comments Regarding Stage of Development

The technology is available in its commercial form although the company accepts that it could be possible to unbundle the technology into specific applications which could serve specific markets and/or to further develop the technology.

IPR Status

Secret Know-how, Copyright

Comment Regarding IPR status

The technology is patented in Russia.

Profile Origin

Private (in-house) research

Network Contact

Issuing Partner

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Open for EOI : **Yes**

Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Turnover

<1M

Already Engaged in Trans-National Cooperation

Yes

Experience Comments

The UK SME was established in 2014 although the underlying technology is the product of research which commenced in 1981. This technology is based upon the law of biologic

response to wave impact, and was approved by the USSR Academy of Medical Sciences in 1999. The company has an unrivalled level of expertise comprising the developer of the technology (a medical doctor, physicist and mathematician) and experts who have worked with this technology since its initial development. The developer of the technology has received commendations from highly respected academic and medical research institutes for published work regarding the development of this technology. The management team has compiled around 60 medical papers which have been published in peer-reviewed medical journals which illustrate the consistency of the technology with existing precedents, the capability of the technology to diagnose and/or treat specific conditions, etc.

Languages Spoken

English
Russian

Client Country

United Kingdom

Partner Sought

Type and Role of Partner Sought

The company seeks research cooperation partners who are able to validate this technology, and they are likely to be from clinical research organisations and/or academia and should include medical statisticians who are able to compile and process the large amounts of data into a publishable form.

The initial focus of the company is to validate the technology in the medical area of diabetes. Diabetes has been selected because the technology offers specific benefits by comparison with current techniques and also that it is widely recognised that there is a need for a better test to distinguish between pre-diabetes and diabetes; and to determine whether the condition is type 1, type 2 or a combination of both; to determine the onset and progression of diabetic co-morbidities e.g. cardiovascular disease, kidney disease, pancreatic cancer, prostate cancer, Alzheimer's disease, etc.; and to better understand the etiology associated with 'regulation of blood glucose'.

Accordingly the partner(s) should have access to clinical expertise which can undertake the required level of such testing.

In addition, the company is also open to engaging with organisations who may be interested in collaborating on Horizon 2020 grant applications.

Type and Size of Partner Sought

University, R&D Institution, SME 51-250

Type of Partnership Considered

Technical cooperation agreement
Research cooperation agreement