
# Boletín de Oportunidades de Cooperación:

# Biotecnología y Salud

## Boletín nº 148

## noviembre 2016

enterprise europe network
Conecte su empresa a Europa

ceseand
CENTRO DE SERVICIOS EUROPEOS PARA LAS EMPRESAS ANDALUZAS

JUNTA DE ANDALUCIA
Agencia Andaluza del Conocimiento
CONSEJERÍA DE ECONOMÍA Y CONOCIMIENTO

Comisión Europea

## Índice

| | | |
|---|---|---|
| | tested and spread on specific materials (cardboard/plastics) | |

Business Offer

# A Korean company specializing in cancer diagnosis and single cancer cell analysis through circulating tumor cell (CTC) enrichment platform is looking for a distributor and/or a joint venture partner.

## Summary

*A Korean SME active in blood analysis offers integrated platform for liquid biopsy diagnostics using circulating tumor DNA(ctDNA) and circulating tumor cells (CTCs) from a single blood sample. The proprietary patented platform provides medical professionals chances to detect tumor cells and to monitor treatment response without frequent painstaking biopsy from patients or CT imaging. The SME is looking for a distributor and/or a joint venture partner in the European market.*

**Expiration Date** 25 October 2017
**Reference** BOKR20160929001
**Profile link**

## Details

### Description

According to the 'Analysis of the Asia-Pacific Molecular Vitro Diagnostics Market (from National Human Genome Research)' because of the costs for genetic testing have been reduced, the personal genome analysis market is expected to grow up to 6,110million EURs by 2017.

This Korean SME active in the precision diagnostics and medicine products, as a leading provider of personalized healthcare, has developed the liquid biopsy platform that detects patients' circulating tumor cells(CTCs) or circulating tumor DNA s(CTDs).

CTCs are cancer cells coming from primary tumors and are known to cause metastasis of cancer during circulation. This platform for CTC analysis is an automated protocol of CTC enrichment and staining. It enriches CTCs from untreated blood samples based on physical characteristics (cell size and elasticity) in order to provide important indicators to detect early stage cancer and monitor patient's response to treatment.

This platform consists of 2 parts. One is the disk-shaped disposable cartridge which can enrich a single sample and the other part is operator machine which supplies accurate rotational motions to the cartridge and generates programmed flow of sample with controlled pressure for CTC enrichment and staining. In this system, whole blood sample is injected into inlet of loading chamber on the cartridge and target CTCs are trapped on a membrane while the micro fluidic disc rotates.

This can be performed by anyone without specialized training within a short time of operation (enrichment: within 30minutes; staining within 1 hour) and this integrated setting wastes no

precious sample and uses minimum (1 mL - 7.5 mL) amount necessary.

The SME already has a Chinese network. Now the SME is looking for distributors who can market and sell the products for research use (RUO), or develop a diagnostics market as well dealing with approval procedures in the European market. Besides, the company also wants to find the joint venture partner who has the technology or product related with liquid biopsy diagnostics and can produce the products for the European market.

**Advantages and Innovations**

Compared to biopsy, this solution:
- can be implemented more often with less invasive procedure and allows timely monitoring of cancer treatment response
- can complement computer tomography by taking tumor samples from blood for disease monitoring
- provides timely genetic analysis results for prompt treatment adjustments required as disease progresses and gains

Compared to other circulating tumor cell (CTC) analysis platform, the SME's solution:
- can achieve 80% or higher recovery rate from untreated whole blood sample
- can be suitable for many downstream applications including molecular analysis & cell culture
- can be applicable to clinical diagnostic equipment thanks to automated sample processing
- can offer relatively low running cost by employing polycarbonate and polydimethylsiloxane (PDMS, PDMS is the most widely used silicon-based organic polymer, and is particularly known for its unusual flow properties.)

**IPR Status**

Patent(s) applied for but not yet granted,Patents granted

**Comment Regarding IPR status**

Korean and US patents granted, PCT applied
Some Korean patents applied not granted yet.

## Network Contact

**Contact Person**
María Fernández Santa Cruz Campos

**Email**
maria.fernandezsantacruz@juntadeandalucia.es

## Open for EOI : Yes

## Client

**Client Country**

South Korea

## Partner Sought

**Type and Role of Partner Sought**

- Type of partner sought :Company(distributor or producer)

- Specific area of activity of the partner : Distribution, licensing, liquid biopsy diagnostics etc.

- Task to be performed :
Distribution service agreement: To sell the products for research use only(RUO) or to diagnostics market as well as in dealing with licensing procedure for European market.

Joint venture agreement: Those who have the technology or product related with liquid biopsy diagnostics and can produce the products for the European market.

**Type of Partnership Considered**

Distribution services agreement
Joint venture agreement

Business Offer

# A Polish rehabilitation centre is offering its free capacities

## Summary

*A Polish company which is providing diagnostic, therapeutic and rehabilitation services is offering mid- to long-term services agreement to foreign partners that search for rehabilitation center with free capacity.*

| | |
|---|---|
| **Expiration Date** | 06 October 2017 |
| **Reference** | BOPL20151231001 |
| **Profile link** | |

## Details

### Description

The company is running one of the biggest rehabilitation centers on the Polish coast. Own facility and equipment allows the company to offer the highest standards of services.

It can offer a full range of services from diagnostics through control and modifications of a treatment programme to prophylactic projects after the treatment is finished.

The company offers a wide range of consultancy and therapy services such as:

- diagnostics - medical and physiotherapy consultations

- physical therapy - galvanization, iontophoresis, diadynamic, interference, TENS and other types of currents, electrostimulation, laser, ultrasound and magnetic field treatments, cryotherapy

- kinesitherapy - individual exercises, kinesio taping,

- massage - classical, sport, therapeutic, relaxation and many more.

The center is also offering sophisticated therapy techniques of such concepts as Kaltenborn-Evjenth, Mulligan, PNF (proprioceptive neuromuscular facilitation), Bobath, McKenzie.

It has its own facility in the center of Sopot, one of the most popular tourist destinations in Poland.

The company would like to provide its services to foreign partners looking for service providers of specialised treatment of specific illnesses which needs rehabilitation and would like to cooperate with a Polish partner . The company is interested only in constant cooperation.

**Advantages and Innovations**

The company employs a team of highly qualified physiotherapists having competences proven by multiple professional certificates.

It cooperates with many renown doctors (orthopedists, neurologists etc), clinics, hospitals, rehabilitation and medical equipment suppliers in order to provide finest rehabilitation and diagnosis based on the current state of the art.

The company is offering its modern and spacious facilities, staff and state-of-the-art equipment which enables it to provide world level services at very competitive prices. This allows its partners to widen their rehabilitation offer.

Location of the facility in the heart of the Polish coast ensures that there will be no problem in finding proper accommodation for clients during their therapy and this destination is easily reachable with all types of transport (land, sea, air).

**Technical Specification or Expertise Sought**

Partners with experience in medical services sector that are willing to establish mid- or long-term cooperation.

## Network Contact

**Contact Person**
María Fernández Santa Cruz Campos

**Email**
maria.fernandezsantacruz@juntadeandalucia.es

## Open for EOI : Yes

## Client

**Client Country**
Poland

## Partner Sought

**Type and Role of Partner Sought**

Partners active in medical and rehabilitation sector looking for providers of high quality services - hospitals, clinics, outpatient clinics, medical SPAs, sports clubs etc.

The company would like to cooperate on constant basis with foreign partners.

**Type and Size of Partner Sought**

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

**Type of Partnership Considered**

Services agreement

## Attachments

3.JPG

1.JPG

2.JPG

Business Request

# UK Medical diagnostics company seeks partners to supply medical testing kits to complement their existing range for supply to the second and third world for a distribution services agreement

## Summary

*A UK medical diagnostics company providing a wide range of medical diagnostic reagents, test kits, microbiology media, EIA (Enzyme Immuno Assay) tests, rapid tests, glass vials/ bottles, dropper/pipette assemblies which has an established worldwide market seek partners who would benefit from their marketing manufacturing, packaging and distribution ability in over 100 countries and are able to supply new technology to complement the existing range for a distribution services agreement.*

**Expiration Date** 21 October 2017
**Reference** BRUK20161020001
**Profile link**

## Details

### Description

This UK company, established in 2008, is a manufacturer and supplier of medical diagnostic test kits, reagents and glass vials and bottles. The company has built up a large network of agents and holding distributors across the world and currently supplies products to approximately 100 countries.

The company currently offers a large range of medical diagnostic products including those listed below and wishes to increase their product portfolio.

Blood grouping reagents
Rapid latex tests
Syphilis screening and confirmation
Febrile Antigens
Elisa Kits
Rapid test device and strips
Drugs of abuse kits (urine and saliva samples)
Urinalysis strips
Bacteriology discs, rings, supplements, bacterial identification
Dehydrated culture media
Glass vials and bottles (including custom design and manufacture)
Plastic bottles and packaging

The company can also offer additional sales channels through OEM (original equipment

manufacturer) multiple branded presentations in a number of key high volume markets and have their own well established international brand.

The company is ISO9001 and ISO13485 certified and an established network built up over many years in the diagnostics industry that facilitates access to drive new technology forwards. The company has successfully developed and taken to market a range of diagnostic reagents and have a programme for further development

The company has in house technical capabilities with lab facilities and do manufacture a range of diagnostic reagents on site. The company is therefore able to formulate products if required.

The company can design and source packaging and labelling for a range of diagnostic products suitable for developing world markets.

The company exhibits regularly internationally and typically meets with buyers from over 50 countries on an annual basis. They have a successful track record of converting opportunities into regular business with 85% of sales generated from direct and indirect exports.

The company is also experienced with working with NGO (Non-Governmental Organisations) networks.

The company can offer their knowledge and experience gained in entering what at times can be difficult markets to other manufacturers of medical diagnostic products and hence the company seeks partners who can offer new technology and diagnostics products that will complement their existing range and allow them to expand their portfolio for a distribution services agreement.

**Technical Specification or Expertise Sought**

Partners would need to provide products that would complement or possibly replace existing offerings the company has and they would need to be past validation stage and ready for market.

**Stage of Development**

Already on the market

**Comments Regarding Stage of Development**

The company has developed a range of medical diagnostics and is successfully commercialising these with sales across 100 countries around the world. They are keen to grow their business by increasing their product range. The company has been very successful in entering new markets and hence can offer partners access to new markets.

**IPR Status**

Secret Know-how,Trade Marks,Copyright

## Network Contact

**Contact Person**

María Fernández Santa Cruz Campos

**Email**

maria.fernandezsantacruz@juntadeandalucia.es

## Open for EOI : Yes

## Client

**Client Country**

United Kingdom

## Partner Sought

**Type and Role of Partner Sought**

The company seeks partners for a distribution services agreement who are flexible and can communicate in English. Ideally products should be validated but the company could possibly assist in validation for the right product. Products need to be cost effective and able to be sold in third world markets but the company can advise on this.

**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**

Distribution services agreement

## Attachments

image4.JPG


image1.JPG

image2.JPG

image3.JPG

# Bulgarian trade company, distributor of innovative medical equipment and consumables is looking for distribution services agreement

## Summary

*Specialized trade company from Bulgaria, a distributor of innovative medical equipment and consumables, is looking for new potential partners, manufacturers of innovative medical devices, tools and general hospital disposables. The company is offering its services as a distributor of products of innovative European manufacturers as well as companies from third countries. Distribution services agreement is sought.*

**Expiration Date** 10 October 2017
**Reference** BRBG20160919001
**Profile link**

## Details

### Description

The Bulgarian company is a specialized trade company, distributor of innovative medical equipment and consumables.

The company is a supplier of equipment for hospitals, clinics, laboratories, etc.

The Bulgarian company is looking for contacts with manufacturers of innovative medical devices, tools and disposables related to:

- Invasive cardiology - DES (drug-eluting stent) bioresorbable stents, catheters, balloons

- Orthopedics - artificial joints and prostheses

- Equipment for decontamination and milling of hospital waste

- General surgery - sutures, tools and equipment

- In vitro laboratory - full range of laboratory equipment

The company is offering its services to potential partners in order to act as a distributor on the Bulgarian market.

### Technical Specification or Expertise Sought

All the offered products must comply with the legal/regulatory requirements of the EU standards and the Bulgarian Ministry of Health.

The potential partners should be able to provide the technical support (maintenance and repair) of the medical devices.

**Stage of Development**

Already on the market

## Network Contact

**Contact Person**

María Fernández Santa Cruz Campos

**Email**

maria.fernandezsantacruz@juntadeandalucia.es

## Open for EOI : Yes

## Client

**Client Country**

Bulgaria

## Partner Sought

**Type and Role of Partner Sought**

Type of partner: The company is looking for manufacturers of innovative medical devices, such as stents, catheters, balloons, artificial joints and prostheses, sutures, tools, etc.
The company is offering its services as a distributor in the territory of Bulgaria of the products of the potential partners.

Role of partner: The potential partners must be companies or R&D Institutions with a strong experience in the field of medical devices production, that comply with all European safety standards and legislation.

**Type and Size of Partner Sought**

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

**Type of Partnership Considered**

Distribution services agreement

# GMP-compatible Methods for producing tissue-engineered human heart muscle from stem cells

## Summary

*Scientists at a German University developed two new and fully defined methods for serum-free production of human engineered heart muscles (EHM) either from pre-differentiated cardiomyocytes or directly from undifferentiated stem cells. This will allow production of human EHM under strict GMP (Good Manufacturing Practices) standards. The University is looking for in-licensing partners for use as drug screening platform and/or for further development into a regenerative medical approach.*

**Expiration Date** 19 October 2017
**Reference** TODE20160926002
**Profile link**

## Details

### Description

A major challenge in tissue engineering is the need for methods using clearly defined and GMP-compatible compounds. Furthermore, laboratory-grown tissue should resemble the natural organ's tissue as closely as possible, especially with respect to its physiological function to qualify as a versatile tool in drug development and/or surrogate tissue for organ repair. Its successful industrial application will require tissue assembly under GMP-compatible protocols.

Scientists at the German University developed two new and fully defined methods for serum-free production of human engineered heart muscles (EHM) either from pre-differentiated cardiomyocytes or directly from undifferentiated stem cells. This will allow production of human EHM under strict GMP standards.
Heart tissue engineering using stem cells is a recently developed technique to construct a three dimensional structure from cardiomyocytes or directly from progenitor cells. Those engineered tissues can be either used for in vitro screenings (e.g. drug or toxicology screenings) or as a therapeutic tool to replace damaged or diseased tissue (regenerative medicine).

The University is looking for in-licensing partners for use as drug screening platform and/or for further development into a regenerative medical approach.

### Advantages and Innovations

- Generation of human EHM under GMP conditions using stem cell-derived material.
- Two well-defined protocols for different starting materials:
 a) pre-differentiated myocytes and non-myocytes
 b) homogeneous population of undifferentiated progenitor cells.
- human EHM have similar physiological properties to human myocardium.

The developed methods can be used:

- In vitro for:
 a) Toxicity Screening with special emphasis on cardiac side effects such as arrhythmia, muscle damage, fibrosis, atrophy, hypertrophy, apoptosis, and contractile failure.
 b) Drug Screening for biological activity of lead compounds and identification of mechanism of action.
- In vivo for:
 a) Regenerative Medicine (replacement therapy of damaged heart myocardium).

**Stage of Development**

Under development/lab tested

**Comments Regarding Stage of Development**

Development stage: The two GMP-compatible methods have been successfully established with resulting human engineered heart muscle resembling functionally native human heart muscle.

**IPR Status**

Patent(s) applied for but not yet granted

## Network Contact

**Contact Person**

María Fernández Santa Cruz Campos

**Email**

maria.fernandezsantacruz@juntadeandalucia.es

## Open for EOI : Yes

## Client

**Client Country**

Germany

## Partner Sought

**Type and Role of Partner Sought**

- Type of partner sought: Industry.

- Specific area of activity of the partner: Companies active in the field of tissue engineering

related to cardiology.

- Task to be performed by the partner sought:
Further use in drug screening and toxicity platforms. Further development into regenerative medicine for human heart patients.

**Type of Partnership Considered**

License agreement

# Pouch-like tissue-engineered construct for paracrine heart support.

## Summary

*Scientists at a German University have developed a human pouch-like tissue for supporting the hearts regeneration function by using advanced tissue engineering based on stem cells (para-pouch). The tissue can be used for personalized & regenerative medicine as a therapy of damaged heart myocardium by inducing/promoting heart repair/protection. The University is seeking partners for further development into a regenerative medical approach via license agreements.*

| | |
|---|---|
| **Expiration Date** | 10 October 2017 |
| **Reference** | TODE20160926003 |
| **Profile link** | |

## Details

### Description

Heart failure is the number one cause of death in the world. Its epidemic dimensions are creating not only an immediate and sustained health concern but also an unbearable economic challenge in an aging but productive population. In Europe 6.5 million individuals are presently diagnosed with heart failure, with 600.000 new cases every year and 1 out of 5 patients dying within one year. Classical pharmacological treatment may halt but cannot reverse the underlying disease process. Currently, improvements in heart function with existing therapies are rather modest. Thus, an unmet need for advanced therapies clearly exists.

By using innovative tissue engineering technologies, the Scientists at the German University developed a human pouch-like tissue for supporting the hearts regeneration function based on stem cells (para-pouch). The tissue is able to secrete an essential factor by a well-known transgenic induction system to allow for time-specific over-expression and release of therapeutic biologicals such as growth factors and miRNA.

The University is looking for in-licensing partners for further development into a regenerative medical approach.

### Advantages and Innovations

- Pouch-like human heart tissue (para-pouch) to directly support heart repair
- Pouch-like human heart tissue (para-pouch) to protect the heart from further damage
- Time-specific activation and over-expression of growth factors by frequently-used transgenic induction systems (such as for example Tet-on).
- Inducer (such as for example tetracyclines) are medically approved and have a long safety track-record.
- Temporal control and spatial restriction of therapeutic activity minimizes risk of adverse effects.
- Para-pouch construction form autologous and/or allogenous non-myocytes and/or myocytes

- Method can be scaled according to individual demands.
- Para-pouch combines paracrine and mechanical heart support.

**Stage of Development**

Under development/lab tested

**Comments Regarding Stage of Development**

Development stage: First in vivo proof-of-concept with engineered human tissue (para-pouch) in rats will be amended by studies in swine.

**IPR Status**

Secret Know-how

## Network Contact

**Contact Person**
María Fernández Santa Cruz Campos

**Email**
maria.fernandezsantacruz@juntadeandalucia.es

## Open for EOI : Yes

## Client

**Client Country**

Germany

## Partner Sought

**Type and Role of Partner Sought**

- Type of partner sought: Industry.

- Specific area of activity of the partner: Companies working in personalized & regenerative medicine and tissue engineering related to cardiology.

- Task to be performed by the partner sought:
Further development into a regenerative medicine for human patients.

**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

# Multi-well plate for automated and reliable tissue-based drug screening

## Summary

*Scientists at a German university developed multi-well tissue plates for automated and reliable tissue engineering and drug testing. This will allow for a reliable and consistent production of multiple human micro tissues (e.g. heart muscle tissue rings) and a subsequent automated drug screening and monitoring within the same multi-well plate under SOP and GMP. The university is looking for in-licensing partners active in lab automation, labware manufacturer/provider or drug screening provider.*

**Expiration Date** 05 October 2017
**Reference** TODE20160929001
**Profile link**

## Details

### Description

The engineering of 3-dimensional (3D) tissue has undergone exciting progress for the past decade due to advances in human stem cell biology, tissue engineering and material sciences. Yet, preclinical compound or tox screenings still rely on 2D cell culture with poor predictive power. As tissue engineering from stem cells has matured and become more and more accepted, it has the capabilities to replace 2D-cell culture. Scientists at a German university developed a new device (multi-well tissue plate) for automated and reliable tissue engineering & drug testing.

Limitations of today's 2D cell cultures have contributed to poor predictive power of preclinical cell-based drug and
toxicity screening assays. in fact, more than 90% of drugs that pass through in vitro preclinical studies fail to meet
the desired efficacy or safety required in subsequent clinical trials.
Due to recent advances in stem cell technologies, in vitro 3D cell culture (tissue engineering) have become
increasingly sophisticated and are now widely used in the research community. However, to become a powerful
and reliable tool in preclinical tissue-based drug and toxicity screening, new procedures and devices for a
consistent and automated tissue engineering of multiple micro tissues as well as an automated screening have to
be developed.

The university is looking for in-licensing partners from the industry, especially companies working in lab automation, labware manufacturer or Provider or drug screening provider.

**Advantages and Innovations**

- New 3in1 tissue culture multi-well plate combining three steps:
 - Culturing & condensing of cells
 - Maturating into a micro-tissue
 - Automated drug or toxicological screening.
- Standardized growth of any type of self-condensing cell mixtures into a homogeneous ring-shaped tissue
(Organ-on-a-Chip).
- Screening & production of human micro tissue rings under GMP and SOP in combination with newly
developed serum-free production.
- Optimized for automated video analysis - simple, robust and reliable.

**Stage of Development**

Prototype available for demonstration

**Comments Regarding Stage of Development**

The device has been successfully tested for automated preclinical cardiotoxic screenings on human heart muscle
rings in a 48-well plate format.

**IPR Status**

Granted patent or patent application essential

**Comment Regarding IPR status**

A priority patent application has been filed

## Network Contact

**Contact Person**
María Fernández Santa Cruz Campos

**Email**
maria.fernandezsantacruz@juntadeandalucia.es

## Open for EOI : Yes

## Client

**Client Country**

Germany

## Partner Sought

**Type and Role of Partner Sought**

- Type of partner sought: Industry.

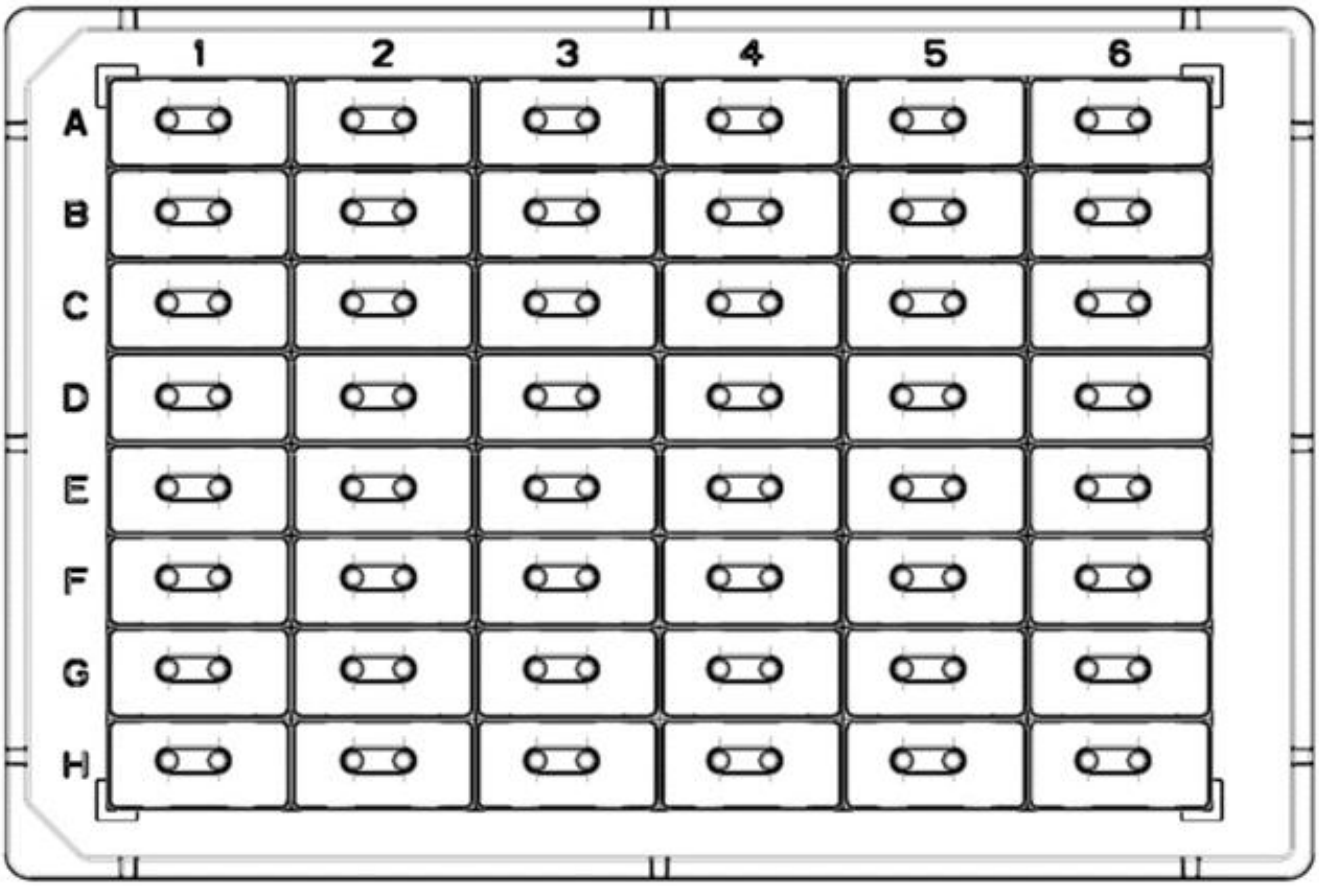
- Specific area of activity of the partner: Companies working in lab automation, labware manufacturer or provider, drug screening provider.

**Type of Partnership Considered**

License agreement

## Attachments

csm_Mult-well_tissue_plate_BioC-1853-UMG_su_54bfc4d251.jpg



# In-vitro human 3D skin model

## Summary

*A Singapore SME is providing proprietary skin models to replace current animal and cell-based toxicity models. The skin models are suitable for use in clinical testing, diagnostics, reconstructive industry and cosmetic surgery to validate claims that are being enforced for medical-related products. It seeks SMEs, MNEs, universities or R&D institutions with interests in research cooperation, joint venture, services/technical cooperation or commercial agreement with technical assistance.*

**Expiration Date** 07 October 2017
**Reference** TOSG20160926001
**Profile link**

## Details

### Description

The use of in vitro human skin models has lately become a major advancement in the cosmetic industry to reconcile issues of ethical constraints and biocompatibility. Many of today's animal and cell-based toxicity testing models are burdened by significant accuracy, reproducibility, cost and ethical concerns. However, existing skin models in the market fail to represent the various skin conditions, such as wrinkled ageing skin, dry skin, and atopic dermatitis skin. Herein, the researchers use their core in-vitro skin platform technology to develop different types of skin models to cater for the specific requirements that arise from various applications such as product validation, safety evaluation and research & development.

The Singapore SME provides contract services for testing and diagnostics for both commercial and non-commercial entities. They also welcome collaboration to innovate and discover new products and technologies. This technology aims to offer a one-stop solution to bring about higher safety standards and a validated claim for consumer-end products.

The company is seeking partnerships with industry partners such as SMEs, MNEs, universities or R&D institutions that are interested to explore the following:

- Research cooperation agreement
- Services agreement
- Commercial agreement with technical assistance
- Joint venture agreement
- Technical cooperation agreement

### Advantages and Innovations

This proprietary skin model has shown a high degree of similarity with human skin when characterized with several skin biomarkers.

Their model comprises a layer of Type 1 collagen embedded with dermal fibroblast (Dermis) overlay with epidermal Keratinocytes (Epidermis). They are generally cultured over a period of 2 weeks to form a multilayered, highly stratified epidermis layer.

This well-stratified skin is of high resemblance to the human skin where it protects the body from external stress and microbes invasion, thus also allowing for better study of skin penetration.

In addition, the use of a serum-free, chemically-defined medium further strengthens this platform where it greatly increases the experimental consistency and reproducibility.

The use of this in-house skin models also allows for the incorporation of gene-modified skin cells into the skin system for more detailed studies.

This technology will provide companies with a better understanding of their products and can better support their products' claim. The technology is able to address the demand of every customer with its proprietary skin models that allow for customization.

**Stage of Development**

Already on the market

**IPR Status**

Secret Know-how,Patents granted

## Network Contact

**Contact Person**

María Fernández Santa Cruz Campos

**Email**

maria.fernandezsantacruz@juntadeandalucia.es

## Open for EOI : Yes

## Client

**Client Country**

Singapore

## Partner Sought

**Type and Role of Partner Sought**

The types of partners sought include:
- >500
- >500 MNE
- 251-500
- SME <10
- SME 11-50
- SME 51-250

The types of partnerships considered include:
- Research cooperation agreement
- Services agreement
- Commercial agreement with technical assistance
- Joint venture agreement
- Technical cooperation agreement

**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
Commercial agreement with technical assistance
Technical cooperation agreement
Joint venture agreement
Research cooperation agreement

# Technology related to vaccines against meningococcal disease

## Summary

*UK public health research organisation actively engaged in addressing public health challenges, working with scientists worldwide, offers technology related to vaccines against meningococcal disease on a license agreement basis. Seeking licensees interested in using these methods for producing new, broad-spectrum vaccines for meningitis and those with the necessary capabilities for pre-clinical development of vaccines, as well as their subsequent testing in the clinic.*

| | |
|---|---|
| **Expiration Date** | 21 October 2017 |
| **Reference** | TOUK20161012001 |
| **Profile link** | |

## Details

### Description

The UK based organisation focuses on public health research and delivery and encourages discussions, advises government and supports action by national & local government, the National Health Service and other organisations. They are the leading UK public health research organisation with national & international expertise in providing solutions advice and products to support national and local public health systems.

They offer technologies related to vaccines against Neisseria meningitidis, including high level expression of antigens in outer membrane vesicle (OMV) and candidate vaccines. The technology offered provides the means of expressing heterologous antigens at very high level in the OMV fractions of Neisseria sp. Alternatively, the recombinant Neisseria can be used as a whole-cell vaccine. The technology also allows expression of non-Neisseria antigens and the use of the OMVs as a delivery vehicle which maintains the conformation of difficult to express membrane proteins.

In addition, a method has been developed that enables efficient sterile filtration of OMV without losses, by stopping clumping. This is achieved by manipulation of the charge on the OMV by altering the composition of the solution. Extensive exemplification has been achieved using antigens from commensal and pathogenic Neisseria meningitidis, including demonstration of protection in animal models. The process improvement offered by this technology can be applied to OMV-based vaccines for other infectious agents.

The organisation is committed to ensuring that its capabilities and discoveries are effectively developed and exploited in partnership with industry in order to benefit public health in the UK and globally. Whilst vaccines have undoubtedly reduced the impact of meningitis, there is still room for much improvement.

The organisation has considerable experience of forming partnerships with industry (both major

companies and SMEs) and of commercialising its IP through licensing, forming joint ventures and creating spin out companies. In addition, it contributes to health through commissioned research programmes and through the maintenance of a capability to respond to future needs, it also provides national and international reference laboratories for many microbial and viral diseases.

They offer the technology on a license agreement basis to licensees interested in using these methods for producing new, broad-coverage vaccines for meningitis and those with the necessary capabilities for pre-clinical development of vaccines, as well as their subsequent testing in the clinic. This can include, research institutions, academia, industrial partners and government agencies in Europe and internationally.

**Advantages and Innovations**

Whilst vaccines have undoubtedly reduced the impact of meningitis, there is still room for much improvement.
The polysaccharide conjugate vaccines for serogroups A, C W are widely used and highly effective. Protein-based vaccines are now available for serogroup B disease and show early evidence of some efficacy. However, the serogroup B vaccines are unlikely to protect against all strains of serogroup B N. meningitidis so further vaccine development is likely to be required.

The technology offered provides the means of expressing heterologous antigens at very high level in the outer membrane vesicle (OMV) fractions of Neisseria spp (species). Alternatively, the recombinant Neisseria can be used as a whole-cell vaccine. This can have the advantage of broadening protection afforded by meningococcal disease vaccines and allowing inclusion of hard to express membrane proteins. Vaccine antigens expressed in OMVs are maintained in their correct conformation and antibodies are generated to surface-exposed epitopes. This is in contrast to recombinant vaccine proteins expressed as inclusion bodies in E. coli which generate antibodies to epitopes irrelevant for protection. In addition, a method has been developed that enables efficient sterile filtration of OMV without losses, by stopping clumping.

**Stage of Development**

Available for demonstration

**IPR Status**

Patents granted

**Comment Regarding IPR status**

International patents granted on Neisserial vaccine compositions and methods in Europe, US, Australia and Japan.

International patent granted on compositions containing OMVs in Europe, US and Australia.

## Network Contact

**Contact Person**
María Fernández Santa Cruz Campos

**Email**
maria.fernandezsantacruz@juntadeandalucia.es

## Open for EOI : Yes

## Client

**Client Country**

United Kingdom

## Partner Sought

**Type and Role of Partner Sought**

Partner sought are research institutions, academia, industrial partners and government agencies from Europe and internationally. Licensees sought should be interested in using the technology/methods for producing new, broad-spectrum vaccines for meningitis. Licensees should have the necessary capabilities for pre-clinical development of vaccines, as well as their subsequent testing in the clinic.

**Type of Partnership Considered**

License agreement

# Resarch group offers in-vitro test systems for the detection of organotoxicity

## Summary

*A research and development (R&D) group from the Northeast of Germany offers cell based in-vitro test systems for pharmaceutical and chemical industry as well as basic research. In vitro-tests systems are established for investigation of hepatocity, neurotoxicity and leucocyte immunoparalysis. The research group is seeking for partner for joint research and innovation projects or technical cooperation. Furthermore licensing of technologies is possible.*

| | |
|---|---|
| **Expiration Date** | 24 October 2017 |
| **Reference** | TODE20161011001 |
| **Profile link** | |

## Details

### Description

A research and development (R&D) group from the Northeastern part of Germany offers a wide range of analytical and diagnostic methods. Cell-based biosensors are used for early detection of organ failure and assessment of prognosis in critically ill patients: Liver, nervous system and immune system.

Organ failure is associated with a high mortality and can be caused by acute diseases or medication. Organ damage caused by medication is the most common reason for withdrawing drugs that have already been approved for the market.

However, there is no reliable test system available at present to detect organ failure at an early stage. This gave rise to the development of a microtiter plate assay based on human cells that can be used to detect organ failure at an early stage in a clinical setting and to evaluate the toxicity of drugs and medical devices. By optimizing and standardizing the procedure, reliable statements can be made with regard to exogenous and endogenous toxicity.

In-vitro test systems are implemented to replace, reduce and refine (3R principle) animal trails. The assays are useable for pharmaceutical (toxicology, drug development, efficacy testing, bioactivity assays, quality control) and chemical industry (toxicity testing) as well as basic research.

The following in-vitro test systems are established for investigation of hepatotoxicity, neurotoxicity and leukocyte immunoparalysis.

All tests are performed according to DIN EN ISO/IEC 17025:2005-08 to ensure a high accuracy of results.

The R&D group looks for partners for joint research and innovation projects or technical

cooperation. Licensing of technologies is also possible.

Partners could be companies that want to test (in-vitro) their products with regard to hepatotoxicity, neurotoxicity and leukocyt immunoparalysis. Also research institutions that want to cooperate within Horizon 2002 or other R&D projects could become a partner. License agreements, research or technical cooperation agreements are possible.

**Advantages and Innovations**

The cell-based test systems can be used to replace, reduce and refine (3R principle) animal trails. The assays are useable for pharmaceutical (toxicology, drug development, efficacy testing bioactivity assays, quality control) and chemical industry (toxicity testing) as well as basic research.

**Stage of Development**

Already on the market

**Comments Regarding Stage of Development**

The in-vitro test systems are completely implemented in the lab. We perform all tests according to DIN EN ISO/IEC 17025:2005-08 to ensure a high accuracy of results.

**IPR Status**

Patents granted

## Network Contact

**Contact Person**
María Fernández Santa Cruz Campos

**Email**
maria.fernandezsantacruz@juntadeandalucia.es

## Open for EOI : Yes

## Client

**Client Country**

Germany

## Partner Sought

**Type and Role of Partner Sought**

The preferred partnership is with companies that want to test (in-vitro) their products with regard to hepatotoxicity, neurotoxicity and leukocyte immunoparalysis.

Also a cooperation with research institutions within H2020 and other R&D projects is possible.

**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**

License agreement
Technical cooperation agreement
Research cooperation agreement

# Italian SME seeks cooperation on biomolecules conjugation (bioconjugation) in the healthcare sector for pharmaceuticals production

## Summary

*An Italian biotechnology company has gained expertise in In Vitro Diagnostics, diagnostics and molecular design applied to pharmaceuticals. The company is seeking transnational cooperation with universities, research centres and private industry to further explore processes and optimization of bioconjugation technology in drugs production. Technical cooperation agreement, manufacturing agreement or commercial agreement will frame the cooperation sought.*

**Expiration Date** 10 October 2017
**Reference** TRIT20161007001
**Profile link**

## Details

### Description

An Italian biotechnology company, active in the field of micro- and nanotechnology for biological sciences, has gained a strong expertise in the development and production of In Vitro Diagnostics (IVD) reagents, mainly immunofluorescence tools. In diagnostics and molecular design applied to pharmaceuticals/drugs, an important role is played by biomolecules conjugation (bioconjugation). Bioconjugation is one particularly promising strategy, e.g., for increasing the effectiveness of injectable drugs, as it allows to obtain new chemical entities presenting specific features; these positively influence the pharmacokinetics (effects of the organism on the drug: drug absorption, distribution, chemical metabolism and elimination from the body) and pharmacodynamics (biochemical effects of pharmaceutical drugs on the organism) of the drug.

The company has a long-time experience in biomolecules conjugation with fluorochromes, proteins, and nanoparticles. At the current stage, the bioconjugation expertise can be easily adapted upon request in order to obtain products not commonly available on the market sold by other suppliers. Those expertise are currently offered by the company to clients; the technology is already on the market.
The advantages lie in:
- the extreme versatility of the bioconjugation offered
- the ability to conjugate antibodies, peptides or other biomolecules to fluorochromes, enzymes, proteins and other, according to each specific research project.
- the company's processes are tailored on the basis of partners' requests
- the entire process is set up completely in-house.
- for the client, the possibility to be updated during the whole process and to interact directly with the technical staff in order to obtain a product responding to required features.

The company is willing to pursue a transnational cooperation with Academy, (university) research centres to further explore processes and optimization of bioconjugation technology in its technical aspects. Also partners from the industrial world who need to optimize specific processes or who need products out of usual suppliers lists are interesting for the client company. The aim is to co-create new products in order to fulfill requests. Moreover, the Italian company wishes to improve the already existing products according to the results of this joint research.

The cooperation would take the form of a technical cooperation agreement; also manufacturing agreement and commercial agreement with technical assistance will be considered by the company, depending on partners met.

**Technical Specification or Expertise Sought**

The company is seeking transnational cooperation with Academy, universities and research centres to further explore processes and optimization of bioconjugation technology in its technical aspects: deeper characterization of final products; discovery of new fields of application. Also partners from the industrial world who need to optimize specific processes or who need products out of usual suppliers lists are interesting for the client company in this phase of research. The partner has to be able to work on the co-creation of new products in molecular design, bio-nanotechnology for pharmaceuticals.

## Network Contact

**Contact Person**
María Fernández Santa Cruz Campos

**Email**
maria.fernandezsantacruz@juntadeandalucia.es

## Open for EOI : Yes

## Client

**Client Country**
Italy

## Partner Sought

**Type and Role of Partner Sought**

- Type of partner sought: academy, (university) research centres, private companies

- Specific area of activity of the partner: bio nanotechnology, biological sciences, In Vitro Diagnostics (IVD), pharmaceuticals

- Task to be performed: deeper characterization of final products; discovery of new fields of application. The final aim is to co-create new products in order to fulfill new requests. Moreover, to improve the already existing products according to partners know-how and suggestions.

**Type of Partnership Considered**

Manufacturing agreement
Commercial agreement with technical assistance
Technical cooperation agreement

# R&D company seeks non toxic insect glues to be tested and spread on specific materials (cardboard/plastics)

## Summary

*In the frame of a new product development, a Brussels-based R&D company specialized in the development of ecological devices trapping domestic pests is looking for non toxic glues adapted to different insect species. The glues will be tested on different insect species. The SME seeks commercial agreement with technical support to spread the glue on specific materials (cardboard/plastics).*

**Expiration Date** 24 October 2017
**Reference** TRBE20161012001
**Profile link**

## Details

### Description

The Brussels SME is a research and development company created in 2013 as a spin-off from a Belgian university. Their principal activity is the development and sale of ecological and safe products aimed at eradicating domestic pests like house dust mites, lice and bed bugs.
The company study the biology of these little pests, particularly the way they communicate with each other and the places they like to take refuge. Then, they mimic their communication (biomimicry) to lure them away from their normal refuge towards death traps.
The company do not use synthetic pesticides to kill these pests, so our traps pose no danger to your health.
The company has successfully launched a first product to the market: a product that traps dust mites and is an effective solution in the fight against allergies to dust mites.

The SME has developed a new model of device trapping on different species of insects. The novelty of the device is in its architecture. The company is now searching for different type of glue adapted to different insect species, mainly bed bugs, ants and roachs. The glues shall be aligned with the company principles of not using synthetic pesticides.

The company is looking for a glue provider that will ship glues to Belgium and will provide technical support to spread the glue on specific materials (cardboard/plastics). The partner will provide technical support via technical guidelines and/or phone helpdesk and/or onsite support to manually test the glue.

### Technical Specification or Expertise Sought

The company seeks different types of glue to catch different types of insects in some traps - mainly bed bugs, ants and roachs.

The requested glues shall meet all the following specifications:
- must not dry out rapidly, for at least one month

- be translucent or transparent and odourless.
- be no toxic for human.
- not contain compounds that are attractive or repulsive for insects.
- comply with the company's policy of "no use of synthetic pesticies".

The glues should be spread out in a thin layer (maximum 0.2 mm).

The glues shall meet all the standards necessary to reach the EU and USA markets.

## Network Contact

**Contact Person**

María Fernández Santa Cruz Campos

**Email**

maria.fernandezsantacruz@juntadeandalucia.es

## Open for EOI : Yes

## Client

**Client Country**

Belgium

## Partner Sought

**Type and Role of Partner Sought**

The glue provider is expected to provide the Brussels SME with glues meeting all the requirements previously described.
A technical help to spread the glues on specific materials (plastics/cardboards) will also be asked.

**Type of Partnership Considered**

Commercial agreement with technical assistance