



enterprise europe

Boletín de Oportunidades de Cooperación:

Biotecnología y Salud

Boletín nº 149

Diciembre 2016

Índice

Referencia	Título	Tipo Perfil
BODE20160513002	Regional multiplier and financial supporter sought for the application of a newly developed and software based therapy to treat amblyopia (lazy eye) in children	Business Offer
BRIL20161116001	An Israeli company representing multinational manufacturers in the field of pharmaceutical and medical nutrition, seeks commercial agency agreement	Business Request
RDUK20161121001	2 Replacement Technical Partners Sought for H2020- MSCA-RISE-2015 - 1 Academic and 1 Non Academic	Research & Development Request
TOUA20160830001	Ukrainian research institute offers development, production and calibration of contact digital thermograph with automatic experimental system for assessment of breast gland pathology risks	Technology Offer
TOIT20160929001	Personalized services based on DNA analysis	Technology Offer
TOUK20161125001	Automated prototyping service for characterising gene regulation	Technology Offer

Business Offer

Regional multiplier and financial supporter sought for the application of a newly developed and software based therapy to treat amblyopia (lazy eye) in children

Summary

A small German company has developed a therapy for the treatment of functional amblyopia in children based on a playful vision training at the computer. The new method enhances the standard occlusion therapy significantly. To open up new countries, the SME is searching for local partners of different types. Depending on the roles of the partners, the cooperation could be carried out through commercial agency agreements, distribution services agreements, financial agreements or a mixture of that.

Expiration Date 10 November 2017
Reference BODE20160513002
Profile link

Details

Description

The German SME has, together with an IT partner company, developed a software solution for an online vision training. By that children are treated which are suffering from a functional amblyopia (Lazy Eye) of one eye.

If the amblyopia is not detected in time and is not treated, the patients suffer from the severely impaired vision of the eye for all their life. This leads to social exclusion (many of these children squint), the misjudgment of the cognitive abilities up to the "sorting out" into special schools with all the consequences for later educational and professional development.

Amblyopia is conventionally treated with the occlusion therapy: The better functioning eye will be covered with a plaster to activate the weak eye to see. One sometimes see those children in kindergarten or at school. They have a colourful patch directly over the eye or at the glasses. However, the pretty patch cannot hide the fact that this treatment for children and parents is stressful and annoying. It can take years and yet often brings not the healing of amblyopia. Many of the children have to wear glasses with very high dioptré values. This standard treatment of amblyopia by occlusion is much more effective combined with the developed therapy.

The child can perform the therapy at home on its computer every day. The therapy support will be carried out via the internet (telemedicine application). Whilst in the background of the screen specific pattern of stimulation are executed, the child is employed by visual learning games in the foreground, which have been selected to be age appropriate and customised. The "better" eye is covered with an eye patch or a plaster during the session. The background pattern stimulates especially the brain and thus the image processing. The visual learning games train the ability to see close things clearly (near-accommodation).

A treatment lasts 90 calendar days. Per day, one therapy session from 20 to 30 minutes is desired. Experience so far shows that the treatment of amblyopia thus can be shortened

significantly and the effectiveness of standard occlusion therapy can be improved significantly. Depending on the development of vision, the stimulation pattern over the entire treatment period are continuously adapted. This is possible, as it is a tele-medical procedure and a daily contact with the patient is carried out via the Internet.

To establish the service in other countries, different types of partners are necessarily sought:

Eyes ambulances, kids ambulances, orthoptic training schools (orthoptics) or medical care centres (preferably with a focus on ophthalmology) are envisaged to do therapy accompaniment services basing on and necessary to the therapy solution during a long term collaborative arrangement. Initially and beyond that they can identify the relevant clientel of patients, create therapy recommendations and signpost them to the therapy software;

Commercial companies trading with medical products incl. software to distribute the product, contribute to the adaption of the user interface to the typical circumstances (i.e. languages beyond German, Russian, English, etc.), implementation of country-specific approvals resp. certifications;

Optional beyond focus of a business offer, medical research institutions (preferably with a focus on ophthalmology) to execute evaluation studies and contribute to the development of new application fields (presbyopia, adults, ADHD)

Any financial contribution from the partners or from external investors will be welcome. The contribution will be compensated by an adequate participation in the process, which has to be negotiated.

Depending on the different roles of the partners, the co-operations could take the form of commercial agency agreements, distribution services agreements, financial agreements or a mixture of that.

Advantages and Innovations

Advantages

- significant quality jump for the treatment of amblyopia
- treatment of amblyopia significantly shortened and effectiveness of occlusion clearly improved
- telemedical procedure with daily contact to the patient via Internet – no additional measurement of visus in the doctor's office necessary
- cheap, no shutter glasses or other additional hardware required

Further expected applications (research needs)

- treatment of presbyopia
- effective vision training in various forms of defective vision in adults
- beneficial effect on children with ADHD (Attention Deficit Hyperactivity Disorder)

Stage of Development

Already on the market

IPR Status

Design Rights, Copyright

Network Contact

Issuing Partner

AGENCIA ANDALUZA DEL CONOCIMIENTO

Contact Person

María Fernández Santa Cruz Campos

Email

maria.fernandezsantacruz@juntadeandalucia.es

Open for EOI : **Yes**

Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Already Engaged in Trans-National Cooperation

Yes

Client Country

Germany

Partner Sought

Type and Role of Partner Sought

Searched are different types of partners:

(1) Eyes ambulances/kids ambulances, orthoptic training schools (orthoptics), medical care centres (preferably with a focus on ophthalmology);

(2) Commercial companies trading with medical products/software;

Optional:

(3) Medical research institutions (preferably with a focus on ophthalmology)

Roles of the partners depend on the partner type

(1) Provision of therapy accompaniment

services in their region, additionally acquisition/selection of relevant patients, creation of therapy recommendations,
(2) Distribution of the product, contribution to the adaption of the user interface to the typical circumstances (i.e. languages beyond German, Russian, English, etc.), implementation of country-specific approvals / certifications

Optional:

(3) Implementation of evaluation studies, contribution to the development of new application fields (presbyopia, adults, ADHD)

Any financial contribution from the partners or from external investors will be welcome. The contribution will be compensated by an adequate participation in the process, which has to be negotiated.

Depending on the roles of the partners the co-operations are carried out through commercial agency agreements, distribution services agreements, financial agreements or a mixture of that.

Type and Size of Partner Sought

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

Type of Partnership Considered

Financial agreement
Distribution services agreement
Commercial agency agreement

Business Request

An Israeli company representing multinational manufacturers in the field of pharmaceutical and medical nutrition, seeks commercial agency agreement

Summary

A well established Israeli company that represents multinational producers of pharmaceutical, medical devices, medical nutrition and infant nutrition is looking for high standard quality manufacturers or suppliers. The company is interested to act under an exclusive commercial agency agreement.

Expiration Date 14 December 2017
Reference BRIL20161116001
Profile link

Details

Description

The Israeli company was established in 1951 having experience working with teams all over the world, dealing with variety of multinational brands. The company has gained extensive knowledge of the relevant local requirements and regulation, marketing and sales techniques.

The company is seeking for known and established manufacturers in the above fields in order to exclusively represent, import and market relevant products.

The company wishes to focus its portfolio on evidenced based, clinically proven products with added value for customers and patients in a fair market value prices.

The considered cooperation will be under commercial agency agreement.

Technical Specification or Expertise Sought

The company is looking for products at competitive prices, clinically proven and supported by professional materials and not interested in devices which require the support of engineers/technicians.

Stage of Development

Already on the market

Network Contact

Issuing Partner

AGENCIA ANDALUZA DEL CONOCIMIENTO

Contact Person

María Fernández Santa Cruz Campos

Email

maria.fernandezsantacruz@juntadeandalucia.es

Open for EOI : **Yes**

Client

Type and Size of Organisation Behind the Profile

Industry SME 11-49

Already Engaged in Trans-National Cooperation

Yes

Experience Comments

The company is interested in producers that has GMP or ISO 9001 +HACCP certificates. The company wishes to act under an exclusive commercial agency agreement.

Client Country

Israel

Partner Sought

Type and Role of Partner Sought

The company is keen to find producers or suppliers of high range of products in the pharmaceutical, medical devices, medical food and infant nutrition with an added value for customers such as fair market value prices

The considered cooperation will be under commercial agency agreement.

Type and Size of Partner Sought

251-500,SME 51-250

Type of Partnership Considered

Commercial agency agreement

Research & Development Request

2 Replacement Technical Partners Sought for H2020- MSCA-RISE-2015 - 1 Academic and 1 Non Academic

Summary

A UK Midlands based University is seeking 2 replacement partners to join their consortium for the following project: H2020-MSCA-RISE-2015 - Designing for People with Dementia: designing for mindful self empowerment. The client is open to expressions of interest from academic partners in Barcelona and non academic partners from anywhere in the EU in the areas of healthcare, environmental design, ICT but also build solution models and prototypes.

Expiration Date 22 November 2017
Reference RDUK20161121001
Profile link

Details

Description

This project has already started and aims to help people with dementia engage in social contexts to improve psychosocial wellbeing. People who are affected by Alzheimer's disease or other dementias often face cognitive, behavioural and psychosocial difficulties, including impairment and degeneration of memory and of perceptions of identity. In a social context, this can cause difficulties of recognizing, relating to and empathising with other people.

Design can offer novel ways of complementing existing care approaches to empower people with dementia in everyday social situations. Utilising the concept of mindful design, they will investigate innovative design solutions to enable self-empowerment and confidence building of people living with dementia. They will specifically focus on two areas: personal difficulties with social interaction and environmental influences on social engagement. In these two contexts, they will study how personal, wearable designs can help mediate perceptions of identity and emotion management; and how environmental aspects can reduce feelings of information overload and in still feelings of self-empowerment and control.

They are looking for 2 partners to replace the organisations who have left the project to cover the following areas:

1. A new non-academic design partner. This partner could be anywhere in the EU, should have an interest in their project and should offer design expertise in one of the areas of the project (healthcare design, environment design, personalising/wearables, or ICT)
2. A new academic partner based in Barcelona (Spain): Development of mindful design ideas / solutions / models / prototypes.

EOI Deadline: 20th December 2016

Deadline for call: Already started

Advantages and Innovations

The outcomes and benefits of the project will include: the development of new uses of design for helping people with dementia to engage socially and improve subjective well-being; the presentation of a robust methodological co-design framework for the development and evaluation of the designs in dementia care settings; the development of a holistic mindful model of designing and of a model for mindful care for social engagement for people with dementia; policy recommendations for the inclusion of design within dementia care.

This groundbreaking project will be enabled through an innovative consortium of academic and non-academic partners that combines research in product and environmental design, ICT, and dementia care.

Stage of Development

Project already started

IPR Status

Copyright

Network Contact

Issuing Partner

AGENCIA ANDALUZA DEL CONOCIMIENTO

Contact Person

María Fernández Santa Cruz Campos

Email

maria.fernandezsantacruz@juntadeandalucia.es

Open for EOI : **Yes**

Client

Type and Size of Organisation Behind the Profile

University

Already Engaged in Trans-National Cooperation

Yes

Client Country

United Kingdom

Partner Sought

Type and Role of Partner Sought

1. A new non-academic design partner. This partner could be anywhere in the EU, should have an interest in the project and should offer design expertise in one of the areas of the project:

- Healthcare Design
- Environment Design
- Personalising needs
- Wearables, Virtual Reality and 3D Visualisation
- ICT

2. A new academic partner (Barcelona Only):

To develop a mindful:

- Design ideas
- Solutions
- Models
- Prototypes

Type and Size of Partner Sought

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

Type of Partnership Considered

Research cooperation agreement

Technology Offer

Ukrainian research institute offers development, production and calibration of contact digital thermograph with automatic experimental system for assessment of breast gland pathology risks

Summary

In order to improve the accuracy of predicting the risk of mammary glands pathology, the analysis of temperatures field fractal structure is proposed. For the creation of the system for automatic risk assessment, the neural networks are used. Desirable types of cooperation: investments in R&D, licensing, joint venture.

Expiration Date 03 November 2017

Reference TOUA20160830001

Profile link

Details

Description

Contact digital thermograph was developed and introduced into medical practice in Ukraine. The device is based on modern technologies for obtaining and processing of information about temperature changes at special points of body surface with help of matrixes of intellectual sensors. The device is absolutely harmless, ease-of-operation and has low cost. It allows organizing a large-scale and cheap screening of population. The enhanced device will allow to automating the diagnosis of pathology of mammary glands, to improve the accuracy and speed of patient testing. The client looking for investor who can support the production of contact digital thermographs.

Skin reacts on inner body temperature with changing of it on surface. Study of metabolism shows its significant acceleration, even when the tumor is very little and invisible for standard analysis. It leads to increasing of temperature.

During diagnostic procedure, scanner is displaced around mammary gland surface. Depending on its size, temperature is measured in 288 – 1152 conditional points. No special points are used.

Method includes study of temperature field displacement. For this, we need to estimate Hurst exponent in order to increase the sensitivity. That is why fractal analysis is applied.

The regulation have been passed successful, the device is recommended for clinical applications by Ukrainian Ministry of Health Care.

Advantages and Innovations

- High accuracy
- Harmlessness
- Ease-of-operation
- Low cost

Stage of Development

Already on the market

IPR Status

Patents granted

Network Contact

Issuing Partner

AGENCIA ANDALUZA DEL CONOCIMIENTO

Contact Person

María Fernández Santa Cruz Campos

Email

maria.fernandezsantacruz@juntadeandalucia.es

Open for EOI : **Yes**

Client

Type and Size of Organisation Behind the Profile

R&D Institution

Already Engaged in Trans-National Cooperation

No.

Client Country

Ukraine

Partner Sought

Type and Role of Partner Sought

Ukrainian institute is looking for companies which are interested in investment in research and development of contact digital thermograph with automatic experimental system.
Desirable types of cooperation: investments in R&D, licensing, joint venture.

Type of Partnership Considered

License agreement

Joint venture agreement

Technology Offer

Personalized services based on DNA analysis

Summary

An SME based in the North of Italy has developed different services on the market based on DNA analysis like personalized nutritional programs, in order to obtain better and faster results in weight loss, well-being, anti-aging, skin beauty and training performances. The company is looking for commercial agreements (with technical assistance), technical and research collaborations both with research centres and industry.

Expiration Date 22 November 2017

Reference TOIT20160929001

Profile link

Details

Description

The Italian company uses genetics to improve people's quality of life and lifestyle. Launched in 2009 and now a limited company, thanks to the collaboration with medical doctors, geneticists and biologists, develops and markets personalized wellness services based on DNA analysis. The company employs a multidisciplinary team scientific experts.

The technology is based on patented system that uses genetic markers as instrumental variables; another main strength of the company is the support they provide to the customer: beside the genetic analysis they indicate the most efficient strategy according to the analysis, following the client in the path to achieve the best possible result.

The company products are mainly related to nutrition but also to cosmetics, dermatology and sport.

They are looking for business partners to develop DNA customized products (for this they will provide their technical assistance in order to set up the requested features of the product), and commercial partners that would merchandize the service in the following channels: medicine, pharmacy, aesthetics, cosmetics and wellness.

They are also interested in research collaborations with industry and research centers for international projects on customized services and products for specific targets (i.e. well being, active ageing, athletes)

Advantages and Innovations

Their services are innovative and with different targets. Genetic information could be used for increasing the personalisation of product and services for health and well being in different areas (sport, nutrition, cosmetics, supplement, beauty).

The nutritional approach developed by the company is patented and scientific studies demonstrate the efficacy of it.

The advantage of their methodology is that thanks to it the company differs from the genetic laboratories because it offers, beside the analysis, also the strategy and the support to achieve the desired goal (products, treatments, nutrition, protocols).

Stage of Development

Already on the market

IPR Status

Patents granted

Comment Regarding IPR status

Italy

Network Contact

Issuing Partner

AGENCIA ANDALUZA DEL CONOCIMIENTO

Contact Person

María Fernández Santa Cruz Campos

Email

maria.fernandezsantacruz@juntadeandalucia.es

Open for EOI : **Yes**

Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Already Engaged in Trans-National Cooperation

Yes

Client Country

Italy

Partner Sought

Type and Role of Partner Sought

- Type of partner sought:
 - Business partners of European markets through medicine, pharmacy, aesthetics, cosmetics and wellness channels are in our interest for the expansion in the European market.
 - Cosmetic/Supplement expert for co-developing and marketing innovative products tailored to specific customers based on the genetic profile.
- Specific area of activity of the partner:

Our ideal partner has not only a strong competence and expertise in product development and production, but also strong presence with top brands on the market.
- Task to be performed by the partner: develop new products, merchandise the services.

Type of Partnership Considered

Commercial agreement with technical assistance
Technical cooperation agreement
Research cooperation agreement

Technology Offer

Automated prototyping service for characterising gene regulation

Summary

UK company offers a rapid, automated assay service to characterise causality and expression dynamics in gene regulation. The company prototypes custom gene regulatory networks (GRNs) in a novel in vitro system avoiding conventional cloning, allowing increased speed, accuracy, reproducibility and throughput. They are seeking companies working in antibacterial drug discovery, microbiome research, drug delivery using bacterial vectors, synthetic biotics for service or technical cooperation agreement

Expiration Date 08 December 2017
Reference TOUK20161125001
Profile link

Details

Description

The understanding of gene regulation and expression involves cloning into cells, which is time-consuming, error-prone, and has low throughput. Dissecting GRNs is consistently challenging due to cellular complexity and poor control of the model system, making it hard to distinguish cause from effect and fully capture the temporal changes in gene expression.

This UK company has developed a novel service via which life scientists are able to accelerate the rate at which they obtain detailed understanding of gene regulation and disease mechanisms. The company has simplified the process of outsourcing biological experimentation, freeing staff from time-consuming bench work. The automation involved also allows scale-up beyond in house capabilities.

The platform is based on rapid reconstitution of biological components with tight control of reaction parameters and real time monitoring of expression output, to enable visualisation of the expression dynamics of transcription factors and their target promoters. The versatility of the in vitro model system permits clients to explore diverse gene regulatory network (GRN) structures for given TFs and their targets, assign causality to a given expression output, and dissect the temporal dynamics and behaviour of GRNs, all with high precision.

They are interested in partnering with SMEs and larger companies in the life sciences. Academics may also find their service useful.

The normal business areas would be:

- * Antibacterial drug discovery
- * Microbiome research
- * Drug delivery using bacterial vectors.
- * Synthetic biotics

- * Industrial biotechnology firms doing strain optimisation to produce high-value chemicals.

For virtual biotechnology companies and bioinformaticians, the company can validate their results without them requiring a lab.

They are seeking partners to use the process to accelerate the rate at which they obtain detailed understanding of gene regulation and disease mechanisms, via service agreements or technical cooperation agreement.

Advantages and Innovations

The Company can offer clients the opportunity to:

- * Quickly generate evidence of gene regulation for specific transcription factors to confirm hypotheses or previous findings
- * Identify novel gene regulatory mechanisms by exploring combinatorial interactions between transcription factors and target genes and their effects on expression dynamics
- * Accurately determine cause and effect between transcription factors and the expression of target genes
- * Gain deeper understanding of gene network behaviour from in vivo experiments by integrating them with the Company's datasets
- * Prioritise designs of synthetic gene networks for in vivo implementation by rapid prototyping on the automated platform

The company's service permits up to 20 times as many cycles of investigation in the time it takes to do a single cell-based assay, with up to 50 times higher throughput.

Other advantages include:

- * Speed. The process is swift, using a simplified in vitro system to permit rapid experimentation and data generation
- * Accuracy. The model system enables precise temporal perturbations and measurements of network dynamics.
- * Scalability. The system is reproducible with state-of-the-art lab robots for every stage throughput.
- * Convenience. No hands-on lab time and no shipping of reagents or materials.

Stage of Development

Already on the market

IPR Status

Copyright

Comment Regarding IPR status

N/A

Network Contact

Issuing Partner

AGENCIA ANDALUZA DEL CONOCIMIENTO

Contact Person

María Fernández Santa Cruz Campos

Email

maria.fernandezsantacruz@juntadeandalucia.es

Open for EOI : **Yes**

Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Already Engaged in Trans-National Cooperation

No.

Client Country

United Kingdom

Partner Sought

Type and Role of Partner Sought

Type: Industry or academic

Activity of partner:

- * Antibacterial drug discovery
- * Microbiome research
- * Drug delivery (bacterial vectors)
- * Synthetic biotics
- * Industrial biotechnology firms working in strain optimisation to produce high-value chemicals.

Specific role of partner sought: Utilise the process to expedite their research into gene regulation and disease mechanisms via a service or technical cooperation agreement.

Type of Partnership Considered

Services agreement
Technical cooperation agreement