



Match2BioSME 3rd Coaching Workshop 21-22 February 2008, France

Place Sophie Laffitte - BP 217, F- 06904 Sophia Antipolis

*Build a long-term biotech R&D strategy
by exploring a wide range of innovative funding solutions*

REASONS WHY YOU NEED TO ATTEND THIS EVENT

- To gain hands-on experience in applying for EC FP7 funding
- To build partnerships in the Academia / SME / Investors Triangle
- To learn about patenting, partnership model agreements, licensing / royalties, drug registration procedures

SOPHIA ANTIPOLIS, THE HOST

Created in 1984 and having received state-approval, the Sophia Antipolis Foundation, in the Nice area, fills in the fundamental mission of scientific and cultural animation of the technology park.

Its objective is to facilitate exchanges and prospective thinking at the French, European and international levels in the domains of science, industry and culture.

Read more at <http://www.sophia-antipolis.org/>

WHAT IS MATCH2BIOSME?

"Match2BioSME" is an FP6 project financed by the European Commission with the aim to stimulate and enhance innovation and raise the level of competitiveness of the European Biotech Industry with special attention to the Green and White biotech sectors.

A small consortium of experts in the field, coordinated by EuropaBio (www.europabio.org), offers you:

- Information and pragmatic workshops on European funding programs for collaborative projects between Academia and SMEs;
- Partnering events with direct expert coaching to bring Academic groups and biotech SMEs together and forge partnerships;
- A website with practical tools to help you through the process of preparing a consortium of partners and to develop a successful proposal for FP7.

Find more details about this initiative at <http://www.match2biosme.com>

WHAT IS SMESGOHEALTH?

"SMESgoHealth" is a network of experts and NCPs from 27 countries with the aim to assist and support Small and Medium Sized Enterprises, Research Centers, Universities and industry in successful participation in EU-funded "HEALTH" research and technology development projects.

"SMESgoHealth", co-financed by the European Commission, offers you a wide range of free services:

- Individual assistance and consultation by national experts;
- Information and training on European programmes;
- Making yourself visible by online matchmaking processes at www.smesgohealth.org;
- Targeted partner search for you: already over 1000 profiles and 40 projects in the database.

Find more details about this initiative at <http://www.smesgohealth.org>

REGISTRATION

Register online (mandatory) at <http://www.match2biosme.com>
(sign up – login and follow the instructions)

The workshop is free of charge for EU SMEs, R&D centres and Officials.

A participation fee is charged to large corporations and non EU27 attendees.

Inquiry hotline

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AGENDA Day 1 21 February 2008

Day 1: **Creating R&D value** Moderation by JC de Tauzia, Assystem UK

08.30 Registration & Networking

09.00 Fondation Sophia Antipolis Opening (*L. Soulier, FSA*)

- o Brief history of the Technology Park
- o International activities

09.15 Keynote Presentation: Insights into FP7 (*F. Heemskerk, RIMS*)

Lasting for seven years from 2007 until 2013, FP7 is the European Commission's 7th Framework programme for Research and Technological Development with a total budget of €50 billion:

- o a brief introduction to FP7 and how to participate
- o identify the funding schemes, suitable calls and themes for the life science industry
- o how to utilise the favourable policies for SMEs

10.00 EuropaBio views on R&D centre / SMEs collaboration in FP7 (*A. Custaud, EuropaBio*)

In this session, Match2BioSME coordinator will present the project and share some recommendations to fully take advantage of participating into FP7:

- o Match2BioSME – exploring the FP7 track
- o balancing the pros and cons of participating in FP7

10.30 Coffee break

11.00 Utilising IPR as a weapon to protect R&D results (*T. Debled, Vesuvius*)

Protecting research results means managing Intellectual Property:

- o an overall review of the patent system in Europe
- o updating your knowledge with anticipated EPO changes, impact for the life science industry
- o balancing the costs and benefits: European Patents vs. International Patents

11.45 Building academia/enterprise partnerships to achieve long-term growth (*F. Heemskerk, RIMS*)

Universities need to promote their research activities and facilities to companies, to help find opportunities and synergies with them and to find industrial partners:

- o partnership models and collaboration contracts
- o guiding principles for partnerships (IP, costs)

12.15 How to exploit and add value to technology / patent?

(*B. Lindsay, London University College - School of Pharmacy*)

No patent is a guarantee of commercial success. The following elements need to be considered:

- o identification of the economic environment
- o exploitation strategy (license, spin-off, joint venture...)
- o value of the technology (market studies and risk analysis)
- o licensing agreements (advantages & inconvenients, the importance of preparation and the most important elements)

13.00 Lunch break





AFTERNOON SESSIONS DAY 1

21 February 2008

14.00 – 15.15 Drugs registration procedures in Europe

Faced with numerous documents and various governmental bureaus, drug registration is a complex and lengthy process. By attending this session, you will not only get an overview of the procedures but also advice to get through the red tap:

- o an overview of the drug registration system in the EU
- o complying with the EU regulatory framework governing drug registration
- o drug registration main stakeholders and guidance on the registration procedures
- o the EMEA (European Medicines Agency) SME office

Your instructor: K. Groen, Kinesis-pharma

15.15 Coffee break

15.45 – 17.00 Writing a winning FP7 Proposal

If you have an original R&D idea but a lack of funding, this session will teach you how to apply for funding from the European Commission. By only spending half-day time, you will gain extensive hands-on exercises on how to write a proposal for FP7. The following issues will be discussed in details:

- o identifying all the opportunities of FP7
- o searching partners and setting up research consortia
- o how to prepare the proposal from the initiation to the submission
- o how to match the EC and the evaluators expectations, details of the evaluation procedure

Instructor: F. Heemskerk, RIMS

Moderator: L. Soulier, Fondation Sophia Antipolis

17.00 End of Day 1





AGENDA Day 2 22 February 2008

Day 2:

Roads to capital

Moderation by JC de Tautzia, Assystem UK

09.00 Keynote address (L. Soulier, FSA)

- International cooperation and current assignments
- Clusters policy

09.30 How to market the business plan of a biotech venture?

(G. Quetin, Paca-Est Incubator)

Incubators are there to assist:

- from the idea to the product
- identifying the market opportunity (size, dynamic, main players)
- elaborating a business plan (including financial plan)
- marketing your business plan to investors (venture capitalists, business angels)

10.00 Definitions – Potential sources of financing

(JC de Tautzia, Assystem UK)

Wide options exist for financing new businesses:

- examining available funding opportunities (grants, equity, subordinated loans, loans, etc.)
- finance semantics
- business angels and venture capitalists

10.30 Coffee break

11.00 Young companies supported by business angel and venture capital

(C. Johnson, Sophia Business Angels)

In this session, private financing vehicles will share their experience of funding ventures:

- choosing the right financial partner
- presenting your venture
- being selected and negotiating the financial package

11.45 EuropaBio activities of interest (A. Custaud)

Activities and projects coordinated by the European Associations of BioIndustries

- the Emerging Enterprises Council, Young Innovative Company status
- BioRegions, InDeCS-H, LifeCompetence, Staccato, White Bio-Technology Platform

12.15 SMEsgoHealth Presentation (M. Mailhes, SMEsgoHealth)

- a support action to participate in FP7 HEALTH (Red Biotech) projects

12.45 Passport Presentation (A. Ivlieva, CCI Nice Côte d'Azur)

- a PACA Life Sciences support action to participate in FP7

13.00 Lunch break

14.00 Afternoon optional session

- one to one meetings to discuss projects with M2B or FSA experts
- partner search specification and M2B support
- project presentation and feedback from M2B team

