Exploiting International Life Science Opportunities

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Enterprise Europe Network Wales Overview

- EC-managed business support network across 54 countries
- Local perspective: Helping Welsh SMEs to internationalise their business activities by finding new ‘Commercial’ and ‘Technology’ partner organisations outside the UK and supporting their negotiations towards long-term working agreements
Enterprise Europe Network Wales

What we do...

• Trans-national business matchmaking for commercial growth and supply chain expansion
• Assisting technology transfer in & out of Wales
• Increasing R&D funds coming into Wales
• Supporting participation in Brokerage Events
• Providing information on commerce, legislation, finance and taxation in the EU
Support for commercial and business development

Identifying clients’ commercial needs / offers then finding suitable partners for:

• product distribution or sales agency
• supply chain development
• JV, merger or franchise agreement
• company sale or acquisition
• transport / logistics
• subcontracted or reciprocal production
Support for innovation and technology transfer

Identifying clients’ technology needs/offers then finding suitable partners for:

• IP licensing agreement
• technical cooperation to adapt / develop
• joint ventures based on technology
• commercial agreement with tech support
• manufacturing agreement inc. expertise
## Enterprise Europe Network Wales
### How our Consortium supports you …..

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600 partner organisations in 54 countries with 3000 local experts
EEN Partner Organisations typically comprise one or more mature organisations with comprehensive, established regional networks. Most countries have multiple Partner Organisations; collaborating with each other on a national level, as well as working internationally.

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Life Science Opportunities through EEN

- Working with MediWales to support Life Science SMEs
- Currently working with 17 Welsh Life Science SMEs
- EEN sector group which contains 76 Industry Experts
- 9 upcoming Life Science Brokerage Events
- 170 signed international agreements between Life Science companies during 2013
- Total of 1,821 active Life Science partnership opportunities through EEN.
- Most active countries in Life Science through EEN are: Spain, UK, Germany, France, Italy, Netherlands – but active across Europe and Beyond
Active EEN Life Science opportunities in 37 counties. Highest are:

- Spain – 19%
- UK – 13%
- Germany – 12%
- France – 10%
- Italy - 10%
- Netherlands – 5%
5 Types of Partnership Opportunities active within Life Science:

- **1,091** Technology Opportunities
- **686** Business Cooperation,
- **51** R&D Opportunities.

- **1818** in total
- **17%** of total EEN opportunities
Examples of Life Science Opportunities through EEN
- TECHNOLOGY

Request (out):
- **Netherlands**: Request for rapid and robust allergy testing technology for novel orthodontic materials
- **Spain**: Looking for experts in technologies related to the foot care sector (diabetes, obesity and ageing)
- **France**: Vital sign measuring devices and sensors for special health care sought

Offer (in):
- **France**: Method for the reconstruction of a magnetic resonance image disturbed by the physiological movements of the patient
- **Germany**: Non-invasive, phosphorescent micro probes for versatile measurement of oxygen distribution in cell samples
Examples of Life Science Opportunities through EEN - BUSINESS COOPERATION

Request (out):

Russia: Russian company, specialized in supplying of medical equipment, is offering distribution services for manufacturers and dealers of medical equipment and disinfectants.

France: A French company offers itself as a trade intermediary to sell innovative medical products in France and adjacent countries.

Offer (in):

Netherlands: Dutch developer of innovative and highly effective medical device for cold-warm and contrast therapies is looking for distributors in Germany, Belgium, France, UK, Italy, Portugal, Turkey.

Sweden: A Swedish innovation company within the life science sector has developed a measuring instrument for use in radiation therapy treatment of cancer. The company is looking for resellers/agents/representatives in all of Europe and North America.
The Process

1st Meeting → Commercial Review and Technology Audits → Partnership Profile → Brokerage Events → Expression of Interest → Assistance with Negotiation → Partnership Agreement
Enterprise Europe Network Wales - Business, technology, research & funding opportunities

Find more transnational and international trade business opportunities, innovation and technology partnerships, R&D university collaborations from across Europe and beyond and access European funding and EU programmes starting today. Enterprise Europe Network Wales provides free professional advice and immediate access to live business and technology partnering opportunities in new markets for SMEs, business sectors, universities and other organisations in Wales. This is achieved by leveraging the links within the powerful and growing network of 690 partners which have international trade, research, innovation and existing in-market intelligence in locations across 51 countries (increased again in April 2012) and growing.

The Network has been referred to as the biggest support network for enterprises in the world.

- Over 14,000 European business and technology partner finder opportunities
- Promote your own business or technology offer for free in our database
- Your Europe Business
- Euro News - Read our quarterly Euro News in-house publication on this site. Please ensure if you would like to be added to the postal mailing list.
- European R&D grants
- EU funding access centres: Eurostars, Eureka, Media, Eco-Innovation, etc.
- EU legislation, European public procurement and access to finance
- Company missions and technology brokerage events
- Feedback your business issues to EU policymakers
- Innovation, export and internationalisation research and guidance

Sign up

Receive the latest news, business partner and technology collaboration opportunities, tailored to your requirements, direct from Europe to your inbox.

www.enterpriseeuropewales.org.uk

A system of solar products

A Polish company specialising in the production and processing of metal products and providing design, manufacturing, installation and maintenance services of metal products has developed a system of solar products that use renewable energy sources and are powered by high-tech LED heads. The system...

Management of the production and consumption of electricity by an intelligent controller

A Polish company has developed a digital control unit, which allows for optimal management of the electricity produced from renewable energy sources (i.e. wind turbines and photovoltaic panels). The controller is unique on the market because it not only manages the production of electricity, but also...

www.enterpriseeuropewales.org.uk
Brokerage Events 2014 include...

- UK HealthTech Conference 2014
  Cardiff, December 4th – Life Sciences

- Medica
  Düsseldorf, November 12th -15th – Life Sciences

- NanoTexnology 2014
  Greece, 9th July – matchmaking meetings

- HORIZON 2020 Matchmaking at ESOF 2014
  COPENHAGEN
  Denmark, 26th June – matchmaking meetings
Brokerage Events – How EENW can help

- Advise us of trade shows you plan to attend. EENW may be able to add value to your trip by arranging meetings at an associated brokerage event.
- EEN partners can give translation support at events where required.
- Discussing whether technology could be transferrable to other market sectors, with meetings then arranged to explore any such potential diversification.
Additional Brokerage Events

- For further Events supported by EENW visit the EEN Website:
  http://een.ec.europa.eu/tools/services/EVE/Event/ListEvents
- Contact EENW for more details on any other brokerage events of potential interest
Trade Missions – How EENW can help

- Advise us as soon as you commit to any Welsh Government or UKTI trade mission, as EENW may be able to add value to your trip by arranging meetings
  - From country/region/city details, we identify EEN office
  - We brief EEN partner with your meeting objectives
  - EEN partner suggests prospects & arranges meetings
  - EEN partner can give translation support at meetings where required & facilitate follow-up
What others have said...
Close to **45%** have improved their technology

Close to **55%** gained access to new markets

More than **1/2** have developed a new product, service or implemented a new business process

More than **40%** have started a new business project

**99.7%** of companies would recommend the services of the network

**48.5%** have reported an impact on their turnover

*Client satisfaction survey carried out in the second half of 2010 among 637 clients of the Network.*
The Catch? ... there isn’t one

• No defined time allocation - we screen for applicants likely to gain maximum benefit from the programme, then commit to investing as much time & effort as is required

• 100% funded & does not count towards de minimis ‘state aid’ allowance

• Information posted is anonymous until you choose to divulge identity to a prospective trans-national partner

• No contract to sign we simply request that you sign a Client Engagement Charter