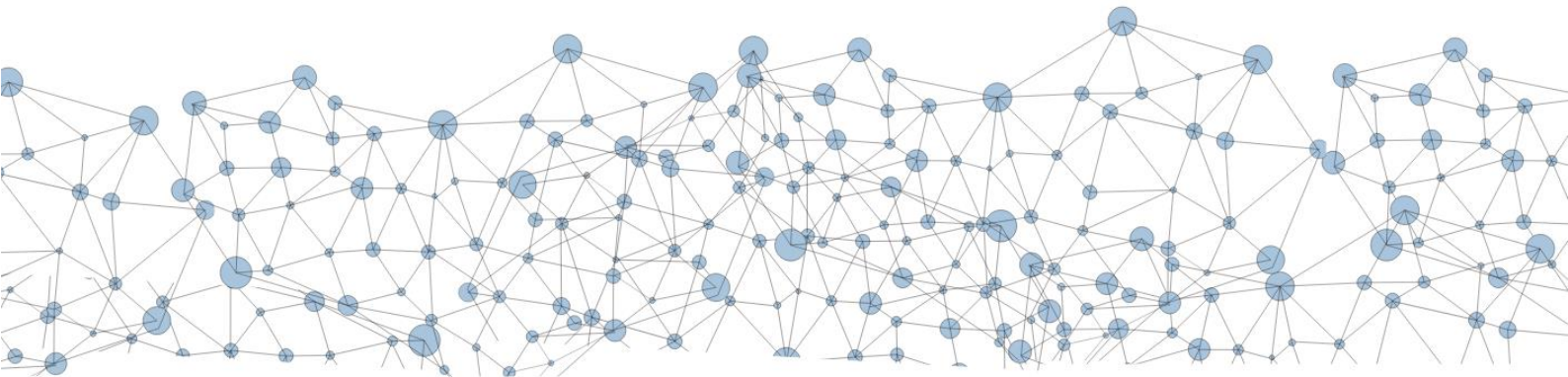


Best Practices COLLECTION

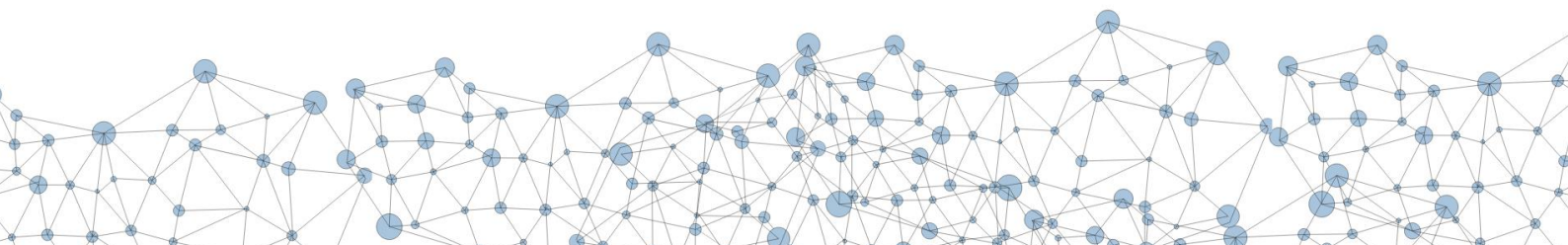
CLUSTER - DRIVEN SERVICES for SMES *- Focus on Life Sciences -*



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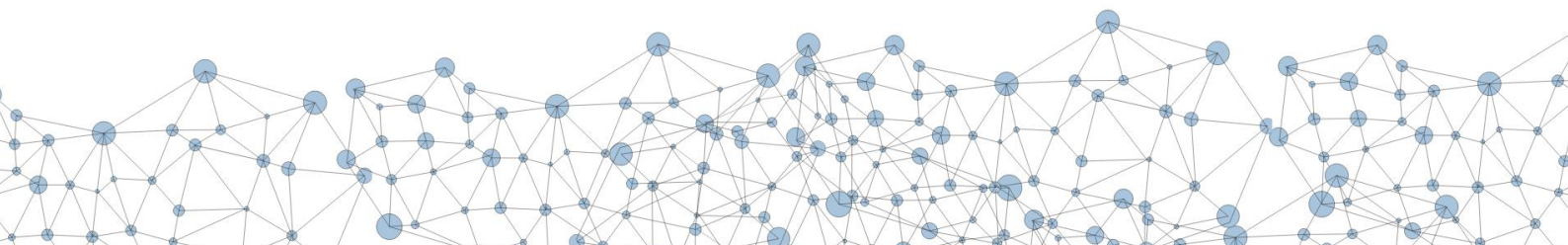
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Introduction

An enhanced cluster performance in a learning environment will strengthen the regional clusters capabilities and abilities to support regional smart specialization in the health, biotech and life science industry. We believe that the optimal way to advance the European Innovation and Business Support System is by establishing cross-cluster learning activities with sharing of best practices and by using experiential learning methodologies like “on-the-job” cluster management training. Thus, striving jointly to higher levels of cluster management excellence by learning through reflections on doing and applying learnings to the regional cluster level.

Cross-cluster learning is a solid part of CELIS “Cluster Management Training Plan”, where cluster managers share their experience and best-practices for SMEs services. The partnership organises regular meetings with other European clusters in the field of life sciences, to foster exchange and learning. Based on these meetings several best-practices have been extracted and are described in this document.



BioRN Scout – tailored scouting service for your partnering, investment and licencing needs.



Benefits/impact for SMEs

New academic/industry contacts; identification of industry partners; identification of academic collaboration opportunities

Description

To facilitate the transfer of innovation towards commercialization BioRN is offering a very flexible scouting service tailored to the needs of an innovation seeking company. Based on a detailed search profile provided by such a company, BioRN searches for and identifies fitting opportunities from academia, start-ups and medium-sized companies. This search is conducted by using all available means, including personal contacts, conference visits, literature research, and digital tools. The geographic range typically is the larger BioRN network in Germany, but mandates may also cover other geographies. In most cases the service comprises establishing contact and facilitating first discussions between innovators and innovation seekers, sometimes in the context of a larger partnering event, which the seeking companies also use to gain visibility in the Rhine-main-Neckar region.

Why and how the service has been established

Request by industrial members of cluster because Heidelberg is notoriously difficult to penetrate. Based on this a government-funded 2-year pilot project was developed, now BioRN Scout is offered on a fee-for-service basis.

Target groups

Academia, SMEs, Global healthcare companies

Metrics/measure of impact/results

Number of scoutings:11; opportunities identified: 540; shortlisted opportunities: 106; ensuing contracts: 8

Prerequisites to establish this service (e.g. relevant stakeholders, critical mass, ecosystem specifics,etc.)

Good contacts to many TTOs and generally large network; “networker” employees with technical expertise in sectors covered by service

Resources needed to run this service (FTE, soft skills, etc.)

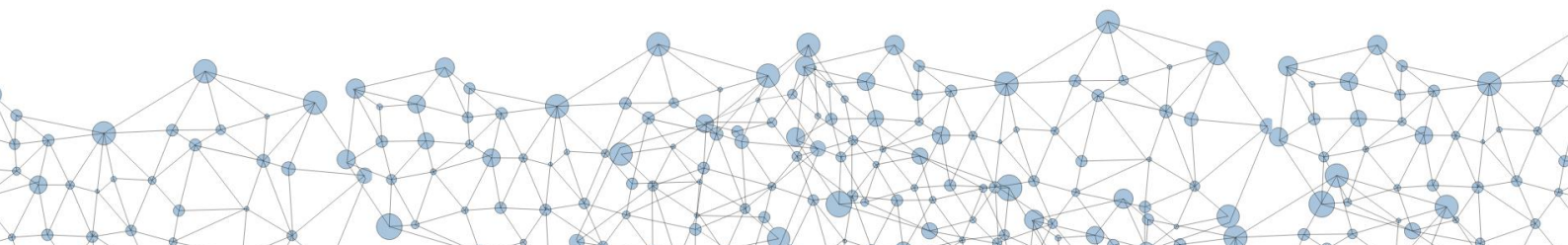
Absolut minimum 0.5 FTE, ideally more; employees with technical expertise covering sectors that are be included in service, if applicable several employees with different technical backgrounds

Useful links

<https://www.biorn.org/scouting>

Contact point

Friedemann Loos
Innovation Manager
BioRN Life Science Cluster Rhine-Neckar
fl@biorn.org



European Project Development

SMART HUB



**VLAAMS-
BRABANT**

Benefits/impact for SMEs

Participation in European collaborative projects, leading to financial support and intense cooperation with European companies and other actors that have complementary knowledge or assets

Description

The Europe Department of the province of Flemish Brabant alerts Smart Hub itself and the researchers and companies it supports, to opportunities to submit European project proposals or to take part in promising consortia. It coaches regional actors in selecting the right programme and call, to find partners, to write a successful proposal and to smoothly implement approved projects.

Why and how the service has been established

The province of Flemish Brabant is active in European projects since 2000. The Europe Department was created to maximize participation of Flemish Brabant actors in European projects. Since the start of Smart Hub Flemish Brabant in 2013, which itself initiated as a local ERDF project, the Europe Department also works with the cluster and its members.

Target groups

SMEs, larger companies, higher education organisations and research centres, authorities, civil society organisations.

Metrics/measure of impact/results

Per programme period, the Europe Department facilitates participation of regional actors in around 85 European projects, resulting in a net flow of more than 40 million euro to the region. In roughly ¼ of these projects, Smart Hub members play a role.

Prerequisites to establish this service (e.g. relevant stakeholders, critical mass, ecosystem specifics, etc.)

The province of Flemish Brabant invests in a team of 3 European programme managers, supported by 3 FTE communication and administrative staff. The province fulfils co-management tasks in certain programmes, resulting in privileged access to information. Good and intense relations to all relevant stakeholders in the province make life easier for the Europe Department.

Resources needed to run this service (FTEs, soft skills, etc.)

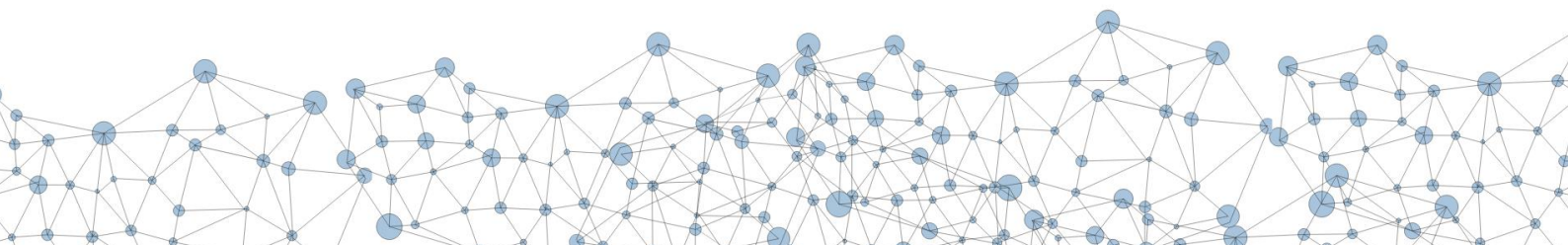
This service would work from ½ FTE upwards. Financial backing is helpful – it would be difficult (although doable) to make this service self-supporting.

Useful links

<https://www.vlaamsbrabant.prod.dropsolid-sites.com/nl/over-de-provincie/administratie/provinciale-diensten-en-organisaties/europa>

Contact point

Peter Dhondt
Province of Flemish Brabant
European projects and internationalisation
Peter.dhondt@vlaamsbrabant.be



Bringing funding closer to SMEs, startups



Benefits/impact for SMEs

Keeping an eye out for EU programs and investor networks and opportunities is quite a bit of work. The benefit of the service is that we can use our vast network and inform SMEs of different opportunities and forward the suitable ones for the companies we work with. We get more offers than the companies would get on their own through our network and tailored the information.

Description

Over the years, we have set up a network for learning of different dilutive and non-dilutive opportunities. Through this network, we have established a flow of information forwarded by a range of companies – EU funding bodies, investor networks, funds, large companies. Processing all this information could be quite difficult for smaller companies, where people are engaged in developing products and services and would not have time to look for specific opportunities outside their everyday activities. We help learn about available opportunities, assess the suitability for a range of companies, and forward the information.

Why and how the service has been established

The service was established when there was not enough funding for early-stage companies locally, and many companies were interested in the funding offered by EU programs or investors. The service was established as a natural outcome of getting more and more information on companies' support and forwarding this to them.

Target groups

Our activities are targeted to Estonian SMEs, startups, researchers and R&D institutions.

Metrics/measure of impact/results

No. of calls/ opportunities forwarded: 63

No. of companies engaged: 89 (71 SMEs, 18 research institutions)

Prerequisites to establish this service (e.g. relevant stakeholders, critical mass, ecosystem specifics, etc.)

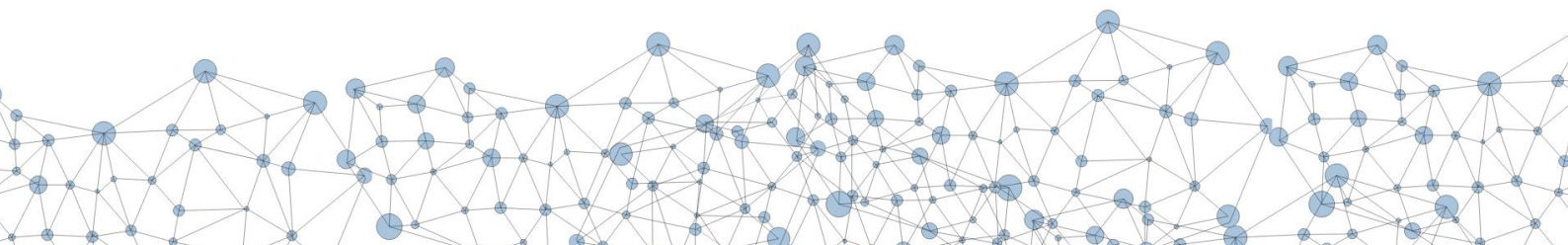
Prerequisite to establish this service is a global network of opportunities combined with supported SME and startup network.

Resources needed to run this service (MM, soft skills, etc.)

0,2 FTE, communication skills, evaluation skills, project management, application process knowledge, network

Contact point

sven@biopark.ee



Cluster-driven platform for strategic networks

medicon valley alliance

Creating Opportunities

Benefits/impact for SMEs

New partnerships, new business opportunities, new R&D collaborations, attract international talents and investments

Description

The Medicon Valley Alliance Networks gives member companies the opportunity to gain insights, exchange experiences and to network within specialized areas. The networks aim to stimulate cross border collaboration and on creating value for organisations in Medicon Valley.

Each Medicon Valley Alliance Network meets twice per year and hosting alternates among network's members. Agendas for the network meetings are agreed with the steering group of respective networks and the host of the upcoming meeting.

Participation in the Networks is open to all MVA-member companies and organisations, at no additional cost. Non-member organisations and companies are welcome to attend one network meeting for free to evaluate MVA membership.

Example: Medicon Valley Alliance Microbiome Network

As a consequence of the growing interest in microbiome science identified at the MVA Microbiome Summit 2017, MVA, together with key members, initiated in 2018 a professional network of Danish and Swedish microbiome scientist and business developers working in drug discovery, nutrition and probiotic development.

Why and how the service has been established

MVA establishes networks to stimulate cooperation in the triple helix context (industry, academia, government). A collaboration can take off only once the trust and the right environment are established. Moreover, by establishing those networks, one can easily identify challenges and potentials where partners can build on.

Target groups

universities, science parks, incubators, investors, hospitals, life science industry, regional councils

Metrics/measure of impact/results

No. of networks established: 5

No. of stakeholders involved: 300 (of which 70% SMEs)

Prerequisites to establish this service (e.g. relevant stakeholders, critical mass, ecosystem specifics, etc.)

MVA initiated the e.g. Microbiome Network after mapping 80+ complementary players from industry (global corporates and start-ups) and academia/hospitals in the field of microbiome. As a very innovative field (without a strong lead in EU), MVA identify the opportunity to attract talents and investment in the region.

Resources needed to run this service (FTEs, soft skills, etc.)

1 FTE (event management skills as well as ability to mobilize the member base to engage, so that the networks become member driven) + involvement from the cluster management unit in general

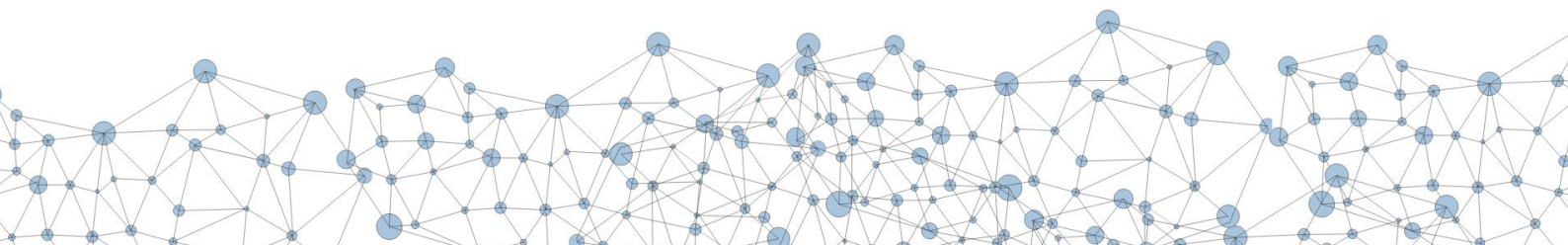
Useful links

<https://mva.org/networks/>

Contact point

Sofia Norås (Project Manager)

sn@mva.org



BioM inQlab: virtual incubator for the future of medicine



Benefits/impact for SMEs

Mentoring and Training: Mentor Circle, Pitch Doctor, Bootcamp

Network Development: Bioentrepreneur Lounge, M4Award

Investment: BioAngels, M4Award

Description

Bio^M GmbH offers extensive and individual support to start-ups and young entrepreneurs in medical biotechnology. We support you in developing a viable business model and in setting up a plausible business plan. We help you to identify the right financing and funding opportunities. In addition to our many years of experience, we provide you with a comprehensive network of industry representatives, investors and other relevant stakeholders. Together with our partners, we support you from your research idea to your successful start-up.

Why and how the service has been established

Biotechnology founders are the essence of BioM entrepreneurial ecosystem. They are the drivers of converting ideas into innovation-based success schemes. These instruments ensure that ideas are properly developed and supported towards innovation.

Target groups

Start-ups and academic projects for spin-out

Metrics/measure of impact/results

n.a.

Prerequisites to establish this service (e.g. relevant stakeholders, critical mass, ecosystem specifics, etc.)

Diverse ecosystem including academia, global corporates, investors and mentors networks

Resources needed to run this service (FTEs, soft skills, etc.)

Two FTEs at cluster level to coordinate the different initiatives.

Useful links

<https://www.bio-m.org/en/for-start-ups.html>

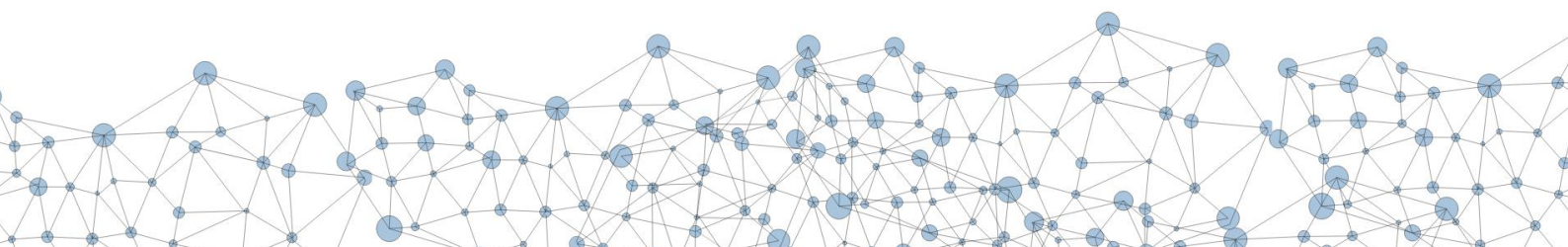
Contact point

Dr. Petra Burgstaller

Head of inQlab

BioM GmbH

burgstaller@bio-m.org



Oslo Cancer Cluster Incubator – a dynamic, creative and professional growth environment



Benefits/impact for SMEs

Flexible office and lab space, Plug and play, Publicly funded incubator-services, Global investor network, Global pharma network, One to one guiding & competence building, Business development, IP and regulatory insights, Trainings seminars, Co-localization.

Description

Oslo Cancer Cluster Incubator accelerates development of cancer diagnostics and therapies by facilitating a comprehensive cancer innovation ecosystem.

The Incubator is an integrated part of Oslo Cancer Cluster Innovation Park and located next to the Institute of Cancer Research, Oslo University Hospital (Radiumhospitalet) and Ullern Upper Secondary School. The Incubator provides a dynamic, creative and professional growth environment for scientists and start ups, as well as an inspirational campus for students with ambitions in life science.

A dedicated team offers members of the Incubator research facilities, business development services and access to an extensive international network of key investors and industrial players.

The Incubator holds 5 000 square metres of offices and laboratories including start ups, global pharma, consultants, service providers, investors and research institutions. A wide range of meeting room and auditorium facilities are available on request.

The Incubator is supported by the Norwegian government to establish health care business in Norway.

Why and how the service has been established

The aim of OCC Accelerator programme is to identify, select and develop promising innovations to improve the lives of cancer patients. The goal is to make the projects viable candidates for private and public investments. A unique feature of the programme is that the Incubator staff takes an active role in the planning and development activities.

Target groups

Start-ups and academic projects in spin-off

Metrics/measure of impact/results

n.a.

Prerequisites to establish this service (e.g. relevant stakeholders, critical mass, ecosystem specifics, etc.)

Diverse ecosystem including academia, global corporates, investors and mentors networks
Physical space, public funding and pharma sponsoring.

Resources needed to run this service (FTEs, soft skills, etc.)

c.ca 4 FTEs

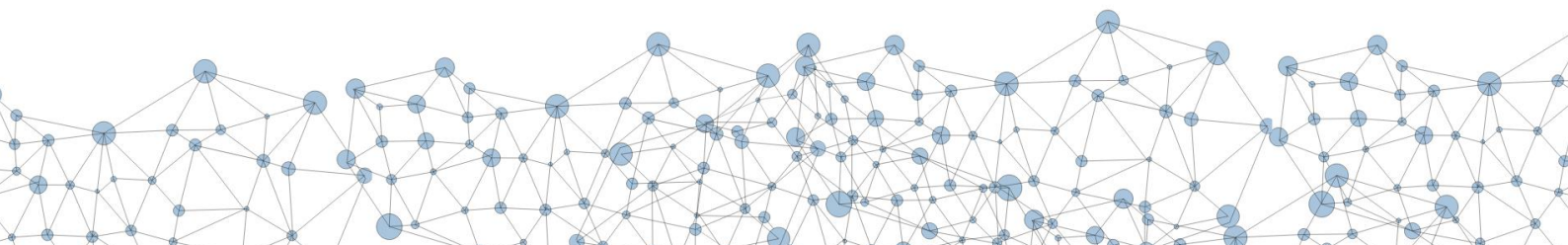
Soft skills required: business development, lab management, community management

Useful links

<https://occincubator.com/>

Contact point

Jutta Heix, PhD
International Advisor
Oslo Cancer Cluster



PUBLIC PRIVATE PARTNERSHIP as the future of innovative health: GoCo Health Innovation City



Benefits/impact for SMEs

Collaboration for new ideas, a meeting ground for new knowledge and new solutions.

Description

GoCo Health Innovation City boasts a diverse set of companies, organizations, and individuals working to unlock new solutions to global health challenges. GoCo Health Innovation City is already home to world-class health and life science companies, including AstraZeneca, Essity, and Wellspect/Dentsply, as well as the globally-renowned BioVentureHub. Situated at the heart of the AstraZeneca site, the BioVentureHub provides 30 emerging bio- and medtech companies the unique opportunity to co-locate and collaborate with both each other and with AstraZeneca. GoCo Health Innovation City is strategically located just minutes from Gothenburg – Sweden’s second largest city – which boasts world-class universities, industries, and innovation clusters. The Gothenburg region is home to an impressive 450 life science companies, which together employ more than 7,500 people.

Why and how the service has been established

To establish a meeting ground for new knowledge and new solutions in the healthcare field.

Target groups

GoCo Health Innovation City brings different worlds, fields, and people together, facilitating a space for inspiring collaboration and co-innovation: large corporations, entrepreneurs, academia and research, creatives, small companies, public sector.

Metrics/measure of impact/results

30 emerging bio- and medtech companies are hosted and further expansion is planned by 2022 to opening up for hundreds of companies, organizations, institutions, and individuals

Prerequisites to establish this service (e.g. relevant stakeholders, critical mass, ecosystem specifics, etc.)

Existing health ecosystem, critical mass, diverse players

Resources needed to run this service (MM, soft skills, etc.)

A team of about 10 persons to run and develop the partnership.

Diversity is not only needed in the target groups and stakeholders but also at management level (investors, corporates, communication).

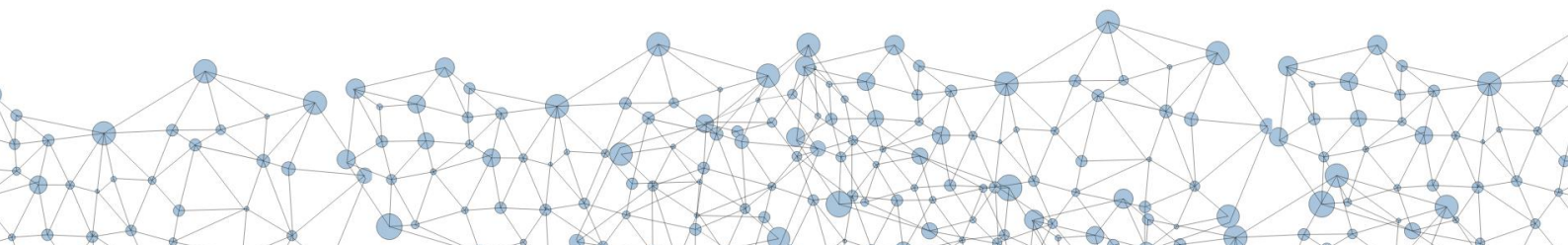
Useful links

<https://goco.se/>

Contact point

Iris Öhrn

Investment Advisor – Life Science /Healthcare
Business Region Göteborg AB



BioRegion Portfolio: Biocat's Business Development program for an ecosystemic scaleup

The Biocat logo consists of the word "biocat" in a white, lowercase, sans-serif font, centered within a solid red square.

Benefits/impact for SMEs

Cluster-Facilitated Business Development, Access to new industry partners, scouters and investors; internationalization opportunities; Regional pipeline showcasing.

Description

The BioRegion of Catalonia Portfolio is the result of Biocat's proactive detection and detailed monitoring of innovative projects generated from academia, hospitals and startups in life sciences and healthtech (biotech, medtech, digital health). Records of more than 1000 assets are maintained and updated, including description, contacts, subsector, therapeutic areas, technologies, pipeline and capital raised, among other meaningful information (participation in acceleration programs, activities, competitive funding, etc.). Entrepreneurs, researchers and innovators provide their non-confidential onepagers to be delivered upon request from targeted investors and corporates, as a result of a systematic process of business development carried out at ecosystem level by Biocat.

Why and how the service has been established

Biocat is the institution that brings together the life sciences and healthcare innovation community in Catalonia. Created in 2006 at the behest of the Government of Catalonia, Biocat's mission is to maximize the economic and social impact of the life sciences and healthcare innovation of the BioRegion. Biocat maintains this comprehensive portfolio on Salesforce as part of its strategy of achieving high performance of the ecosystem, leveraging data as a strategic asset. This is one of the mechanisms through which Biocat accelerates technology transfer and business growth and contributes to increasing the value of the sector, placing special emphasis on the added value of research, knowledge and technology transfer, internationalization and access to capital.

Target groups

Academia, SMEs, TTOs, global Investors and Corporates.

Metrics/measure of impact/results

1000 records; 7 International & National "The Investment Readiness Series" ("TIRS", investors-companies matchmaking events); 200 International investors & corporates contacted, generating 150 exchanges and over 60 "Matching Days" meetings.

Prerequisites to establish this service (e.g. relevant stakeholders, critical mass, ecosystem specifics, etc.)

Fluid and trust-based contact with academia, hospitals, TTOs and startups at regional level. A critical mass of projects forming a comprehensive ecosystem pipeline, stratified by maturity, interests (partners, markets...) and investment needs. A life sciences team of seasoned experts on tech transfer, acceleration and internationalization.

Resources needed to run this service (FTEs, soft skills, etc.)

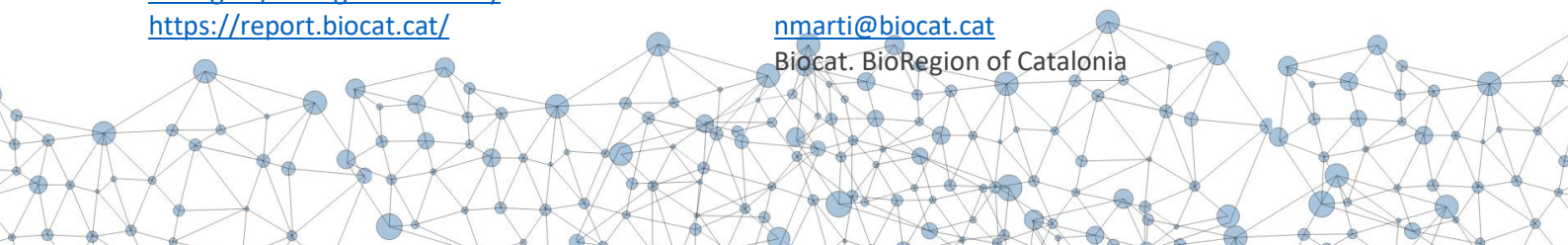
This comprehensive dataset runs on Salesforce, where exploitation, extraction, and data visualizations are automatized. Data modeling is crucial to perform efficient management capturing this data and evaluating KPIs, as well as a good design of the analysis and the update process. 3 FTE are needed to maintain the salesforce data set, follow-up and update the onepagers and actively promote the portfolio

Useful links

<https://www.biocat.cat/en/about-bioregion/bioregion-directory>
<https://report.biocat.cat/>

Contact point

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Director of Innovation
nmarti@biocat.cat
Biocat. BioRegion of Catalonia



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