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Business Offer

Dutch manufacturer and supplier of products to treat minor skin ailments is looking for distributors

Summary

The client is a family owned, Dutch SME and manufactures and supplies in wound care, maternity care, cryotherapy, crèmes and sprays to treat minor skin ailments. Products are sold through pharmacies and drug stores and are available without prescription from a General Practitioner. The company has a strong international focus and is looking for new distributors in Europe, both for countries existing and for new markets.

Creation Date 26 January 2016
Expiration Date 27 January 2017
Reference BONL20160126001

Details

Description

The client is a Dutch, family owned SME with a long track record in wound care. More than 100 years of experience with successful innovations. Nowadays a worldwide supplier of products to treat minor skin ailments. Products are sold through pharmacies and drugstores. All are available without prescription of a General Practitioner. All products are listed as 'cosmetics' or Medical Device Class 1 of 2a.

The last 25 years the company developed multiple products to treat warts, bruises, skin tags, burn wounds, scars and other products for topical use. Some with cryotherapy, others with crèmes or sprays. Mostly the products are 100% natural and/or mostly natural.

The products are sold with good margins for retailer and distributors. The company gets audited regularly and passes always with flying colours.

In order to expand their international business the company is looking for distributors in all European countries, also in the countries where they are already present. If sales results are satisfactory, per product exclusivity can be negotiated. Focus on results and long term relationships.

Advantages and Innovations

Client's products are sometimes patented or with unique features and benefits. Widely regarded as top of the market, yet in price equal to competitors.

Technical Specification or Expertise Sought

The client is looking for distributors in all European countries with experience in self-help medical devices, an extensive network of pharmacies and/or drugstores and knowledge and insights about wound care, skin care, maternity care.

IPR Status

Patents granted

Comment Regarding IPR status

Some of the client's products are protected by patents.

Keywords

Technology

06001015

Pharmaceutical Products / Drugs

Network Contact

Issuing Partner

AGENCIA ANDALUZA DEL CONOCIMIENTO

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Open for EOI : **Yes**

Client

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English

Dutch

German

French

Spanish

Client Country

Netherlands

Partner Sought

Type and Role of Partner Sought

The precise role of the partner will depend on the form of cooperation. Distributors who have a strong and well-known brand name in their own region/country may sell the client's products under their own name. However, the distributor is also welcome to use the client's name to sell the products. This will be discussed in further detail when cooperation negotiations have started.

The branding will affect the support given in marketing by the client.

If sales results are satisfactory, per product exclusivity can be negotiated.

The clients's products are certified in almost all European countries. However, if the products need (additional) certification, this will be responsibility of the partner. Nonetheless, the client will stay responsible for the quality of the product, packaging and user instructions.

Type and Size of Partner Sought

SME 11-50, SME <10

Type of Partnership Considered

Distribution services agreement

Business Offer

UK-based SME offers specialised medical photography services

Summary

A UK-based SME offers their specialised range of photography and imaging services within the healthcare, pharmaceutical and legal industries. These photographic services can provide standardised, high quality images that can effectively provide robust evidence of a treatment during a clinical trial or in the clinic as well as provide evidence for legal cases that can be presented in court. The SME envisages offering these specialised services to partners companies as a services agreement.

Creation Date 29 January 2016
Expiration Date 09 February 2017
Reference BOUK20160129003

Details

Description

A UK-based SME offers their specialised range of photography and imaging services within the healthcare, pharmaceutical, biotechnology and legal industries.

During clinical trials efficacy of an investigative product or evidence of treatment may be indicated by subtle, visual changes that occur over time. Such changes may be missed by subjective methods such as simple observation requiring a more robust approach.

The UK-based SME has a wide range of photography and imaging services and can provide standardised, high quality medical photographs that can effectively identify specific characteristics, so visually providing evidence of a treatment (or the effectiveness of an investigational medicinal product). Such accurate photographs may also provide evidence of subtle changes indicative of a study compound or treatment that may be missed by more subjective approaches. Such images can be compared objectively over a period of time to provide an unbiased viewpoint or to form statistical data as part of the trial results.

The SME is offering its medical photography services to companies and research institutions conducting clinical trials in order to provide visual evidence in support of clinical trial results. The SME is also offering these photography services to companies working in various healthcare fields such as cosmetic surgery and dentistry to provide accurate records of the efficacy of treatment. In addition the SME is offering its services to companies working in the medico-legal field to provide evidence for medical negligence cases.

The SME envisages the partnership will take the form of a services agreement.

Advantages and Innovations

The SME's photographers are:

- Fully qualified Medical Photographers with over 15 years' experience managing imaging endpoint studies within clinical research.
- Vastly experienced in NHS, Forensic and Clinical Trial photography.
- Members of the Institute of Medical Illustrators (IMI).
- Operating under the Code of Practice set out by the Institute of Medical Illustrators.
- Fully aware of the legal requirements and regulations covering issues such as confidentiality, consent, data protection and good clinical practice.

In addition the SME can:

- provide precise measurements or statistical data from individual or large volumes of images
- produce primary and/or secondary endpoint data for clinical trials and set-up and manage panel reviews to provide qualitative data to support studies.
- review images within a 24 hour timeframe to effectively monitor and constructively provide feedback on the standard of images taken within a clinic or clinical trial and highlight any ongoing issues and provide advice or additional training.

Stage of Development

Already on the market

IPR Status

Secret Know-how

Profile Origin

Other

Keywords

Technology

06001002

Clinical Research, Trials

Network Contact

Issuing Partner

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Open for EOI : **Yes**

Client

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English

Client Country

United Kingdom

Partner Sought

Type and Role of Partner Sought

The SME is seeking companies and research institutions that are conducting clinical trials and require specialist medical photography service to support such trials by providing visual evidence of treatment outcomes.

They are also seeking partnerships with companies operating within healthcare fields such as dentistry and cosmetic surgery to provide photographic evidence of treatment efficacy. Partnerships with companies working in the medico-legal field to provide such companies with photographic evidence for legal cases will also be considered.

The SME envisages that they will provide their medical photography services to partners under a services 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

Business Offer

Highly-sensitive chemiluminescent biological probes offered to bioscience and medical labs

Summary

A UK-based chemical company with long track record of research projects offers to biotech and medical research companies and laboratories a highly-efficient chemiluminescent biological probe (acridinium NHS ester), to be used in immunoassays, protein labeling and medical diagnostics. The company offers a range of modified acridine derivatives and other products under a manufacturing agreement and also highly qualified consultancy services related to projects involving complex organic synthesis.

Creation Date 25 November 2015
Expiration Date 06 January 2017
Reference BOUK20151120002

Details

Description

An SME based in South Wales has been involved in the preparation of chemiluminescent biological probes for many years. Now it offers for sale the original acridinium NHS ester (CAS Reg. No. 177332-37-5) for use as a chemiluminescent biological probe (e.g. simultaneous quantification of multiple nucleic acids using chemiluminescence quenching techniques) at a discounted cost of £250 for 5 milligrams (further discounts possible for larger quantities). Other chemiluminescent materials may be available on request.

In use, molecules of the chemiluminescent probe are attached to biological materials, such as antibodies or oligonucleotides, which are capable of recognising specific antigens or specific complementary strands of DNA or RNA. When treated with hydrogen peroxide, they emit light, which can be measured very sensitively (about 1000 times more sensitively than photo-induced fluorescence) in a luminometer (a machine that does all of the injections automatically and measures the amount of light emitted, as well as the wavelength profile). Thus, the presence of the appropriate marker compound (the antigen or complementary DNA strand) can be rapidly established, indicating whether the corresponding disease state or contaminating agent is present.

The company may be able to offer variants of the acridinium ester with different substituents on the acridine ring (affecting the luminescent properties, e.g. wavelength and quantum yield), or different substituents on the phenolic ester part of the molecule (affecting the rate of the chemiluminescent reaction and the ease of hydrolysis of the ester, which can be important in hybridisation protection assays (HPA), etc.).

Additionally, the company can offer a range of polymeric sulfides $-[S(CH_2)_n]_m-$, which can be useful as catalysts, as borane carriers, or for other synthetic purposes that users might have in

mind. These are available from the existing stock, and the full list can be produced on request.

The company also offers highly qualified consultancy services for either stand-alone problems related to complex organic synthesis, or for larger projects involving such synthesis as an integral part of drug research, pharmaceuticals, fine chemicals, etc.

Advantages and Innovations

The main advantage of use of chemiluminescent biological probes is sensitivity. Chemiluminescence can be reliably and very sensitively detected, chiefly because of the absence of light scattering and no interference from other luminescent materials (which combine to give much higher background in the case of photoluminescence). This means that many biological markers can be detected at much lower concentrations, allowing earlier detection of disease, or in some cases avoiding the need for PCR (polymerase chain reaction) or other enhancement technologies.

Technical Specification or Expertise Sought

Offered product (acridinium NHS ester) is sparingly soluble in aqueous solutions; it can be stored for prolonged periods of time. It can be used to label proteins and nucleic acids. Acridinium labeled proteins can be used as a detection method in immunoassays.

Stage of Development

Already on the market

Comments Regarding Stage of Development

The main product (acridinium NHS ester) is available immediately. Other products are offered; please enquire for details.

IPR Status

Other

Comment Regarding IPR status

There is no IP ownership associated with acridinium NHS ester; there might be IP rights related to some new products developed in collaboration with academic partners.

Profile Origin

Private (in-house) research

Keywords

Technology

05001004	Organic Chemistry
06001003	Cytology, Cancerology, Oncology
06001005	Diagnostics, Diagnosis
06001009	Gene - DNA Therapy
06002001	Biochemistry / Biophysics

Network Contact

Issuing Partner

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Open for EOI : **Yes**

Client

Already Engaged in Trans-National Cooperation

Yes

Experience Comments

The company collaborated with several world-class clinical diagnostics and research products companies and national research laboratories, and a number of well-known academic research groups over chemiluminescent work. It has extensive experience of working on research projects supported by the Government grants. The company's management has track record of receiving special awards and prizes from the Royal Society of Chemistry, etc.

Languages Spoken

English
Arabic

Client Country

United Kingdom

Partner Sought

Type and Role of Partner Sought

The envisaged primary customers are the biotech and medical companies involved in developing kits for medical diagnostics. Also, this offer can be of interest to bioscience and medical research laboratories, pharmaceutical companies and large specialist chemicals suppliers (e.g. Sigma-Aldrich, Fluka, Bayer, Merck, etc.).

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

Manufacturing agreement

Business Offer

Service provider of gene expression profiles in subsets of cells in complex tissues from animal and human origin is looking for agents

Summary

A Dutch SME has developed a protocol and working method to analyze gene expression profiles in subsets of cells in human or animal tissue. They are looking for agents to represent them in the partners' country. The partner should have a broad network of hospitals, pharma and medical organisations.

Creation Date 26 January 2016
Expiration Date 04 February 2017
Reference BONL20160126002

Details

Description

A Dutch SME has developed a well validated protocol for analyzing gene expression profiles in subsets of cells in complex tissues from animal and human origin.

The protocol uses laser dissection microscopy to isolate predestined cells from tissue sections and to subject their ribonucleic acid (RNA) to quantitative reverse transcription polymerase chain reaction (RT-PCR) analysis. In this way the molecular control of cell behavior in different compartments of healthy and diseased tissues can be determined. Moreover, the effects of therapeutic intervention can be analyzed at the molecular level in the cells of interest.

In general the technology allows the analysis of small groups of cells with comparable features in a complex tissue. The analysis of small groups of similar cells was until recently hampered by the low amount of material available for subsequent read-out technologies. Only recently this has changed due to technological breakthroughs which include the application of laser micro dissection to tissue analyses. This technique now routinely ensures good quality RNA for real-time RT-PCR analysis, and also allows protein based read-out techniques to be applied.

The client's approach assigns the molecular basis of cell (dys)function and effects of drug treatment in complex tissue to specific cell types. This compartmentalization will provide a better insight in the true pharmacological behavior of a compound in relation to the disease status. Moreover, they have proven expertise in analyses of in vivo samples in endothelial biomedicine and vascular drug targeting research of inflammatory conditions and cancer.

The partner is expected to represent the client in the partner's country, which includes, but is not limited to, represent the client at relevant trade fairs, actively build/expand its network of parties in the pharmaceutical and medical industries and acquire leads for the client.

Advantages and Innovations

The advantage of studying cells in their in vivo (patho)physiological environment compared to performing in vitro research:

- It provides more information about your (new) drug
- It eliminates the following issues:
 - 50% of attrition in the clinical phase of drug development is attributed to lack of efficacy and unwanted toxicity of the new drug.
 - the lack of knowledge on how a new drug in the drug development pipeline affects cells in complex in vivo tissues in preclinical models.

This will allow parties to make better drugs faster.

Technical Specification or Expertise Sought

Representation of the client in partner's country.

Keywords

Technology

06001015

Pharmaceutical Products / Drugs

Network Contact

Issuing Partner

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Open for EOI : **Yes**

Client

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English
Dutch
German

Client Country

Netherlands

Partner Sought

Type and Role of Partner Sought

The client is looking to establish a commercial agency agreement with parties who will represent the client in their country and will promote the technology among interested parties in order to acquire sample tissue to be analyzed.

The partner is expected to represent the client in the partner's country, which includes, but is not limited to, represent the client at relevant trade fairs, actively build/expand its network of parties in the pharmaceutical and medical industries and acquire leads for the client.

Type and Size of Partner Sought

SME 11-50,251-500,SME 51-250

Type of Partnership Considered

Commercial agency agreement

Business Offer

Spanish company producing a 100% natural skin regenerative cosmetic cream looks for a distribution or a commercial agency agreement.

Summary

The Spanish company produces and has registered a centenary formula based on 100% natural ingredients, with applications in cosmetics and in the cutaneous regeneration field. This cosmetic cream, thanks to its exclusive extracts from selected herbs and rare plants, is particularly suitable for all kind of skin in need of special regenerating help (for example: wounds, burns, surgical operations, scars, acne, etc.). The company is looking for a distribution or a commercial agency agreement.

Creation Date	27 January 2016
Expiration Date	24 February 2017
Reference	BOES20151118002

Details

Description

For more than 100 years, the Spanish company produces a 100% natural cream which, thanks to its exclusive formula from select extracts of herbs and rare plants and coated with a highly tolerable base for the skin, causes a regenerating effect absolutely extraordinary. The cream achieves great results in the fields of the pre and postoperative cosmetics and of the intensive skin regeneration.

It is specially indicated for the skins that, due to the environmental daily loads and also of exceptional stressful situations (wounds, burns, surgical operations, scars, acne, etc.), need a special regenerating help.

Some characteristics of the cream:

- It regenerates the natural protection barrier of the skin.
- It stimulates intensively the cutaneous tautness and flexibility.
- An enormous effectiveness thanks to its occlusion effect.
- Active ingredient concentrate for skin soothing with a maximum of regenerative power.
- It vitalizes the skin immediately.
- It calms intensively the skin and aids its recovery.
- Significant reduction of the transdermal water loss.

The company looks for partners abroad in order to reach a distribution agreement or a commercial agency agreement.

Advantages and Innovations

The healing skin tissue regenerates itself better and becomes optically less visible. The cream is 100% made of natural ingredients and stimulates intensively the cutaneous regeneration and the new cells formation.

Stage of Development

Already on the market

IPR Status

Secret Know-how, Patent(s) applied for but not yet granted

Profile Origin

Private (in-house) research

Keywords

Technology

06001007	Emergency medicine
06001015	Pharmaceutical Products / Drugs
06001017	Surgery

Network Contact

Issuing Partner

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Open for EOI : **Yes**

Client

Already Engaged in Trans-National Cooperation

No.

Languages Spoken

English
Spanish

Client Country

Spain

Partner Sought

Type and Role of Partner Sought

The company is looking for a distribution company or a commercial agent in order to reach either a distribution agreement or an agency agreement.

The partners should be connected with the cosmetics sector in general and skin care-protection and treatment (for example: health-beauty in general, drugstores, cosmetic stores, pharmacies and parapharmacies, etc.)

Type of Partnership Considered

Distribution services agreement

Commercial agency agreement

Business Offer

UK SME specialised in medical and diagnostic product development and technology offers sub contracting and service agreements

Summary

A UK medical device consultancy and technology provider offers its expertise and supply chains in medical device design and manufacturing to help bring products to market. Every aspect of a project can be supported from early stage product scoping, concept generation and detailed design through to full volume manufacturing. The company offers sub contracting and service agreements to academic institutions, life science, consumer and medical device companies.

Creation Date 09 February 2016
Expiration Date 15 February 2017
Reference BOUK20160209002

Details

Description

The UK company has over 20 years of experience developing instrumentation, implants and diagnostic based systems and can offer a full end to end service, from product development to manufacture, or supplemental services to complement a client's existing capabilities.

The company offers all disciplines to solve product design issues, from project scoping, research and concept generation, detailed design to deliver a fully conceived product design and development strategy.

Attention to detail, a flexible approach and a network of trusted partners, ensures that the functionality and aesthetics of each product is maintained through to final output.

The company has extensive experience in medical device development for microfluidic based In Vitro Diagnostics (IVD) products as well as chronic implants. The company also offers reference designs, prototypes and supply chains that can reduce development risk and accelerate project timelines.

The company offers its services and experience through service and sub contracting agreements to industrial and academic partners who are looking to develop new products and technologies in the fields of life sciences and medical devices.

Advantages and Innovations

The UK company offers:

- Long established industry experience in medical device development
- Reference designs, prototypes and supply chains that can reduce development risk and

accelerate project timelines.

- Tailored approach to suit clients needs and requirements
- Flexible and collaborative approach capable of supporting small consulting projects through to complete product development services.
- Trusted professional network of support services ensures bespoke high quality cost effective solutions.

Keywords

Technology

06001005

Diagnostics, Diagnosis

06004

Micro- and Nanotechnology related to Biological sciences

Network Contact

Issuing Partner

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Open for EOI : **Yes**

Client

Already Engaged in Trans-National Cooperation

No.

Languages Spoken

English

Client Country

United Kingdom

Partner Sought

Type and Role of Partner Sought

The UK company offers service and subcontracting agreements to companies and research organisations operating in or seeking to diversify into the scientific, medical and consumer health markets who require support and expertise to develop new product ideas through to successful product launch.

Type of Partnership Considered

Services agreement
Subcontracting

Business Offer

Swedish company specialized in permanent make-up with cosmetic pigmentation is looking for distributors in Denmark and Norway

Summary

A Swedish company specialized in permanent make-up through an innovative, approved and certified technology of cosmetic pigmentation is looking for distributors in Denmark and Norway. The potential partner is a supplier and/or wholesaler within the cosmetic industry such as beauty salons/clinics and beauticians/estheticians.

Creation Date	18 January 2016
Expiration Date	19 January 2017
Reference	BOSE20160118001

Details

Description

The company is privately owned and was established in 2009. They own a beauty clinic in Sweden with highly skilled staff of beauticians/estheticians. They have an exclusivity agreement for the entire Scandinavian market for a brand (European leaders) within permanent make up through a cosmetic pigmentation process which is conducted by a certified therapist and approved by the Swedish medical authorities. This technology is already used in over 1000 beauty clinics around the world. They have been working the past three years since 2012 promoting this innovative and secure method of permanent make up and have during these years provided over 100 beauty salons in Sweden with education, certification, service and products.

The main customers of the company are wholesalers within cosmetics, beauty salons/clinics, beauticians/estheticians but also plastic surgeons and sales is conducted through partnerships with distributors and beauty clinics in the Swedish market. The company is looking for suppliers and wholesalers within cosmetics and also beauty salons/clinics, beauticians/estheticians who have an established network of customers/patients in Scandinavia particularly in Denmark and Norway to distribute and sell their exclusive brand coupled with training and education in performing the make-up according to the certified method.

Advantages and Innovations

The knowledge and experience of the persons working in the company is extensive within skin therapy due to the company's highly skilled staff working in their own beauty clinic. The company offers a leading method for permanent make-up.

The main advantages:

- Secure for the customer – approved by the Medical Products Agency (MPA) which is the Swedish national authority responsible for regulation and surveillance of the development, manufacturing and marketing of drugs and other medicinal products.
- Distributor advantages – European leading brand, high quality products that meet all the standards of the EU. Good margins. Acces to training, sales channels and advertising-materials.
- The technology - easy to use products for beauticians/estheticians. It is easy and straightforward to perform a treatment as it allows the therapist to create pigmentation according to the customers wishes.

Technical Specification or Expertise Sought

-

Stage of Development

Already on the market

IPR Status

Exclusive Rights

Keywords

Technology

03004006	Organic Substances
03004011	Care, Hygiene, Beauty
06001016	Physiology
11002	Education and Training

Network Contact

Issuing Partner

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Open for EOI : **Yes**

Dissemination

Restrict Dissemination to Specific Countries

Denmark, Norway,

Client

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English
Swedish
German

Client Country

Sweden

Partner Sought

Type and Role of Partner Sought

The company is looking for suppliers and wholesalers within cosmetics and/or beauty salons/clinics, beauticians/estheticians who have an established network of customers/patients in Denmark and Norway for a distribution agreement. It is important that a potential partner has the knowledge and experience of the Danish and/or Norwegian market.

Type and Size of Partner Sought

SME 11-50, SME <10, SME 51-250

Type of Partnership Considered

Distribution services agreement

Business Offer

UK company seeks distributors for novel electrotherapy neuromuscular stimulator devices

Summary

A UK based company is looking for distributors in the EU and elsewhere to market its novel neuromuscular electronic stimulation devices for treating a wide range of soft tissue injuries and muscle problems. Potential partners should have experience in selling durable medical equipment and therapeutic devices into hospitals, clinics and doctors practices and have knowledge of wound healing and musculo-skeletal rehabilitation.

Creation Date 06 January 2016
Expiration Date 06 January 2017
Reference BOUK20151215002

Details

Description

A UK based company is looking for distributors in the EU and elsewhere to market its novel neuromuscular electronic stimulation device.

The companies' devices are non-invasive and used to treat Muscle Spasm, Prevention or Retardation of Disuse Atrophy, Re-Education and Strengthening of Muscle Groups, Maintaining and Increasing Range of Motion, Reducing Edema (Swelling) and Increasing Local Blood Circulation.

The devices are effective for treating soft tissue injuries (back strains and sprains), TMJ, stress induced muscle problems (cervical and neck spasms), frozen shoulder syndrome, ACL knee problems, Diabetic Neuropathy, Pressure Sores, Decubitus ulcers (stage four), Lack of Circulation, Carpal Tunnel Syndrome, Sports injuries such as groin pulls, shin splints, muscle imbalances to mention a few.

Advantages and Innovations

The devices are FDA-registered and CE-approved neuromuscular electronic stimulators using true Alternating Current (AC) Output of high voltage and low amperage to invoke muscle contractions without pain. The devices are safe and portable for in home use by a patient.

Stage of Development

Available for demonstration

Comments Regarding Stage of Development

The product is fully developed and ready for marketing. The required supply chains are set-up and marketing material available.

IPR Status

Other

Profile Origin

Other

Keywords

Technology

06001013

Medical Technology / Biomedical Engineering

Network Contact

Issuing Partner

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Open for EOI : **Yes**

Dissemination

Restrict Dissemination to Specific Countries

Armenia, Austria, Belgium, BosniaandHerzegovina, Brazil, Bulgaria,
Canada, Chile, China, Croatia, Cyprus, CzechRepublic, Denmark,
Egypt, Estonia, Finland, France, Germany, Greece, Hungary,
Iceland, India, Ireland, Israel, Italy, Japan, Latvia, Lithuania,
Luxembourg, Macedonia, TheformerYugoslavRepublicof, Malta, Mexico,
Moldova, Montenegro, Morocco, Netherlands, Norway, Poland,
Portugal, Romania, Russia, Serbia, Slovakia, Slovenia, SouthKorea,
Spain, Sweden, Switzerland, Tunisia, Turkey, Ukraine, UnitedKingdom,

Client

Already Engaged in Trans-National Cooperation

Yes

Experience Comments

The company conducts research and develops medical devices in the field of neuromuscular stimulation.

Certification Standards

ISO 13485

Languages Spoken

English
Spanish

Client Country

United Kingdom

Partner Sought

Type and Role of Partner Sought

To enter the market in various countries, a distributor with experience of selling durable medical equipment (therapeutic devices) into Hospitals (Public and Private), Clinics and Doctors Practices. Knowledge of wound healing and musculo-skeletal rehabilitation is sought. The distributor should hold stock to respond quickly to demand by customer. The mode of cooperation will be discussed on an individual level.

Type and Size of Partner Sought

SME 11-50, >500 MNE, 251-500, SME 51-250

Type of Partnership Considered

Distribution services agreement

Research & Development Request

URGENT - PS H2020 FTIPilot-01-2016: A new rapid sensor device for detection of biomarkers directly in the exhaled breath

Summary

An Italian SME, based in Milan, has developed a new sensor for detection of biomarkers directly in the exhaled breath. The device has been designed and developed to provide a simple, rapid and low cost medical device, suitable to carry out the real time analysis of acetone in the exhaled breath. Partners sought, in order to complete the proposal under H2020 FTIPilot-01-2016 call, are SMEs, expert in manufacturing medical or chemical analysis devices, and private laboratories/clinics.

Creation Date 08 January 2016
Expiration Date 18 January 2017
Reference RDIT20160108001

Details

Description

An Italian company based in Milan and active in the field of chemical analysis instrumentation development is looking for additional partners to complete a project proposal under the H2020-Fast Track to Innovation Pilot Scheme. The Company intends to develop new techniques for detecting biomarkers in the human breath and to launch an innovative industrial product into the market. Currently, the stage of the novel device is at an advanced level of development. A prototype has been prepared in the laboratory. The prototype have to be clinically validated during the project. The acetone sensor has been developed by an Italian research group.

The consortium in preparation already consists in 3 partners:

- 1° - the SME described above as technical leader. It has the experience of leading / coordinating several EU projects for over 20 years and have recently focused its R&D activity in the development of a device suitable for detecting food contamination.
- 2° - a public research centre, expert in the development of gas sensors.
- 3° - a private Italian company, which will contribute to prepare a business plan and provide market analysis in the medical sector.

The consortium is now looking for two additional partners from two different European countries.

Deadline for the call : 15 March 2016

Deadline for EOIs : 25 January 2016

h2020-FTI framework conditions: maximum 5 partners from 3 to 5 countries with at least 3 industrial partners gathering 60% of the founding

Budget expected: around 2,5 M€

Advantages and Innovations

Acetone in the human breath is a natural biomarker, indicative of some particular diseases. It provides disease-related information useful for diagnosis, prognosis, and therapy decisions. Analysis of the exhaled breath through identification of some biomarkers, can have great impact on health system, both in economic and social terms. This methodology can partially substitute traditional methods allowing to save sanitary costs. Indeed, the proposed device may be used in every doctor's office allowing rapid non-invasive diagnosis, also in outpatients. The core of the system is a solid state sensor, extremely sensitive and selective. Moreover, by developing suitable sensors, other natural biomarkers may be detected by improving diagnostic tools in the health care system.

Technical Specification or Expertise Sought

1° - SMEs, expert in manufacturing and distribution of medical and/or chemical analysis devices (for example, manufacturers of measuring blood pressure, blood glucose, blood INR, etc). The partner should participate to the development of mechanical parts of devices for collecting of the breath from patients and define operating conditions suitable to the gas detector. In any way, the partner should have experience in development and application of medical devices or should have active business in the medical sector.

2° - Chemical/medical analysis private laboratory / clinical organization willing to apply methods of breath analysis, easy to use for quick diagnostics. The partner will participate to the evaluation and classification of patients' data collected and compare them with results obtained according to traditional techniques.

Stage of Development

Under development/lab tested

IPR Status

Secret Know-how, Trade Marks, Copyright

Keywords

Technology

06001011	Heart and blood circulation illnesses
06002002	Cellular and Molecular Biology

Network Contact

Issuing Partner

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Open for EOI : **Yes**

Client

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English
Italian

Client Country

Italy

Partner Sought

Type and Role of Partner Sought

1° - SMEs, expert in manufacturing and distribution of medical and/or chemical analysis devices. The partner should participate to the development of mechanical parts of devices for collecting of the breath from patients and define operating conditions suitable to the gas detector. In any way, the partner should have experience in development and application of medical devices or should have active business in the medical sector.

2° - Private laboratory active in chemical/medical analysis. The partner will participate to the evaluation and classification of data collected by the patients and compare them with results obtained by using traditional techniques.

Type and Size of Partner Sought

SME 11-50,R&D Institution

Type of Partnership Considered

Research cooperation agreement

Research & Development Request

Partners sought to start a Neuroscience Research Community as an "H2020 INFRAIA-02-2017: Integrating Activities for Starting Communities" project

Summary

A university from Istanbul is looking for partners to contribute to the "ISIN-N (International Science and Information Network for Neuroscience)" project, aiming to create a pan-European research community to foster R&D in neuroscience. It will be proposed to the H2020 INFRAIA-02-2017 call. Universities & Research Institutes in the field of neuroscience, hospitals and public bodies are sought as well as IT companies to provide the technical structure. An experienced coordinator is also welcome.

Creation Date 29 January 2016
Expiration Date 08 February 2017
Reference RDTR20160129001

Details

Description

Restrictions on the flow of information and experience due to the lack of efficient physical conditions as well as obstacles for research collaboration have led to emergence of new online networks for better mobilization. In order to overcome these barriers in the neuroscience community, ISIN-N (International Science and Information Network for Neuroscience) is proposed. The most important difference of ISIN-N from other platforms is that rather than focusing on only a specific disease, it aims to coordinate the scientific groups/experts who are experienced in more than one specific subject such as Autism Spectrum Disorders, Schizophrenia, Alzheimer's Disease, Bipolar Disorder, Depression, ADHD and substance dependence in order to share experience and knowledge as well as provide the opportunity to design/develop new projects on the platform.

ISIN-N will allow researchers to collaborate on a broad multidisciplinary approach via specialized room networks, and facilitate the use of individual resources and infrastructure of the network members within (and on a medium term, without) the network. The network will also feature tools such as ISIN-Npedia and ISIN-N Science Gateway for the learning community.

The consortium currently includes partners from Turkey, Bulgaria, Belgium, UK and Bosnia-Herzegovina.

Partners are sought to increase the breadth of the network and enrich the collaboration possibilities. Universities, research institutions, hospitals, national / regional laboratories in the field of neuroscience are sought as research network members. Policy makers such as public bodies are also welcome. The current consortium also looks for an IT company to provide and

maintain the technical structure of the online community throughout the project. The current consortium is also positive towards a more experienced partner being the coordinator of the project.

The project will be submitted to the "INFRAIA-02-2017 - Integrating Activities for Starting Communities" topic under the H2020-INFRAIA-2016-2017 call. This is a two stage call with the second stage deadline on 29 March 2017. The maximum EC contribution is € 5 mil. per project. Currently, the project duration is foreseen as 4 years.

The deadline for the Eols is 22.02.2016.

The deadline for the call is 29.03.2016.

Stage of Development

Proposal under development

Keywords

Technology

06001002	Clinical Research, Trials
06001012	Medical Research
06001013	Medical Technology / Biomedical Engineering
06001014	Neurology, Brain Research

Network Contact

Issuing Partner

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Open for EOI : **Yes**

Client

Already Engaged in Trans-National Cooperation

No.

Languages Spoken

Turkish
English

Client Country

Turkey

Partner Sought

Type and Role of Partner Sought

a) Universities, research institutions and national / regional laboratories in the field of neuroscience, hospitals

Role of partner: To contribute to the development of the network activities and selection and execution of the pilot activities, as well as taking part in the promotion of the network. These partners will also define the strategy and code of conduct of the network.

b) National / Regional public bodies related to neuroscience policies

Role of partner: To contribute to the strategic / policy documents of the network.

c) IT company

Role of partner: To develop the technical structure and maintain the efficiency of the network.

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

Research & Development Request

H2020 - FTI: Looking for an industrial partner capable to improve specific patient beds/tables for breast medical check-up

Summary

A Spanish SME is looking for an industrial partner to complete a proposal under the Fast Track to Innovation scheme. The project is aimed to bring from demonstration stage to the market up an advance and innovative PEM (Positron Emission Mammography)-guided breast biopsy system. The role of the partner sought is to design, manufacture and commercialise improved patient beds or operating tables for breast medical check-up integrating the developed system.

Creation Date 08 January 2016
Expiration Date 08 January 2017
Reference RDES20151222001

Details

Description

MAMMOCARE project is intended to bring, from demonstration stage to market uptake, a PEM (Positron Emission Mammography)-guided breast biopsy system allowing real-time 3D visualization of the lesion and real-time guidance with continuous monitoring of both, lesion position and needle motion. The system also allows for preoperative planning of the optimal needle path.

Exclusive PEM technology used, having the highest sensitivity and spatial resolution in the market, allows the detection of small lesions difficult to find with conventional morphological imaging technologies, contributing to earlier diagnosis.

Real-time monitoring and control of biopsy procedure, together with the high precision mechanics of the biopsy positioning module, assure an accurate sampling of the target lesion as well as shortening the procedure with regard to current techniques.

The consortium integrates:

- 2 SMEs:
 - ONCOVISION (Spain), coordinator and leading manufacturer of molecular imaging technologies, including PEM.
 - ROBOTNIK (Spain), devoted to design, manufacture and market products based on robotic technology. The company will contribute to the Project by refining the mechatronics of the biopsy module of the equipment.
- 1 hospital for the clinical study with patients:
 - STICHTING HET NEDERLANDS KANKER INSTITUUT – ANTONI VAN LEEUWENHOEK

ZIEKENHUIS (Netherlands). Comprehensive Cancer Centre, with a breast unit which is a reference at European level.

WHAT IS NEEDED: To complete the value chain of the MAMMOCARE business, we need an industrial partner devoted to design, manufacture and commercialise the improvement of a specific patient beds or operating tables for breast medical check-up (see image attached; no patent infringement identified).

The FTI pilot supports projects undertaking innovation from the demonstration stage through to market uptake, including stages such as piloting, test-beds, systems validation in real world/working conditions, validation of business models, pre-normative research, and standard-setting.

Official deadline for the call: 15th March 2016

Deadline for Eols: 28th January 2016

Anticipated duration of the project: 30 months

Keywords

Technology

06001002	Clinical Research, Trials
06001003	Cytology, Cancerology, Oncology
06001005	Diagnostics, Diagnosis
06001013	Medical Technology / Biomedical Engineering
06001023	Medical Furniture

Network Contact

Issuing Partner

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Open for EOI : **Yes**

Client

Already Engaged in Trans-National Cooperation

No.

Client Country

Spain

Partner Sought

Type and Role of Partner Sought

The company needs an industrial partner devoted to design, manufacture and commercialise the improvement of a specific patient beds or operating tables for breast medical check-up (see image attached; no patent infringement identified).

Type and Size of Partner Sought

SME 11-50,>500 MNE,251-500,SME 51-250,>500

Type of Partnership Considered

Research cooperation agreement

Technology Offer

Multifunctional, fast Next Generation Sequencing data analysis platform to facilitate research, clinical and pharmaceutical applications

Summary

A Swiss SME developed a platform which automatically discovers, annotates and classifies genomic variation. It aggregates about 10 billion annotations from multiple databases, allows the navigation of Next Generation Sequencing data and the identification and exploration of the most relevant variant(s). Research, clinical or pharmaceutical applications are facilitated. Commercial or research agreements are sought with partners needing bioinformatics analysis of human genetic variation data.

Creation Date 13 January 2016
Expiration Date 15 January 2017
Reference TOCH20160113001

Details

Description

DNA sequencing capacity is increasing exponentially with the rapid adoption of Next Generation Sequencing (NGS), while costs associated with NGS are dropping rapidly. This is spreading the practice of sequencing large panels of genes, the exome (all the roughly 19,000 protein coding genes in the genome) and/or the whole genome. Furthermore, while this trend has well established itself in academia, it is now rapidly spreading beyond the realm of academic research and into clinical practice. For example, recent advances in research have demonstrated that sophisticated analyses of exome data can be a valuable tool for diagnosing conditions that previously could not be identified through simple genetic testing. There are also thousands of scientific papers characterizing pathogenic variants and describing potential therapeutic interventions –and the body of published research is growing daily.

Therefore, analysing high-throughput sequencing data can be a challenge, as the researcher or clinician must navigate through a multitude of tools, algorithms, file formats, databases and solve technical issues that arise from incompatible components.

The aim of the Swiss bioinformatics SME is to offer clinicians and researchers a data-driven solution for making accurate molecular diagnoses that allows choosing the right therapies and thereby improving patient outcomes. The company achieves this by pioneering the automation of the currently laborious and disparate processes required for genome-scale analyses and annotation of data from NGS of large panels of hundreds or thousands of genes, exome (i.e. important sequences from all genes) or whole genome sequencing data.

The company has developed a web based bioinformatics platform which provides:

- Fast analysis of multiple NGS files.
- Genetic variation analysis of individuals, families or cohorts.
- A secure web portal, which offers tools for exploring variant annotation.
- Quality and summary report for each patient.
- Support from molecular geneticists.

The variant discovery platform can help to:

- Development of new fast and accurate genetic tests.
- Stratify patients for clinical trials, by confirming genetic variation(s) being targeted.
- Perform sub-population analysis to improve drug development, by identifying variations that correlate with differences in efficiency/tolerability.
- Discover/validate new drug targets and/or biomarkers for diagnostics, by identifying variants that correlate with phenotype(s) or disease.
- End “diagnostic odyssey” by facilitating accurate diagnoses of diseases that had previously been difficult to identify.
- Allow selection of optimal/targeted therapies by identifying genetic pathways causing disease.

The Swiss SME is looking for hospitals/clinics, academic/research institutions or biotechnology/pharmaceutical companies that work with human NGS genomic data and are interested in using a platform to help with data analysis and interpretation through a commercial agreement with technical assistance. The SME is also open for research cooperation agreements (potentially in the frame of Horizon 2020 projects) including joint co-development of specific applications and pipelines on the platform, where the partner specifies requirements and assists with own domain knowledge.

Advantages and Innovations

The platform as compared with other existing technologies offers:

- High flexibility: data can be analyzed using the Swiss company’s servers or the cloud to suit customer/partner needs.
- Module structure, which facilitates incorporation of additional tools and makes also possible to integrate the platform into other existing software, such as laboratory information management software (LIMS).
- An excellent decision support system, the pipelines have been designed to achieve high quality standards, such as reproducibility, sensitivity and precision.
- Variant classification by proprietary algorithm using the 5-class pathogenicity score suggested by the Association for Clinical Genetic Science guidelines (Wallis, Y. et al, Practice Guidelines for the Evaluation of Pathogenicity and the Reporting of Sequence Variants in Clinical Molecular Genetics, 2013).

Additional advantages of the variants discovery platform are:

- Variant and annotation visualization in a secure web page.
- No bioinformatics knowledge is needed.
- “Software as a service” - no need for installation of any software by the user.
- Effective integration of data from a large variety of sources available at the user’s fingertips.
- Possibility to apply custom filters.
- Easy to create custom reports.
- Possibility to share variant data with other platforms.

Stage of Development

Already on the market

IPR Status

Copyright

Profile Origin

Private (in-house) research

Keywords

Technology

01004001	Applications for Health
06001002	Clinical Research, Trials
06001012	Medical Research
06003	Genome Research
06003003	Population genetics

Network Contact

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Open for EOI : **Yes**

Client

Already Engaged in Trans-National Cooperation

No.

Languages Spoken

English
Greek

French
Spanish

Client Country

Switzerland

Partner Sought

Type and Role of Partner Sought

The specific area of activity of the partner:

Hospitals/clinics, academic/research institutions or biotechnology/pharmaceutical companies that work with human NGS genomic data.

The tasks to be performed by the partner sought:

In case of commercial agreements with technical assistance the potential partner should generate NGS genomic data and have the need to analyze them. In case of research cooperation agreements the potential partner should specify the requirements and assist with own domain knowledge.

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

Commercial agreement with technical assistance

Research cooperation agreement

Technology Offer

German biotechnology SME offers metabolite profiling and biomarker technology

Summary

A German biotechnology company offers research and analytical services in the field of metabolite profiling. Their biochemical research is focused on metabolite profiling and lipidomics in biological systems and the qualitative improvement of life by combining analytical and big data approaches. The company would like to work together through a research cooperation or a services agreement.

Creation Date 10 December 2015
Expiration Date 08 January 2017
Reference TODE20150928001

Details

Description

The German small biotechnology business is an analytical service and research company. They support clients from various industries by resolving complex biological related questions using an untargeted metabolomics platform (a permanent laboratory set-up analysing as many metabolites as possible, instead of selecting particular metabolites).

Metabolomics is the systematic study of chemical processes involving metabolites, the set of life-sustaining chemical transformations within the cells of living organisms. Furthermore, profiling metabolites of pharmaceutical compounds is an important part of drug discovery. The metabolomics platform is able to perform several analyses. Put together, they provide a full understanding of metabolite processes:

First, the company provides high-resolution, accurate mass-spectrometry-based metabolite profiling. Mass spectrometry is an analytical chemistry technique that helps identify the amount and type of chemicals present in a sample by measuring the mass-to-charge ratio and abundance.

Next to high-resolution mass-spectrometry, the company uses advanced bioinformatics to identify patterns and biomarkers. They provide analyses of microbes, body fluids, animal tissues, complex fluids, plants, food and beverage. The advanced bioinformatics platform provides insights into cellular mechanisms. The platform integrates genome, transcriptome and any other -omics data to identify networks and correlations between phenotypes and genotypes. The machine and deep learning tools unravel metabolic patterns and biomarker for diagnostics.

Contrary to competitors, the company can provide not only insight into untargeted and targeted approaches. The company can also analyse energy metabolism, primary metabolism and lipid metabolism at the same time.

Finally, the company also focusses on fluxomics technology that is able to trace metabolic fluxes

through biochemical routes. There, they provide information on labelling patterns (metabolite movement) and distribution using stable isotope labelling.

The company is looking to sign a research cooperation agreement or service agreement with any kind of business, research organisation or university active in the field pharmaceutical, biotechnology or food industry. They can imagine jointly solving research questions using their metabolomics platform or providing their own analytical services for a fee.

Advantages and Innovations

Contrary to competitors with platforms analysing metabolites, this company is able to provide a set of information that goes far beyond normal offers. The company analyses all known and unknown metabolites in a sample using state-of-the-art mass spectrometry technologies. Unlike their competitors, the platform developed by the German company can additionally analyse energy metabolism, primary metabolism and lipid metabolism.

They offer customized solutions and adjust methods depending on the sample and the compound interest. Due to the large variation in physical properties of metabolites, the company employ different extraction and separation protocols.

Stage of Development

Already on the market

IPR Status

Secret Know-how

Profile Origin

Private (in-house) research

Keywords

Technology

06001001	Biostatistics, Epidemiology
06001005	Diagnostics, Diagnosis
06002001	Biochemistry / Biophysics
06003001	Bioinformatics
06006	Industrial Biotechnology

Network Contact

Issuing Partner

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Open for EOI : **Yes**

Dissemination

Restrict Dissemination to Specific Countries

Austria, Belgium, Canada, Denmark, Finland, France, Germany,
Ireland, Israel, Italy, Japan, Netherlands, Norway, SouthKorea,
Spain, Sweden, Switzerland, UnitedKingdom, USA,

Client

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English
Dutch
German
French
Spanish
Italian

Client Country

Germany

Partner Sought

Type and Role of Partner Sought

The company is looking for partners in in the pharmaceutical, biotechnology or food industry. Potential partners could range from small businesses to big multinationals or universities. The company offers focused small scale projects on a fee-for-service basis. Collaborative research project with a longer duration in time and complexity is done in the framework of a research cooperation contract.

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

Research cooperation agreement

Technology Offer

Scottish SME has developed a patented self-scanning breast tumour detection tool

Summary

A Scottish SME with a track record in medical device development has developed and patented a self-checking non-invasive, patient friendly breast tumour detection tool. The company is looking for industrial partners for research co-operation, licensing and manufacturing of the technology developed for the detection tool.

Creation Date 19 February 2016
Expiration Date 22 February 2017
Reference TOUK20160219001

Details

Description

A Scottish SME has developed and patented a self-checking non-invasive, patient friendly breast tumour detection tool.

Having successfully licensed the original checker and launched commercially the company have sought to improve the technology further and are raising funds to manufacture a new version of the tool. Development is underway on a clinical version of the product combining light and using the doppler ultrasound method to interrogate a breast lump for presence of angiogenesis or neovascularisation. The presence of a life-threatening cancer requires development of a new blood supply to deliver oxygen and nutrients to facilitate rapid tumour growth. The company is looking for industrial partners for research co-operation, licensing and manufacturing of the technology developed for the detection tool.

Advantages and Innovations

The tool aims to allow the user to spot changes in the breast at an early stage and in such instances to seek advice from their own doctor. The domestic version is for home use and is specifically designed as an aid to breast awareness or to regular breast self-examination.

Light is transmitted through the breast tissues and in a preferably fully darkened room (such as a bedroom at night) the user observes brightness variations on the superior surface of the breast. Typically the tool is used once a month. Serial examinations using the handheld, battery powered unit, should show no changes from one month to the next*. A normal image does show superficial blood vessels as well as the nipple and areola dark against a mainly red background and this is normal

The motivation for the work is to provide women with a safe, easy to use device to check their breasts for any changes which indicates the need to get a medical opinion. About 1 in 8 women are diagnosed with breast cancer in their life time.

The company is looking for partners for research co-operation, licensing and manufacturing of

the technology developed for the detection tool. They are also interested in discovering other applications for the tool.

Stage of Development

Prototype available for demonstration

IPR Status

Patents granted

Comment Regarding IPR status

The patents are listed below and they also hold a number of design rights.

United Kingdom Patent Office GB 2375672 B

German Patent Office EP1253856

United Kingdom Patent Office EP1253856

French Patent Office EP1253856

European Patent Office EPO5741888.1 (ex PCT/GB2005/001777)

United Kingdom Patent Office (IPO) P3032EPGB

French Patent Office P3032EPFR

German Patent Office (IPO) P3032EPDE

Profile Origin

Private (in-house) research

Keywords

Technology

01002003	Electronic engineering
06001013	Medical Technology / Biomedical Engineering
06005002	Sensors & Wireless products

Network Contact

Issuing Partner

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Open for EOI : **Yes**

Client

Already Engaged in Trans-National Cooperation

No.

Languages Spoken

English

Client Country

United Kingdom

Partner Sought

Type and Role of Partner Sought

The company is looking for industrial partners in the medical device sector for research co-operation, licensing and manufacturing of the technology developed.

Type of Partnership Considered

License agreement
Manufacturing agreement
Research cooperation agreement

Technology Offer

A Dutch company offers Virtual Reality Exposure Therapy and Training to agencies abroad

Summary

The Dutch company offers an online (internet based) platform with a library of 360 degree therapy videos that can be displayed in various Virtual Reality goggles. By distributing the videos by the internet the treatment can be given anytime, anyplace and anywhere. The company prefers several types of partnerships; commercial agreements with technical assistance, joint venture and/or license agreement and/or technical cooperation agreement. Their clients are especially in the healthcare.

Creation Date 08 December 2015
Expiration Date 13 January 2017
Reference TONL20151125001

Details

Description

7-9 percent of the world population suffer from anxiety disorders. One way to deal with this is avoidance of situations that are feared. In many cases avoidance eventually leads to social isolation. People will stay at home, leading to huge social costs.

A sufficient treatment is exposure therapy. By exposing people to their fears, their fears diminish. This treatment is given by psychologists and certified therapists. Facing the fear in real life is not always possible, or can be expensive.

Technological development of the last two years have taken down barriers for adoption of this new application. Virtual Reality goggles are already on the market. Hardware is available for reasonable prices. 360 video and photography will get common shortly.

Advantages and Innovations

The advantages are manifold. First, the clients life will dramatically improve. By giving them the treatment, they are given back their lives. Second, the application of Virtual Reality in the treatment is shown effective and will also lead to shorter treatment periods, ergo will reduce medical costs.

Another advantage is that the combination of Virtual Reality goggles combined with 360 video therapy can be performed in the safe surroundings of the therapists treatment room so the clients incline to face their fare more likely than outside in the real world. Also an advantage is that the therapist gets direct feedback from their clients, making the understanding of their clients better which leads to better (cognitive) treatments. And the platform facilitates the

exchange of experiences and best practices worldwide.

The innovation is in the combination of various new technologies such as making therapy 360 degree videos, making the videos available online, being able to play the videos in the browser and monitoring the arousal and anxiety scale by the reporting of bio feedback measurements. And also the possibility of (social) sharing of the videos and possibility of giving and receiving feedback amongst therapists.

Stage of Development

Already on the market

Comments Regarding Stage of Development

The library is available and will expand while more health institutions will adopt Virtual Reality Exposure Therapy. The roadmap shows that biofeedback will be available in 2016.

IPR Status

Design Rights, Trade Marks, Copyright

Profile Origin

Private (in-house) research

Keywords

Technology

01005006

Visualisation, Virtual Reality

06001008

Environmental Medicine, Social Medicine, Sports Medicine

Network Contact

Issuing Partner

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Open for EOI : **Yes**

Client

Already Engaged in Trans-National Cooperation

No.

Experience Comments

The activities of the Dutch company also fits in the sectorgroups Healthcare and ICT Industry and Services.

Languages Spoken

English
Dutch

Client Country

Netherlands

Partner Sought

Type and Role of Partner Sought

The company seeks partners that are able to produce content for the developing of their (new) products and have knowledge about video streaming services.

The company prefers several types of partnerships; commercial agreements with technical assistance, joint venture and/or license agreement and/or technical cooperation agreement.

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
Commercial agreement with technical assistance
Technical cooperation agreement
Joint venture agreement

Technology Offer

Device for cancer screening able to detect chemical variations in the composition of gases exhaled from feces

Summary

An Italian start-up working in the Bio-Medical field has developed screening devices able to detect the colorectal cancer by exploiting the analysis of chemical variations in the composition of gases exhaled from feces, given from tumor markers. The start-up is looking for a collaboration with other researchers and medics in order to share clinical trial with the aim to improve the company's idea. Research cooperation agreement is sought

Creation Date 14 January 2016
Expiration Date 26 January 2017
Reference TOIT20160114001

Details

Description

An Italian start-up working in the Bio-Medical field has developed screening devices able to detect the colorectal cancer by exploiting the analysis of chemical variations in the composition of gases exhaled from feces, given from tumor markers.

The start up is looking for

- collaborations with researchers, in order to find new markers for other kind of pathologies or biological processes;
- collaborations with medics, in order to acquire patients and samples to hasten the tests on new devices;
- certification for the screening devices and new devices.

The product it's a technology that allows to have a preliminary screening of colorectal adenomas through the analysis of fecal exhalations. When feces come in contact with the tumor mass, they are altered in their gas composition and the screening device is able to identify this difference.

The proposed solution will be a portable, inexpensive and user-friendly device, capable of improving preliminary screening of colorectal adenomas, without adding complications to the procedure currently adopted by the Health Service. In fact, this test will analyze feces (as FOBT, Fecal Occult Blood test) collected by the subject itself, analyzing the composition of their emitted gas.

The technology can be applied to other kind of cancer screening, so it could be applied for new devices as well as for other pathologies.

The idea was originated by reading scientific papers regarding volatile organic compounds (VOCs) emitted by tumor cells. From here, the idea of applying chemoresistive nanostructured sensors arose, which are extremely versatile, to the detection of gaseous biomarkers emitted by feces of patients with colorectal polyps.

The team that developed this technology has been awarded many times during start-ups competitions both at regional and national level.

Advantages and Innovations

The device will introduce an innovative screening method for colorectal adenomas, in order to support FOBT (Fecal Occult Blood test), currently adopted by Health Service on people aged ≥ 50 years.

The goal is the identification of the false negatives of FOBT, about 20% of the total, therefore very high.

The impact will be a decrease in mortality, at the expense of a negligible increase in costs for health service and private clinics adopting the device.

Moreover, the device is a portable, inexpensive and user-friendly one.

Stage of Development

Prototype available for demonstration

IPR Status

Patent(s) applied for but not yet granted

Profile Origin

Private (in-house) research

Keywords

Technology

05002001

Biosensor

06001005

Diagnostics, Diagnosis

Network Contact

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Open for EOI : **Yes**

Client

Already Engaged in Trans-National Cooperation

No.

Languages Spoken

English
Italian

Client Country

Italy

Partner Sought

Type and Role of Partner Sought

The start up is looking for

- collaborations with researchers, in order to find new markers for other kind of pathologies or biological processes;
- collaborations with medics, in order to acquire patients and samples to hasten the tests on new devices;
- certification for the screening devices and new devices.

Type of Partnership Considered

Research cooperation agreement

Technology Offer

New diagnostic and therapeutic medical technology based on the autonomic nervous system and physiological systems of the brain.

Summary

A UK SME has developed the first medical technology which is based upon an understanding of how the brain regulates the body's function i.e. the autonomic nervous system and physiological systems; which is able to apply such knowledge with diagnostic and therapeutic effect; and which appears to comply with the key aims and objectives of the EC's Human Brain Project. Academic, research or clinical partners are sought to validate the technology via research collaboration agreements.

Creation Date	20 January 2016
Expiration Date	28 January 2017
Reference	TOUK20160119001

Details

Description

An innovative UK SME has developed a new medical technology which builds on an understanding of how the brain regulates the body's function and which appears to comply with the key aims and objectives of the EC's Human Brain Project.

It is a cognitive, computer-based, games-like technology which is based upon an original mathematical model of the autonomic nervous system and physiological systems. It is the first technology to link cognition to cellular & molecular biology. It does so because proteins absorb and emit light as they react i.e. the emitted bioluminescence alters our colour perception. The consequences of this technology are both diagnostic and therapeutic i.e. (i) to link deficiencies in the spectrum of colour perception to the onset of pathologies and (ii) to provide colour supplements in the form of a biofeedback light therapy.

The technology is incorporated into a cognitive test which is conducted on most common laptops. It requires the patient to study and memorise the colours in a video which is displayed for 15 seconds. At the end of this period a colour filter is imposed. The task for the patient is to use the 'mouse' to select colours from the displayed colour palette and to recover the colour balance of the original video. This provides the data which the mathematical program requires in order to compute the health of the patient.

If therapy is required, the mathematics of the program compute the parameters of a unique light/bioresonant/biofeedback type informational/corrective therapy. This program is provided to the patient who installs it in their home PC. Their task being to watch the contents of the screen for two 20 minute sessions each day.

The technology is able to determine the full range of pathologies in the patient. This is especially significant because most medical conditions are complex, multi-systemic and multi-pathological i.e. there are few medical conditions which can accurately be determined by a single pathological process. It compares favourably with biomarker-type techniques which have a range of inherent limitations, which determine only a single identified pathological process, and which are often significantly inaccurate. It also compares with genetic screening which can only determine the genetic component of a medical condition and which ignores the significant influence of phenotype.

The UK company is offering the technology to potential partners as part of its program to commercialise the technology in all world markets. This requires that the technology be further validated by independent experts who are able to evaluate, validate and comment upon the technique developed, and also by clinicians who are able to compare and/or validate the ability of the technology to diagnose and/or treat patients. The initial focus for validation will be in the medical area of diabetes.

The company therefore seeks the cooperation of (i) an academic or research-based enterprise which can, collaboratively or independently, validate the scientific basis for the technology and (ii) clinicians and/or a clinical research organisation which can, collaboratively or independently, validate the claims made for this unique technology. It is envisaged that partnerships will be achieved via research collaboration agreements.

Advantages and Innovations

The technology is based upon the observation that sensory input, in particular colour perception, has pathological correlates. This has led to the development of a unique method of screening the health of the patient e.g.

- To be able to determine the onset of pathologies from their presymptomatic onset;
- To distinguish between the genotype and phenotype of every pathology;
- To determine typically 5-15 pathological indications in each organ (in around 30 organs) including many for which there is currently an unmet clinical need or where better tests are required;
- To determine the most destabilised physiological systems in the patient;
- To do so in a 20 minute non-invasive cognitive test;
- At a level of cost which is estimated to be typically 5-10 times lower than current diagnostic or screening technologies;
- Providing improved quality of life.

Initial in-market surveillance has indicated the technology to be capable of determining the health of the patient at a level which is indicatively 2-23% more accurate than the complete range of diagnostic tests which were in routine use in the various medical clinics and against which the technology was compared.

Additionally, using the data derived from the cognitive test the mathematics of the program determines the parameters for a form of biofeedback which, initial in-market feedback has shown to be about 83-96% effective with regard to the treatment of around 30 common categories of medical conditions.

The technology is relatively simple to use and requires training of typically 1-2 days. Independent reports have indicated the potential of the technology to significantly reduce the cost of diagnosing and treating diabetes, however the technology is not limited to diabetes. The main value of the technology is to diagnose the range of emergent co-morbidities, which could lead to substantial potential cost-savings arising from the use of this technology within the EC.

Stage of Development

Already on the market

Comments Regarding Stage of Development

The technology is available in its commercial form although the company accepts that it could be possible to unbundle the technology into specific applications which could serve specific markets and/or to further develop the technology.

IPR Status

Secret Know-how, Copyright

Comment Regarding IPR status

The technology is patented in Russia.

Profile Origin

Private (in-house) research

Keywords

Technology

06001002	Clinical Research, Trials
06001005	Diagnostics, Diagnosis
06001014	Neurology, Brain Research
06005004	Remote diagnostics

Network Contact

Issuing Partner

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Open for EOI : **Yes**

Client

Already Engaged in Trans-National Cooperation

Yes

Experience Comments

The UK SME was established in 2014 although the underlying technology is the product of research which commenced in 1981. This technology is based upon the law of biologic response to wave impact, and was approved by the USSR Academy of Medical Sciences in 1999. The company has an unrivalled level of expertise comprising the developer of the technology (a medical doctor, physicist and mathematician) and experts who have worked with this technology since its initial development. The developer of the technology has received commendations from highly respected academic and medical research institutes for published work regarding the development of this technology. The management team has compiled around 60 medical papers which have been published in peer-reviewed medical journals which illustrate the consistency of the technology with existing precedents, the capability of the technology to diagnose and/or treat specific conditions, etc.

Languages Spoken

English
Russian

Client Country

United Kingdom

Partner Sought

Type and Role of Partner Sought

The company seeks research cooperation partners who are able to validate this technology, and they are likely to be from clinical research organisations and/or academia and should include medical statisticians who are able to compile and process the large amounts of data into a publishable form.

The initial focus of the company is to validate the technology in the medical area of diabetes. Diabetes has been selected because the technology offers specific benefits by comparison with current techniques and also that it is widely recognised that there is a need for a better test to distinguish between pre-diabetes and diabetes; and to determine whether the condition is type 1, type 2 or a combination of both; to determine the onset and progression of diabetic co-morbidities e.g. cardiovascular disease, kidney disease, pancreatic cancer, prostate cancer, Alzheimer's disease, etc.; and to better understand the etiology associated with 'regulation of blood glucose'.

Accordingly the partner(s) should have access to clinical expertise which can undertake the required level of such testing.

In addition, the company is also open to engaging with organisations who may be interested in collaborating on Horizon 2020 grant applications.

Type and Size of Partner Sought

University, R&D Institution, SME 51-250

Type of Partnership Considered

Technical cooperation agreement
Research cooperation agreement

Technology Offer

Innovative tool for proprioceptive, neuromuscular and in balance rehabilitation

Summary

An Italian company has developed an innovative dynamic activated stabilometric platform to be used in sensorimotor rehabilitation, forensic and neurology. The product is based on an active pneumatic suspension system able to generate perturbations of programmable intensity and by means of progressive levels allows patients to improve their neuromotorial performance. The company is looking for a commercial agreement with technical assistance.

Creation Date	02 February 2016
Expiration Date	25 February 2017
Reference	TOIT20160202002

Details

Description

An Italian company with extensive experience in development and production of rehabilitation products has invented a new dynamic activated stabilometric platform. The proposed system is a valuable diagnostic tool in sensorimotor rehabilitation, forensic and neurology. The proposed solution can be used for:

- fall risk assessment and conditioning programs
- neuromuscular control associated movement disorders
- functional vestibular deficiency analysis
- prosthetic rehabilitation
- ligament sprains associated orthopedic rehabilitation
- core and lumbar stabilization strategies
- pre and post head injury screening
- anti-neoplastic drugs studies

The product is based on an active pneumatic suspension system able to generate perturbations of programmable intensity. Measurements of postural oscillations and muscle activity are synchronized with the platform movement, so that a sophisticated algorithm can accomplish a detailed evaluation of the postural reflexes evoked by destabilizing stimuli. Significant data (in qualitative-quantitative terms) are collected and easily exported, to be used for diagnosis and research purposes.

The offered multifactorial evaluation helps understanding ability and extent of patient's postural adaptation. Data collection and their subsequent processing, results in a consistent instrument to be used by specialists for a sensory motor-rehabilitation program preparation (including visual, vestibular and proprioceptive perception).

Advanced training phases can be conducted through substantial use of Serious Games: focusing patient's attention, cognitive tasks positively affect rehabilitation.

The machine can be programmed and allows setting of customized target reaching exercises,

leaving the therapist the freedom to create the most appropriate rehabilitation program.

Technical characteristics:

- Electro-hydraulic active suspension.
- Dynamic activation not correlated to the patient's weight: latero-lateral, anterior-posterior.
- Detection system of the centre of pressure based on four load cells 100kg f.s.
- Automatic blocking of the platform for the static test Maximum load: 136kg
- Mechanical frame made of high-strength steel laser cut

Compact and robust platform, easy to install Size: W 65 x D 50 x 18 h cm Weight: 50 kg
Compressed air: max. 2 bars.

The company is looking for a commercial agreement with technical assistance. The partner is supposed to be dealing with sport and/or rehabilitation.

Potential partners should include: universities, hospitals, rehabilitation centres and fitness centres.

The partner will be professionally trained and then will be asked to implement the proposed technology, to support local clients at first level and to provide a proper feedback for customizing, tuning and adapting the solution. Suggestions in order to include new features will be welcome.

Advantages and Innovations

Robot activated dynamic stabilometry.

Measurements of postural oscillations and muscle activity to be used for diagnosis and research purposes.

Sensory motor-rehabilitation program preparation (including visual, vestibular and proprioceptive perception).

Advanced training phases are conducted through Serious Games (SG).

Customizable target reaching exercises.

Preset therapeutic pathway including : basic stability recovery, ankles, hips and trunk mobility recovery, vestibular rehabilitation, proprioceptive rehabilitation.

Stage of Development

Already on the market

IPR Status

Secret Know-how

Profile Origin

Private (in-house) research

Keywords

Technology

06001008	Environmental Medicine, Social Medicine, Sports Medicine
06001010	Gerontology and Geriatrics
06001013	Medical Technology / Biomedical Engineering
06001020	Physiotherapy, Orthopaedic Technology
11007	Sports and Leisure

Network Contact

Issuing Partner

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Open for EOI : **Yes**

Client

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English

Italian

Client Country

Italy

Partner Sought

Type and Role of Partner Sought

Commercial agreement with technical assistance is sought. The company offers the rehabilitation technology and technical support as well (a professional training period is foreseen).

- Type of partner sought: universities, hospitals , rehabilitation centres, fitness centres
- Specific area of activity of the partner: sport and/or rehabilitation
- Task to be performed by the partner sought: identification of potential clients, implementation of the offered technology, technical support at first level, feedback for customizing, tuning, adapting the solution and in order to include new features.

Type of Partnership Considered

Commercial agreement with technical assistance

Technology Offer

Interactive soft device pillow-shaped for supporting the therapy of children with autistic disorders

Summary

An Italian research Institute has developed an interactive soft device that, through an electronic system, is able to facilitate interaction and support the development of social and communication skills of children with autistic disorders by leveraging highly motivating sensorial feedbacks. The Institute is looking for partners to reach research cooperation, technical or commercial agreements with technical assistance in the fields of medical, healthcare services or sensors applications.

Creation Date 18 January 2016
Expiration Date 01 February 2017
Reference TOIT20160118001

Details

Description

An Italian research Institute has developed an interactive and wearable soft device pillow-shaped for supporting the therapy of children with autistic disorders. It works through an internal electronic system, which detects human touch and in response emits sensorial inputs.

The pillow, in fact, has simultaneously characteristics of robotic-mechanical objects (emission of light and sound in response to certain incitements), and typicalness of “transitional objects”, e.g. a teddy bear (morbidly, shape), which can be easily accepted and refined by the child. This combination may have a positive influence on the rehabilitation therapy, accelerating the establishment and the development of communication and social interaction between the child and the therapist: the pillow, in fact can be remotely controlled by the therapist through a bluetooth-connected tablet. In this way it is possible to adjust the type of feedbacks that the pillow returns, or modify the 'child's action- pillow outcome' contingencies. The sensorial feedback (i.e., sound, music, light) can thus be either directly caused by the child's action, or it can be controlled remotely by an adult so to encourage social engagement through the development of a triadic relationship.

The soft pillow is animal-shaped so that to appear friendly; it presents four different symmetrical parts with separated LEDs and touch-sensitive sensors able to change colors or sounds, depending on the particular tasks that therapists and children perform during the therapy. The group of researchers has laboratory tested the device developing different prototypes. The final version has three main functionalities: (1) periodically providing sensory feedbacks through four different LEDs and speakers; (2) acquiring data from the children's touch on defined areas of the pillow through touch sensors; and (3) adjusting/changing the feedbacks depending on the tasks given from the therapists.

The specialist literature in the field of autism rehabilitation therapy demonstrates that the use of playful robots and software is currently an innovative and promising approach.

The purely mechanical behavior of these objects seems to arouse a particular interest in

children with the cognitive diseases. Numerous studies attest the scientific validity of this methodology: in most cases, they are used classic robots (with humanoid form or otherwise), or programs that implement games on computer or tablet.

The Institute is looking for partners in the field of medical and healthcare services to reach technical or commercial agreements with technical assistance. Other scientific partners or Universities are sought for possible updating or development of the functionalities of both the sensors and the materials of the device, through research cooperation agreements.

Advantages and Innovations

Comparing with other similar existing technologies, the device is easy to be manufactured. The electronics requirements are minimal, therefore the manufacturing cost and the final cost are relatively cheap. The form of the device (a soft pillow) is intrinsically safe and user-friendly for a child. It is battery powered, and therefore independent of the environment. The weight and size make it easy to handle and to carry.

The final prototype has been discussed and defined with therapists and neuropsychologists, in order to insert it within the traditional therapeutic treatments and to analyze the recorded data related to emotional reactions of children with autistic disorders.

The device is potentially useful for the therapeutic treatment of different disorders: autistic spectrum disorders (ASD), generalised developmental disorders, communicative disorders, mental retardations and relational disorders.

The specialist literature in the field of autism rehabilitation therapy demonstrates that the use of playful robots and software is currently an innovative and promising approach.

Stage of Development

Prototype available for demonstration

IPR Status

Trade Marks

Keywords

Technology

01001001	Automation, Robotics Control Systems
01002007	Nanotechnologies related to electronics & microelectronics
06001008	Environmental Medicine, Social Medicine, Sports Medicine
06001014	Neurology, Brain Research
11009	Creative products

Network Contact

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Open for EOI : **Yes**

Client

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

Turkish
English
Spanish
Italian

Client Country

Italy

Partner Sought

Type and Role of Partner Sought

The partner sought should be active in the field of medical, healthcare and psychiatric services and should be able to insert the device into their clinical procedures and traditional therapeutic treatments. The purpose is to reach technical or commercial agreements with technical assistance.

The institute is also interested in finding other scientific partners or Universities to start a research cooperation for improving the functionalities of the technology and sensors application, also in reference to the treatment of other different psychiatric disorders.

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

Commercial agreement with technical assistance
Technical cooperation agreement
Research cooperation agreement

Technology Offer

Smart rehabilitation device for the the upper, middle and lower limbs

Summary

An Italian company has invented a smart rehabilitation device which encloses multiple traditional machines in a single device and it is recommended for the rehabilitation of the upper, middle and lower limbs. The proposed solution allows therapists to safely set exercises in concentric contraction and more specially in eccentric phase. The company is looking for a commercial agreement with technical assistance.

Creation Date	29 January 2016
Expiration Date	24 February 2017
Reference	TOIT20160129001

Details

Description

An Italian company, specialised in studying biomechanics of human body and with a solid scientific background in rehabilitation techniques and machineries (mainly platforms for evaluation and rehabilitation of balance), has invented a light, multipurpose compact reahabilitation system which works with compressed air.

In many different multidisciplinary environments (physiatric, orthopedic, neurologic, otorynolaringoiatric and so on) the human balance is considered one of the most relevant elements which needs to be studied and understood for having a complete diagnosis of postural dysfunctions. By considering this, the company has focused its efforts in research turned into evaluating and rehabilitating human balance.

The proposed device for rehabilitation of balance encloses the potential of multiple traditional machines in a single device and is recommended for the functional rehabilitation of the upper and lower limbs.

Thanks to the compressed air technology the device is easy to operate and to be transported and very suitable for rehabilitation applications as well as for sports training, even in the eccentric phase.

The special feature of this device is the possibility given to the therapist to safely set exercises in concentric contraction but especially eccentric. During the eccentric contraction, the force applied by the muscle appears to be three times that the one developed during the concentric phase.

Therefore, the exercises in the eccentric phase represent a preventive treatment against any potential muscular damage.

The machine also includes a Graphical User Interface (GUI) and also dedicated software with the following features:

- Twelve pre-set sheets of exercises
- Possibility to set time and strength in eccentric and concentric, to each repetition
- Customizable training programs

Technical characteristics:

- Safe operation with compressed air
- Differentiated load between the eccentric and concentric
- Maximum force in eccentric mode: 30Kg (50Kg in sport version)
- Maximum force in concentric mode: 30Kg (50Kg in sport version)
- Adjustable resistance in steps of 0.5 kg

Time variation between eccentric and concentric phases of 100ms

Mechanical features:

Column with adjustable cable height 30 cm to 200 cm

Rotation of the column on the vertical axis of 180 °

Cable length: 2 m

Dimensions: W40 x D30 x H 210 cm) Weight: 40 kg

Compressed air: max. 7 bars, flow 40 l / min

The company is looking for a commercial agreement with technical assistance. The partner is supposed to be dealing with sport and/or rehabilitation.

Potential partners should include: universities, hospitals, rehabilitation centres and fitness centres.

The partner will be professionally trained and then will be asked to implement the proposed technology, to support local clients at first level and to provide a proper feedback for customizing, tuning and adapting the solution. Suggestions in order to include new features will be welcome.

Advantages and Innovations

The proposed rehabilitation system is based on compressed air technology which makes the machine easy to be operated and suitable for rehabilitation applications as well as for sports training, even in the eccentric phase. Compared with most common rehabilitation machinery the proposed solution does not include any bulky and heavy weight stack and this results in a very light and easy to be operated appliance.

Stage of Development

Already on the market

IPR Status

Secret Know-how

Profile Origin

Private (in-house) research

Keywords

Technology

06001008	Environmental Medicine, Social Medicine, Sports Medicine
06001010	Gerontology and Geriatrics
06001013	Medical Technology / Biomedical Engineering
06001020	Physiotherapy, Orthopaedic Technology
11007	Sports and Leisure

Network Contact

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Open for EOI : **Yes**

Client

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English
Italian

Client Country

Italy

Partner Sought

Type and Role of Partner Sought

Commercial agreements with technical assistance are sought. The company offers the rehabilitation technology and technical support as well (a professional training period is foreseen).

- Type of partner sought: universities, hospitals , rehabilitation centres, fitness centres
- Specific area of activity of the partner: sport and/or rehabilitation
- Task to be performed by the partner sought: identification of potential clients, implementation of the offered technology, technical support at first level, feedback for customizing, tuning, adapting the solution and in order to include new features.

Type of Partnership Considered

Commercial agreement with technical assistance