

BIOTECH FOR BUSINESS

'FP7 FOR THE BENEFIT OF SMEs' – GET INVOLVED!



Framework Programme 7, as it exists now, is in its final call this year, to be replaced by Horizons 2020. In essence though, this means that this year is the last call for *two years* for companies to benefit from EU funded projects. Benefits for SMEs taking part in EU funded projects may include: increased productivity, access to skills and know how, increase in quality of products/services, access to new markets, increased exports and so on. 'FP7 for the Benefit of SMEs' is most relevant to use when SMEs have a project idea that requires more funding than their revenue can afford and when the project has strong intellectual property that the needs to be held by the SME. It is important to note that there are no thematic considerations for this call, that is, the project is built around the SMEs requirements.

Projects in general range from €0.5 million to €1.5 million and last for 1-2 years, providing a great opportunity for SMEs to move an idea closer to commercialisation as well as building lasting relationships with other European SMEs and research providers. Due to the collaborative nature of these projects, the cost to the SMEs is approximately 8% of the total cost of the project (which can be paid as benefit in kind). The budget for the final SME call of FP7 will be larger than ever

before and now is an excellent time to get involved.

Involvement in FP7 can often seem like a 'black box' to companies who have not been involved in these types of projects previously, however there are great supports in Ireland to help you get started and understand the process. There are National Contact Points in Ireland for every FP7 area and Sean Burke, Senior Research Officer with Enterprise Ireland, is the NCP for the thematic area of "FP7 for the Benefit of SMEs" (sean.burke@enterprise-ireland.com). Furthermore, nearly every third level institution in Ireland has some experience with FP7 funding, and so there are lots of opportunities to engage with FP7. Shannon ABC are currently co-ordinating two FP7 projects, one in the 'Knowledge Based Bio-Economies' (KBBE) call and one in 'FP7 for the Benefit of SMEs' call. We have also been successful in the most recent SMEs call with details to follow once project negotiation is complete. As such we can see the value that these projects have been (and will be) to the SMEs involved. We would be happy to talk to any SME who would like to explore this area in more detail (tim.yeomans@staff.ittralee.ie).

DIARY DATES

**ENTERPRISE IRELAND INNOVATION
VOUCHER CALL**

Open 10th Sept/Closes 30th September

**ENTERPRISE IRELAND
COMMERCIALISATION FUND CALL**

Closes 5th September

OPEN INNOVATION 2012 ROUND UP

Close to 100 people attended Open Innovation 2012, representing 20 companies, 8 third level institutes and various state bodies including Enterprise Ireland, Institutes of Technology, Ireland, the Industry Research and Development Group and many more. It was a great opportunity for attendees to network, both with research providers and state bodies, but also with other industry representatives, often from quite different sectors.

The day kicked off with a welcome from Maria Hinfelaar (President of LIT), particularly for the President and Head of Development of the Institute of Technology, Tralee (LIT's Shannon ABC partner) and a rousing address from Minister Brian Hayes, who'd had the opportunity of a whistle stop tour around the Shannon ABC facilities in LIT. Minister Hayes was very generous with his time, and spoke about the importance of innovation as Ireland lays the groundwork for recovery. Minister Hayes also emphasised the importance of enterprise/academic partnerships and the key role that Enterprise Ireland play in this. The Minister went on to comment that Shannon ABC is an excellent example of collaborative support provided to industry.

Dr Iain Gillespie, former Head of the Organisation for Economic Cooperation and Development's (OECD) Science and Technology Policy Division, provided the keynote speech and kept the audience in rapt attention as he laid out the global innovation profile, and where Ireland is positioned. His message for Ireland was broadly positive, a lot done, however a lot more to do also, and that the public sector research structure has a massive role to play in driving innovation and R&D for industry.

Following the keynote address there were impressive presentations from Hilda Mulvihill from Stryker and Kevin O'Keefe from GSK speaking about how Open Innovation plays a key role in their organisations. Illustrating the value that collaboration with third level institutes can bring to companies, the Pharmaceutical and Molecular Biology Research Centre (PMBRC) based in Waterford Institute of Technology and the Centre for Research in Engineering Surface Technology (CREST) based in Dublin Institute of Technology both presented with partner companies EirGen and Cannon Hygiene respectively. These presentations outlined different mechanisms to fund R&D and practical outcomes of these.



From left to right: Minister Brian Hayes (Minister of State for Public Service Reform and the Office of Public Works), Mr Oliver Murphy (President, ITT), Dr Maria Hinfelaar (President, LIT), Dr Tim Yeomans (Shannon ABC Centre Manager)

The theme of how to fund R&D continued after lunch, facilitated by a panel discussion which included presentations on the Irish Research Council, Science Foundation Ireland, FP7, Enterprise Ireland and tax credits.

Rounding off the day were presentations from two indigenous Irish SMEs - Brandon Products and Cybercolloids - talking about practical examples of Open Innovation and a presentation from multinational PepsiCo on their drivers for engaging in Open Innovation. Day 2 gave postgraduate and early stage postdoctoral researchers the opportunity to present on industry relevant/specific research that they were engaged in. The Medical Engineering Design and Innovation Centre (MEDIC), based in Cork Institute of Technology provided the presentation that set the scene for the day - that of managing intellectual property. A number of presentations followed detailing the technologically advanced and industry relevant work being performed in Ireland, presenters included those from CIT, ITT, LIT and DIT. The Conference concluded with a workshop on Intellectual Property provided by Technology from Ideas, they had a tough crowd for the final afternoon of the conference (!), but all were soon deeply engaged in throwing out brainstormed ideas for new technologies. We are already in the planning stages for next year, thank you to all those who responded to our on-line questionnaire, we have received some great feedback – based on the survey, 90% of attendees would see value in attending next year or would recommend a colleague to attend. There have also been some excellent suggestions as to topics to address next year. We look forward to welcoming you to Open Innovation 2013 in IT Tralee.

SHANNON ABC COLLABORATIONS

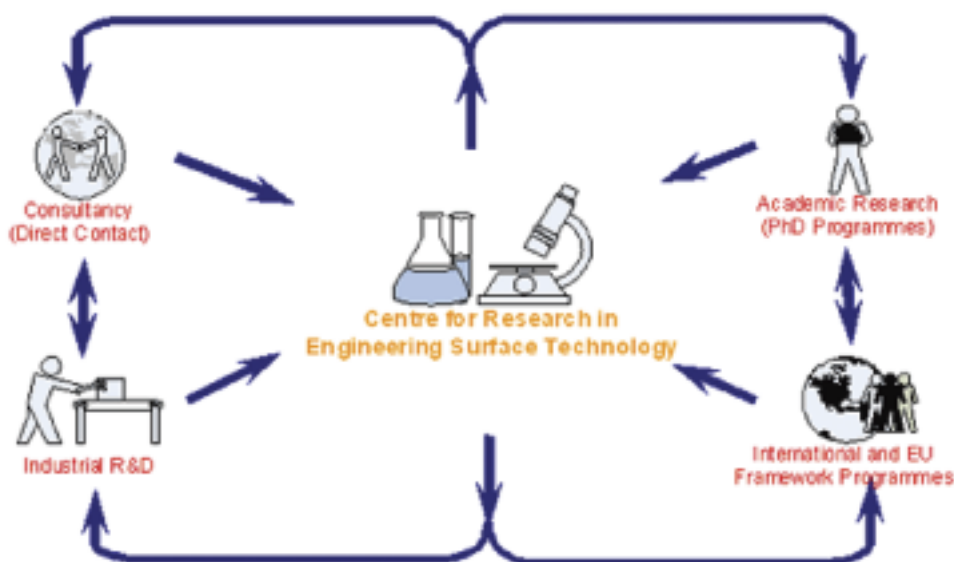
As outlined in Issue 4 (March 2012) our collaborative links are often of great value to our industry clients. We illustrated collaboration with two internal groups in the previous quarter publication, this quarter we will be focussing on a collaboration with an external research group – CREST. CREST (Centre for Research in Engineering Surface Technology) are another ARE Centre, like Shannon ABC, based in Dublin Institute of Technology. We are currently collaborating with CREST on two separate projects, both quite different, but both capitalising on the unique strengths of each research centre.

The CREST Centre is the only dedicated surface coatings laboratory on the Island of Ireland and their mission is to provide new opportunities for Ireland's economic growth through superior customer service, excellence in innovation, consultancy, education and training in surface coating and advanced material technologies. The CREST model (see below) relies on an expert and professional coatings consultancy service to front-face its activity. Companies with a commitment to develop an innovative technical capability, recognise the capabilities in the

Centre and in time view the Centre as an extension of its own R&D capability.

The Centre has over sixty years of commercial surface coating experience to provide this level of service. CREST recruits and develops industrial development scientists with a product development background operating within an ISO 9001 Quality Management System to guarantee consistent and reliable project delivery. Product development needs to be sustained, as secret know-how and craft can quickly become obsolete, therefore, robust intellectual property (IP) development that has sustained market value requires long-term focused strategic investment in fundamental research.

CREST recruits, trains and supervises scientists from undergraduate to postgraduate level. The CREST model has facilitated both rapid-turnaround and long-term technology development activities and nurtured the synergies between both, in addition to feeding the undergraduate, post-graduate and publication pipeline for the relevant Schools within the Dublin Institute of Technology.



BREAKING NEWS - *Congratulations to Shannon ABC researcher, Dr Joanna Przyborska, who recently successfully completed her viva voce on her PhD project entitled: "Characterisation of a Pharmaceutical Grade Horse Chestnut By-Product"*

Industry Partners



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Case Studies

Innovation Partnership



THE COMPANY

Algae Health is an innovative biotechnology company established in 2009 that have developed an environmentally friendly and sustainable source for high value bio-active molecules. Algae Health culture microalgae under specific conditions through the use of proprietary processing technology to optimise specific bioactive yields. These bioactives are extracted using CO₂ supercritical fluid extraction, which produces a high purity extract without the use of chemical solvents. Algae Health are an Enterprise Ireland start-up company and have their headquarters in Claregalway, Co Galway.

THE QUESTION

As a start up company, Algae Health faced a number of challenges including access to laboratory facilities and key scientific analytical resources. They wished to partner with a research institution in order to address these challenges.

SOLUTION THROUGH SHANNON ABC

Shannon ABC and Algae Health applied for and received Innovation Partnership funding from Enterprise Ireland. This allowed Shannon ABC to employ a postdoctoral scientist with extensive micro-algal experience specifically dedicated to this project, facilitating the development of Algae Health as well as providing access to the wider Shannon ABC scientific resource. The Partnership commenced in October 2010 and has provided specific technological advancements for Algae Health including: identification of best micro-algal strains for bioactive production, direct in-line quantification methods using Liquid Chromatography Mass Spectroscopy, media formulations and growth protocol optimisation in a scalable cost effective manner and a scalable CO₂ supercritical fluid extraction process for extraction, purification and enrichment of bioactives. The involvement with this project has also facilitated Algae Health in access to European funding under a Framework 7 funded project - Sustainable production of Biologically Active Molecules of Marine Based Origin (BAMMBO) worth a total of €4.2 million.

TESTIMONIAL

"Our collaborative Innovation Partnership with Shannon ABC has been vital to Algae Health bringing our project to commercialisation stage. Their practical and commercially focused approach has made this a very positive collaboration which I hope will continue beyond this currently funding programme. I would recommend Shannon ABC to any company wishing to do an Innovation Partnership."

Eddie McHugh, Managing Director.