

# SMEs in IMI/H2020 projects

**Bio-Europe 2018**

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Curlew  
Research

- Open PHACTS was developed to support the key questions of drug discovery
- Open PHACTS project 2010 to 2016 (5 years plus extension)
- Now a Foundation with membership model
- Life Science Business questions have been at the heart of Open PHACTS and have driven the development of the platform

## **-Current Open PHACTS IMI/H2020 Involvement in:**

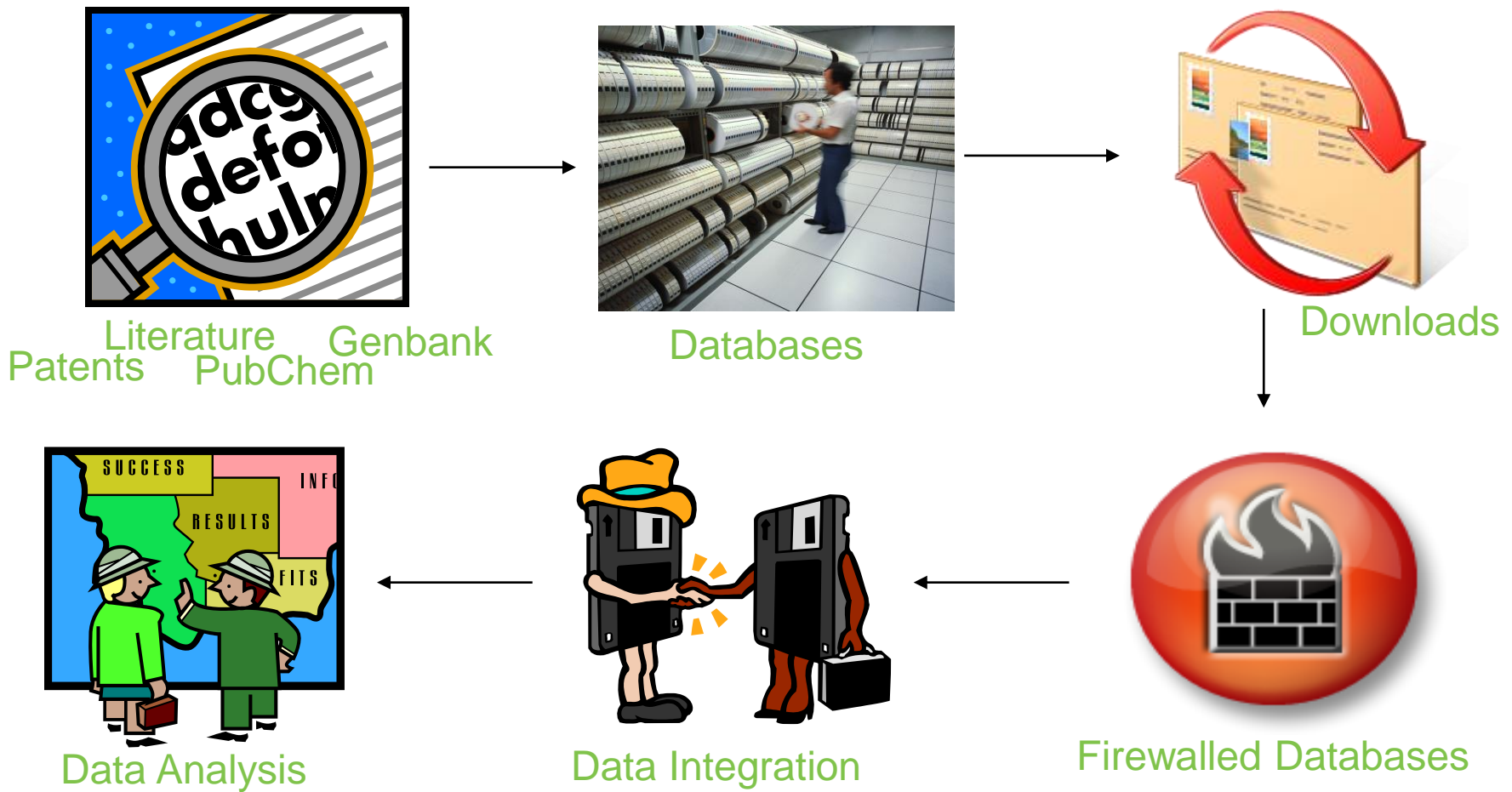
- Big Data Europe (BDE) - finished
- EuToxRisk with partners
- Unsuccessful bid in Federated AI in Drug Discovery
- FAIRPlus consortium member
  - Project starting Jan 2019

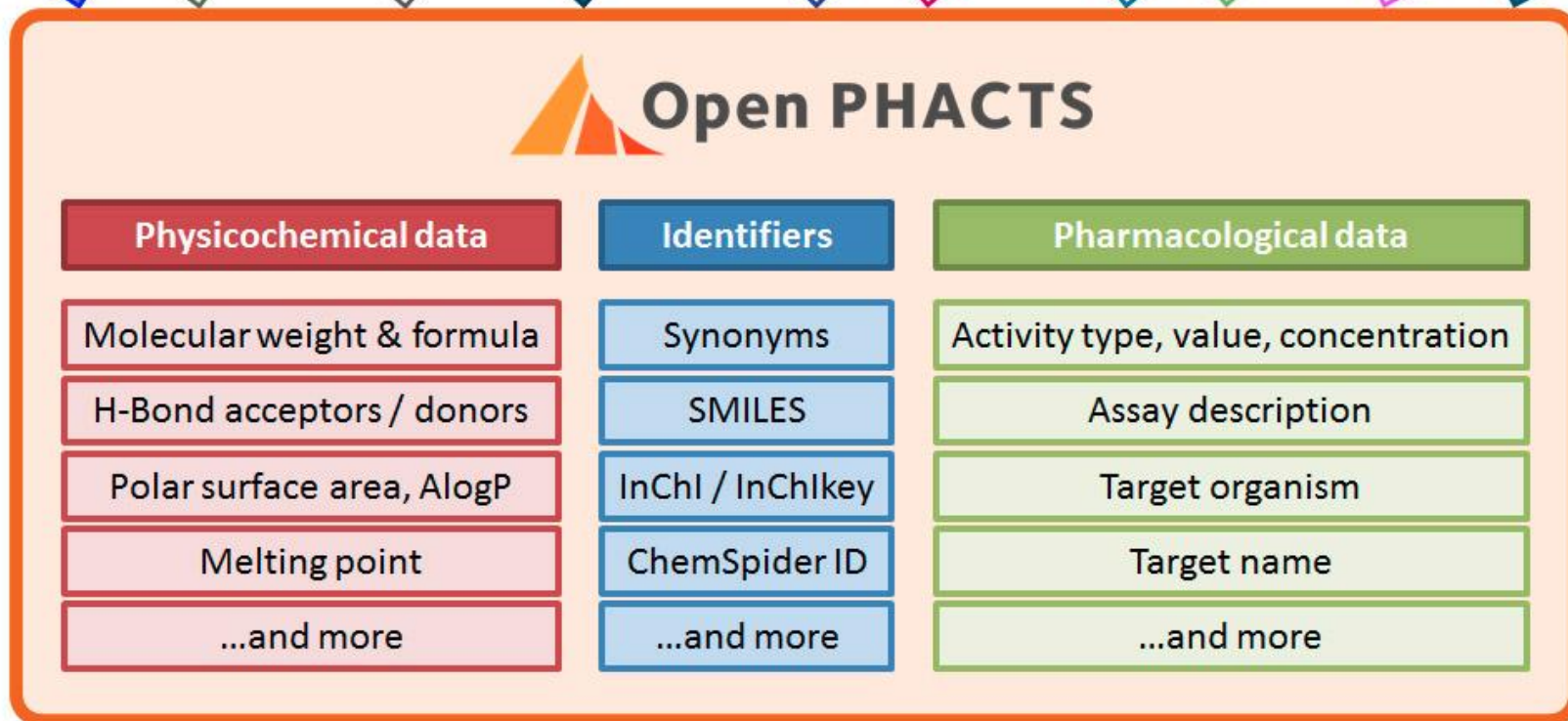
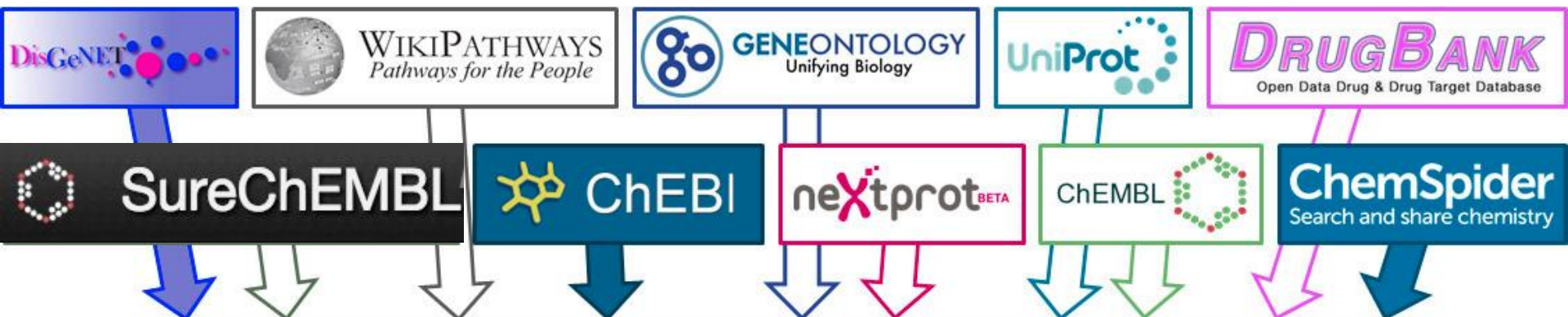
## **-Current Curlew Research IMI**

- Blockchain IMI Bid Consortium
  - Find out Jan 2019!



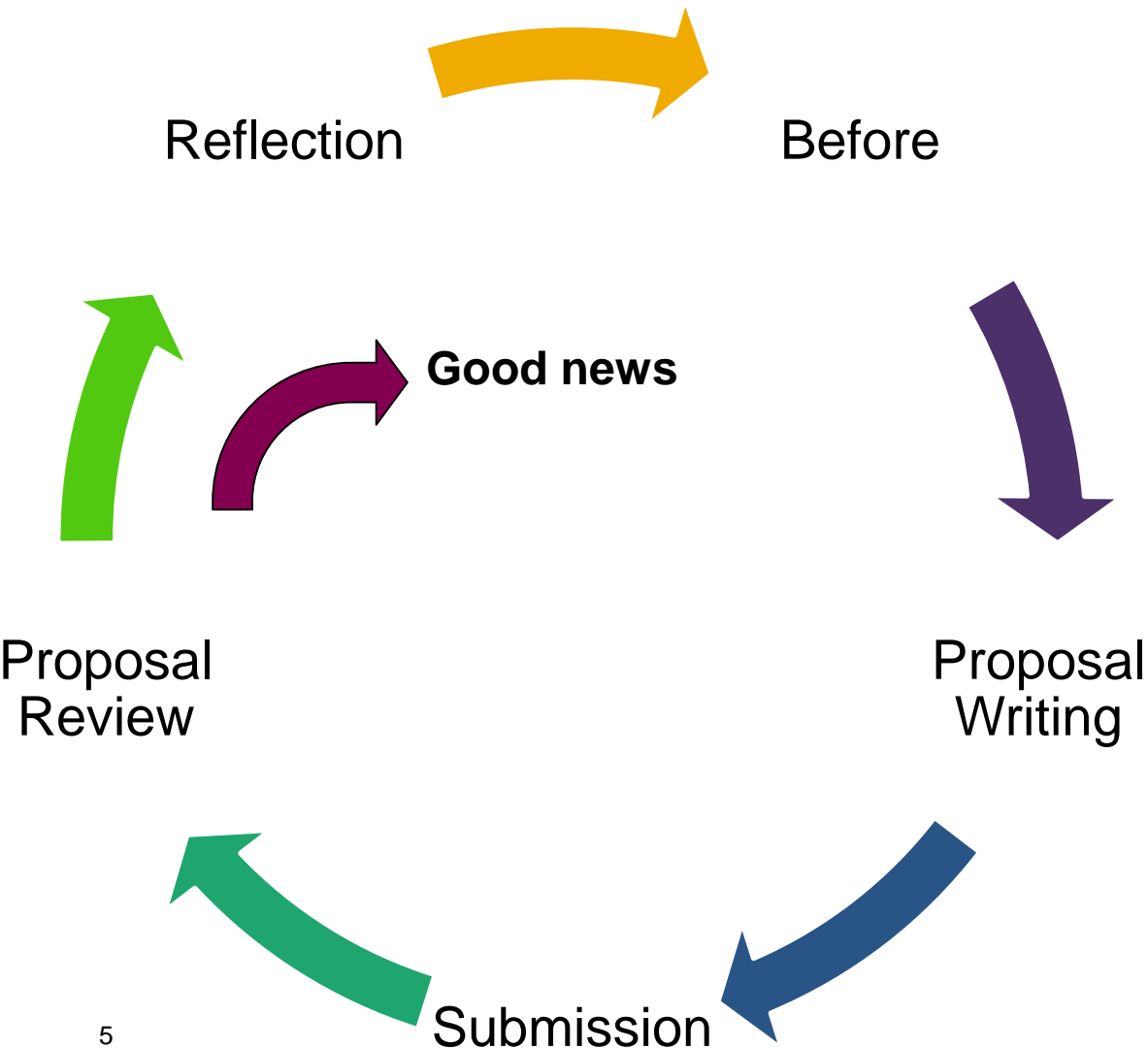
# How do R&D companies use public data?





# Preparing for a Grant Proposal

## It begins beforehand



## Skills

- Be open & honest about what you & other partners can bring
  - Add on to your existing work, not the only activity
- Range of skills to deliver a good response
  - Domain aware
  - Grant writing
  - Coordination during grant
    - From within team or use a consultancy

# Networking



# Partnering

# In the IMI/H2020 You succeeded

Sustain  
and  
longer  
term



Success!



Work  
begins



Delivery



Keeping  
focussed



Photo by [Jon Tyson](#) on [Unsplash](#)

# Distributed projects take effort Open about challenges and delays



Photo by [Pavan Trikutam](#) on [Unsplash](#)



# Summary: Should you get involved?

## Perspectives

- **Weigh up the value and expertise against the project**
  - Must be a good fit for your existing expertise
- **Supplementary to existing work, not sole project**
  - Cannot be sole source of revenue
- **Consider value of broader partnering, longer term and sustain options**
- **Different questions for a Informatics vs new Technology SME**

## It all begins long time before Grant Proposal

- **Good networking**
- **Future challenges and influencing what should be considered**
- **Alignment to business strategy**