



# Opportunities for SMEs in IMI2 Call 20

# Agenda

- How to use GoToWebinar – Catherine Brett, IMI
- Opportunities for SMEs in IMI2 Call 20 – Colm Carroll, IMI
- Questions & answers

# How to use GoToWebinar

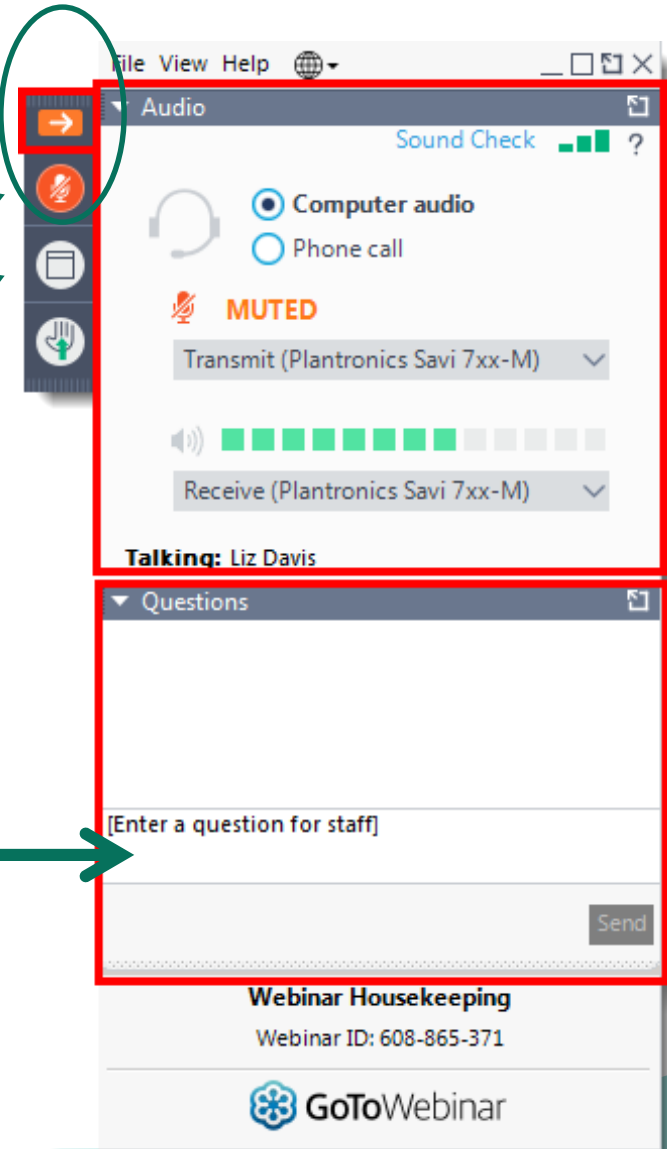
Expand / minimise control panel →

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question orally

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# How to use GoToWebinar - audio

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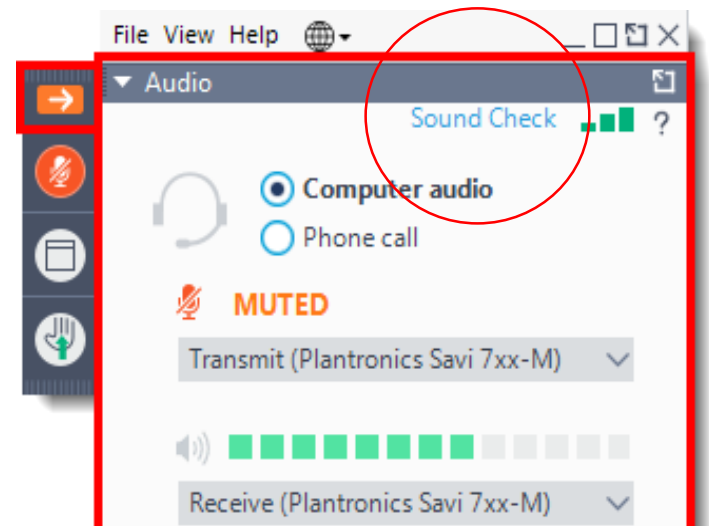
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- Do a **Sound Check** to make sure GoToWebinar is picking up the right speakers
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# Before we start...

- This webinar is being recorded
- The recording, presentation slides and participant list will be published on the IMI website
- IMI2 Call 20 has been launched and all Call documents & details of how to apply can be found on the IMI website:
- [www.imi.europa.eu/apply-funding/open-calls/imi2-call-20](http://www.imi.europa.eu/apply-funding/open-calls/imi2-call-20)



# Opportunities for SMEs in IMI2 Call 20

# Today's webinar

## Will cover all aspects of the Call topic

- Introduction to IMI programme
- Why SMEs should get involved
- IMI Call Process & tips on Writing & Submitting Proposals
- IMI Call 20 topics
- Other opportunities for SMEs in IMI projects

## Will not cover rules and procedures

- A webinar on rules and procedures took place on **Wednesday 29 Jan 2020**

A recording is available at: <https://europa.eu/!gX89wR>

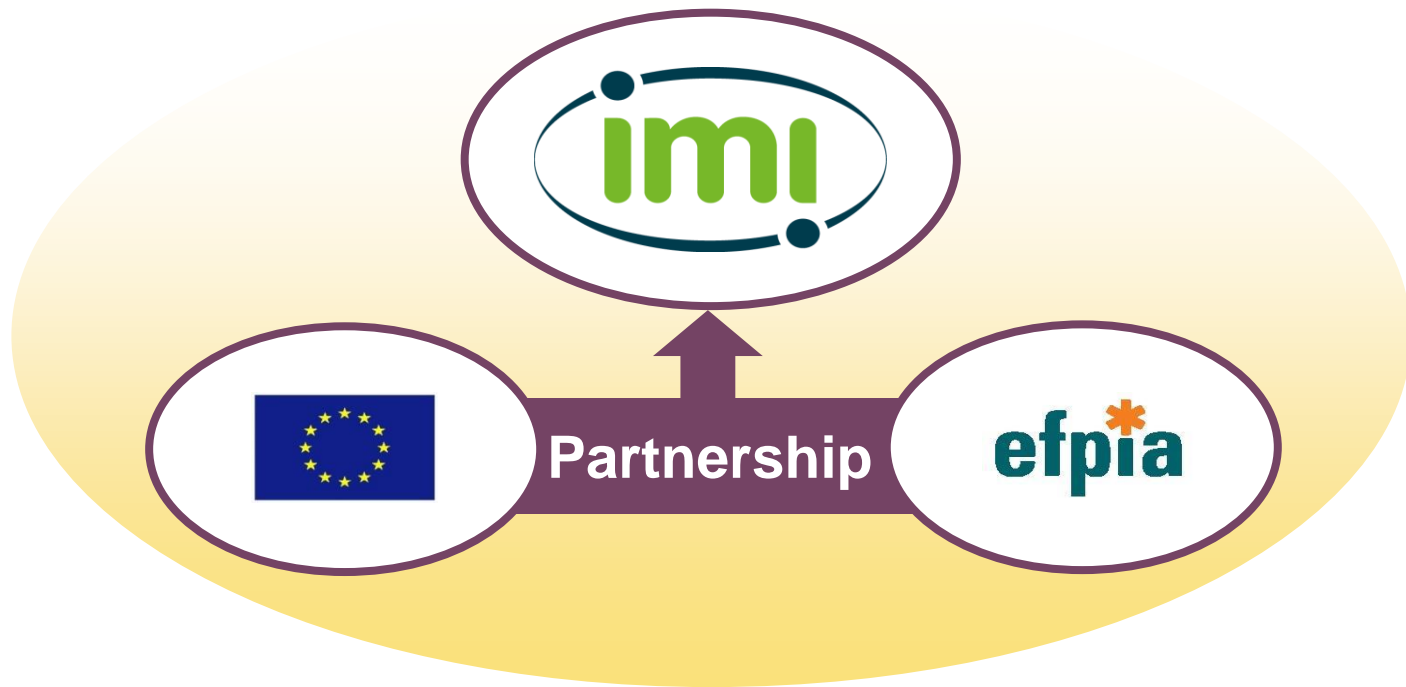
# Why is a partnership in health needed?

Because drug development is still very...





# What is the Innovative Medicines Initiative?



**IMI is a platform where all involved in drug development can collaborate on shared challenges**

# Why do we want SMEs in IMI projects?

- SMEs can act as a **key interface** between latest academic discoveries and implementation in industry
- SMEs can bring **industrial grade products/services** to IMI projects
- With a commercial focus, SMEs can **drive projects to achieve** high impact results
- By developing products & services, SMEs can ensure the results of IMI projects are **widely available after the funding ends**
- Help create a **favourable ecosystem for SME innovation and growth.**

# Why should an SME participate in an IMI project?

- IMI projects are focused on **translating results from research** into real world outcomes – an opportunity for SMEs
- SMEs can **fine-tune innovative services and products** with the actual end-user scientists
- Collaboration with large pharmaceutical companies and others allows **access to whole value chain** of drug discovery & the **building of research and business networks**
- **Enhancing reputation and visibility.** IMI project achievements often get recognised and promoted on an international level
- Funding: **100%** of costs **reimbursed**

# Examples of SMEs from IMI projects

# Product Development



- Molecular Affinity Screening System developed within the K4DD project using input from pharma partners.
- Measures target-ligand binding kinetics in high-throughput format

- Acquired by

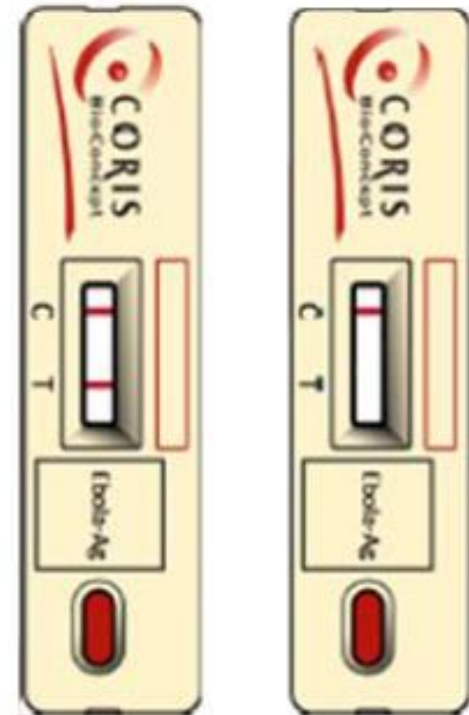


# Product Development



## Ebola Ag K-SeT rapid test

- Rapid Ebola diagnostic based on laminar flow developed by Coris, an SME.
- Results available within 15 minutes.
- Final testing in current outbreak in DRC



Positive for  
Ebola antigen

Negative

# SME spin-off

- **ITTM** Information Technology for Translational Medicine
- Provides **data curation services** developed in the eTRIKS project
- Currently:
  - > 7 employees
  - > 30 clients (Pharma, biotech, project consortia)
- Certified by the EHDEN project for harmonisation of EHR data
- More information:
- [https://www.ittm-solutions.com/images/videos/ITTM-Web\\_FINAL.mp4](https://www.ittm-solutions.com/images/videos/ITTM-Web_FINAL.mp4)

# Business Development



- RADAR-BASE open source IT platform for remote monitoring using smartphone and wearable devices
- Developed in RADAR-CNS project, **now facilitating at least 12 additional studies:**
  - Over 13 500 study participants
  - Over EUR 13 million additional investment.
- Developed by SME [The Hyve](#) & King's College London
- <https://radar-base.org/>



# IMI IP rules consider SME's needs

- **Assets protected** – you decide what to bring in to the project
- **New results owned by the generator**
- **Result owner decides** best protection modalities & exploitation strategy

*“We are a start-up company and our patents are the most valuable asset that we have. We jumped into the project and we are glad that we did, because our IP rights are protected – participating in this project didn’t harm us at all.”*



# From Idea to Project: IMI2 calls for proposals

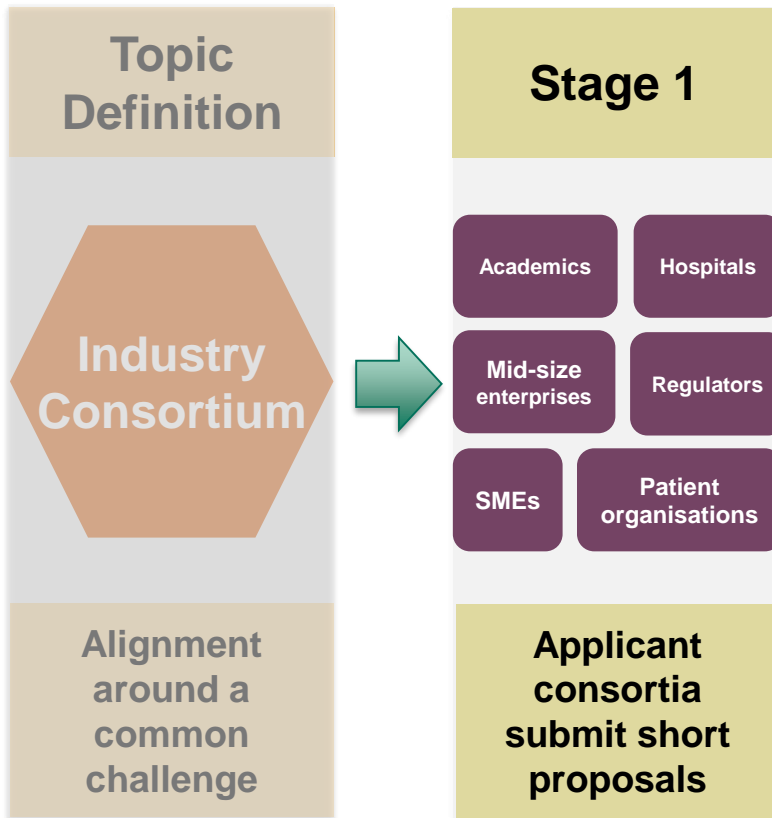
# Idea to Project: IMI2 Calls for Proposals

**Topic  
Definition**

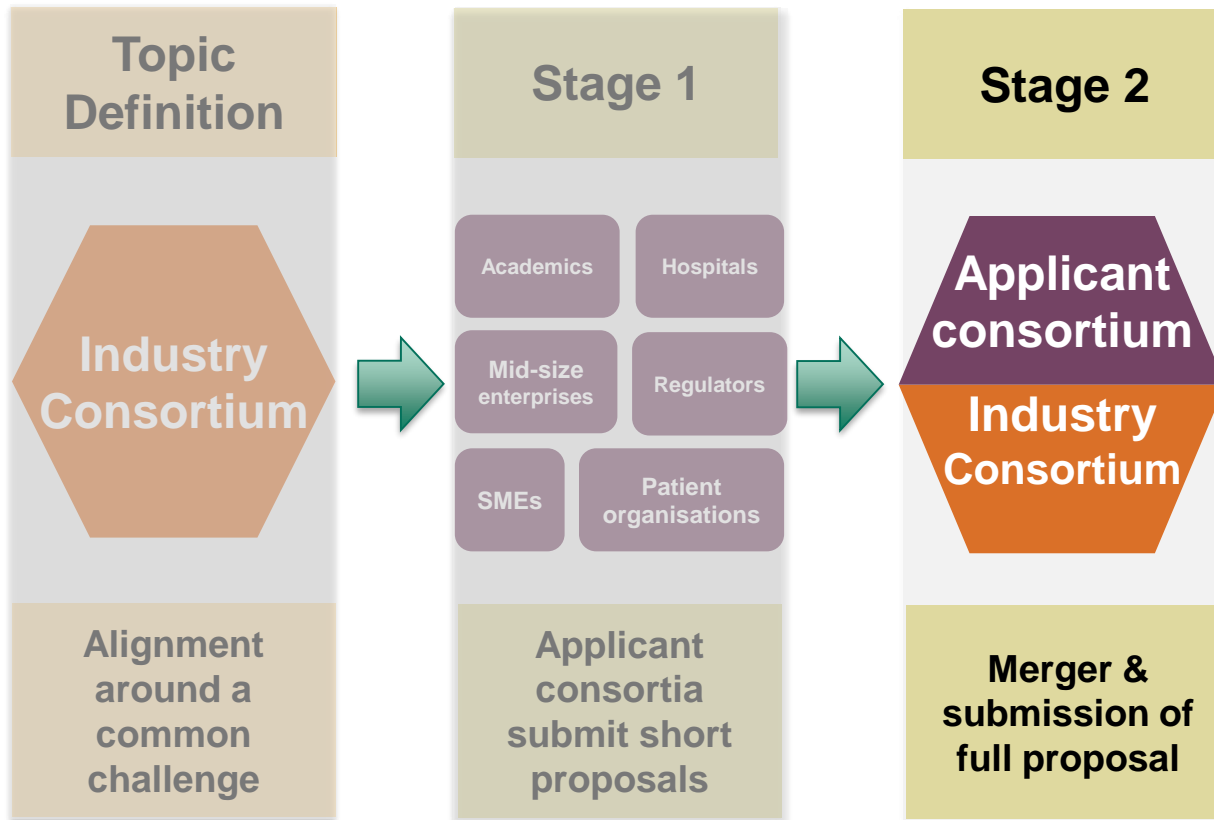
**Industry  
Consortium**

**Alignment  
around a  
common  
challenge**

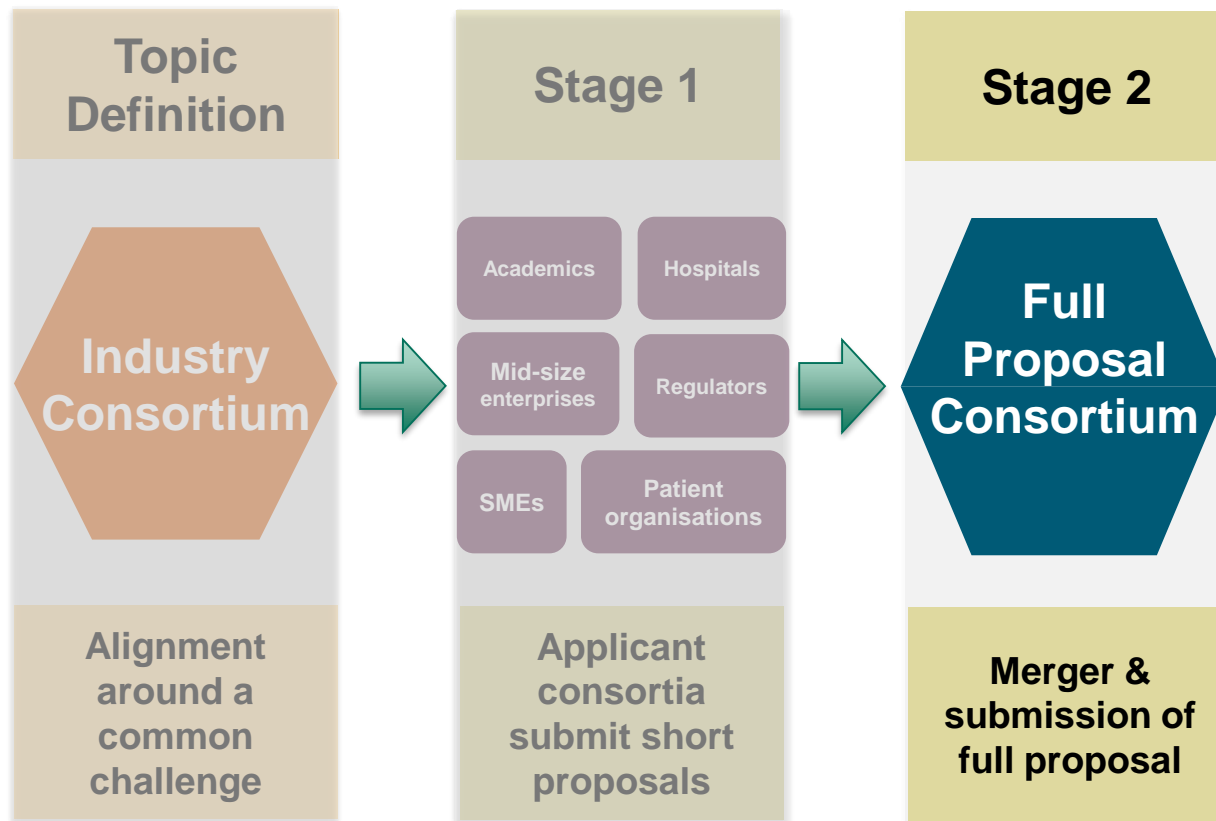
# Idea to Project: IMI2 Calls for Proposals



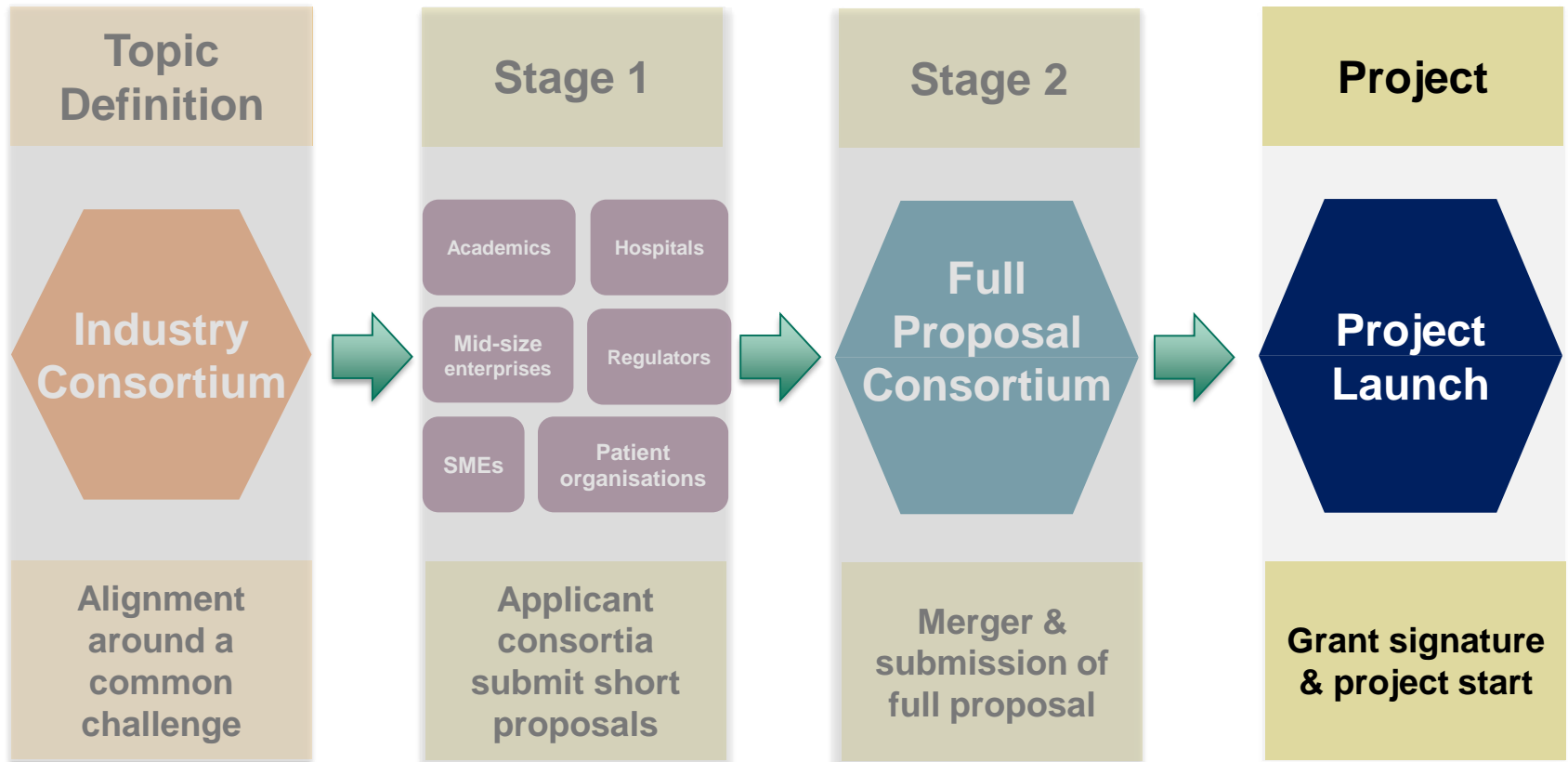
# Idea to Project: IMI2 Calls for Proposals



# Idea to Project: IMI2 Calls for Proposals



# Idea to Project: IMI2 Calls for Proposals



# Joining an applicant consortium

- **Be proactive**
  - Develop your network
  - Reach out to potential coordinators, make their life easy
- **Be prepared**
  - Summarise your skills and proposed topic activities
  - Estimate the budget required
- **Be flexible**
  - Don't restrict yourself to a single set of activities



# Finding consortia / partners

- **Network with your contacts**
- Network with **SME & topic webinar participants**
- **Use Partner Search Tools:**
  - EU Funding & Tenders Portal: <https://europa.eu/!QU87Nx>
  - German NCP version: <http://www.imi-partnering.eu>
- Get in touch with your **local IMI contact point:**  
[www.imi.europa.eu/content/states-representatives-groups](http://www.imi.europa.eu/content/states-representatives-groups)
- **Network on social media** (e.g. IMI LinkedIn group)



# SME participation in IMI2 Call 20

# Topic texts & webinars

- Call 20 Launch date: 21st January 2020
- Short Proposal submission date: 21st April 2020
  
- A summary of all topics is presented below
  
- If interested in a particular topic, please:
- Read the topic text
  - <https://europa.eu/!GM86Wp>
- View the topic specific webinars at:
  - <https://www.imi.europa.eu/news-events/events/imi2-call-20-webinars>

# IMI2 Call 20 – 6 topics

- **Early diagnosis, prediction** of radiographic outcomes and development of rational, **personalised treatment** strategies to improve long-term outcomes in **Psoriatic Arthritis**
- Innovations to accelerate **vaccine development and manufacture**
- Academia and industry united innovation and treatment for **tuberculosis (UNITE4TB)**
- **Tumour plasticity**
- Proton versus **photon therapy** for oesophageal cancer – a trimodality strategy
- Handling of **protein drug products** and stability concerns

# Topic 1: Early diagnosis, prediction of radiographic outcomes and development of rational, personalised treatment strategies to improve long-term outcomes in Psoriatic Arthritis

## The topic aims to:

- Deliver tools to diagnose psoriatic arthritis earlier, and predict which patients are at greatest risk of developing arthritis.
- Help track how the disease will progress over time

## Key deliverables:

- Identification of predictors of disease progression
- Biomarkers to predict, diagnose and monitor patients
- Data mining and AI-driven information extraction

# Topic 1: Psoriatic Arthritis

## Expected contributions from SMEs

- Experience on biomarkers, AI/ML techniques and “big data” management techniques.
- Experience and capacity to manage large volumes of various data.
- Demonstrated ability to deliver analytical platforms for a range of scientific/medical and analytical communities.

## Duration

60 months

## Indicative budget

- In-kind contribution: EUR 13 880 000
- IMI2 JU contribution: up to EUR 10 211 000

# Topic 2: Innovations to accelerate vaccine development and manufacture

## The topic aims to:

- Incorporate recent advances in immunology, big data and artificial intelligence into the vaccine industry,
- Develop biological and mathematical models that are better at predicting how well a vaccine will work.
- Accelerate and de-risk the development of new vaccines.

## Key deliverables:

- Data-management and data-sharing procedures, tools and infrastructures to support collaborations between subtopics;
- Subtopic-specific deliverables in addition

# Topic 2: Vaccine development & manufacture

## Expected contributions from SMEs

- IT infrastructure construction for in silico platforms.
- Manufacture (and associated optimisation) of challenge pathogens for CHIMs.
- Design/production of monitoring devices for biomanufacturing.
- Project management activities.

## Duration

66 months

## Indicative budget

- In-kind contribution: EUR 18 600 000
- IMI2 JU contribution: up to EUR 19 870 000



# Topic 3: Academia and industry united innovation and treatment for tuberculosis

## The topic aims to:

- Develop and carry out innovative clinical trial designs to identify new treatment combinations using drugs that have already undergone initial studies in humans.
- Develop technologies to monitor and enhance treatment adherence.

## Key deliverables:

- Innovative, adaptive clinical trials
- Innovative biomarkers
- Pharmacogenomics strategy
- Clinical trial simulation tool
- Digital health technologies
- AI/ML models

# Topic 3: Innovation and treatment for TB

## Expected contributions from SMEs

- Operational expertise in the transport and management of clinical trial supplies and human biological samples
- Expertise in digital health technologies relevant to treatment adherence
- GCP, GDPR, ethics, legal and data privacy expertise.

## Duration

84 months

## Indicative budget

- In-kind contribution: EUR 92 500 000
- IMI2 JU contribution: up to EUR 92 500 000

# Topic 4: Tumour plasticity

## The topic aims to:

- Add to our understanding of DTPs & develop tools to collect and analyse them.
- Focus on non-small cell lung cancer, breast cancer, and colorectal cancer but may also carry out studies on other cancers.

## Key deliverables:

- Protocols for single cell collection from PDX/PDO models.
- Methods for tissue-based spatial imaging. Multi-omics methods for characterising single cells.
- Single-cell sequencing & measurement data combined with treatment and outcome data / clinical outcome data.
- A raw data repository with access for all consortium partners.

# Topic 4: Tumour plasticity

## Expected contributions from SMEs

- expertise in single-cell sequencing and analysis of sequencing data, as well as spatial transcriptomics
  - expertise in the development of new single cell technologies
  - expertise in parallel single-cell sequencing technologies
  - expertise in bioinformatics analysis of single-cell sequencing data
  - expertise in the data integration of single-cell RNA-seq datasets

**Duration**

60 months

**Indicative budget**

- In-kind contribution: EUR 7 058 000
- IMI2 JU contribution: up to EUR 8 500 000

# Topic 5: Proton versus photon therapy for oesophageal cancer- a trimodality strategy

## The topic aims to:

- Assess the usefulness of proton therapy as a treatment compared to radiotherapy, using oesophageal cancer as a case study.
- In the long term, the results of this topic should also prove useful for other types of cancer.

## Key deliverables:

- A study protocol for a non-blinded multi-centre randomised phase III
- Recruitment reports, Data collection reports etc...
- A proposal for a European methodology for multi-centric clinical trials in proton therapy
- Publications & conference presentations on the results of the study

# Topic 5: Proton Therapy

## Expected contributions from SMEs

- Experience in dealing with the legal and ethical challenges associated with integrating multi-centre patient derived data, as well as data-processing and management practices (e.g. privacy).
- Strong project management expertise;

## Duration

60 months

## Indicative budget

- In-kind contribution: EUR 1 500 000
- IMI2 JU contribution: up to EUR 1 500 000

# Topic 6: Handling of protein drug products and stability concerns

## The topic aims to:

- Improve our understanding of how protein drugs are handled in the real world and the effect this has on product quality
- Develop guidelines, processes and training to improve the way protein drug products are handled by different stakeholders.

## Key deliverables:

- Clear insight into the drug product handling procedures and their impact
- Improved protein drug product development processes
- Improved training on drug product handling

# Topic 6: Handling of protein drug products

## Expected contributions from SMEs

- A global understanding of the protein DP handling, attained from first-hand knowledge
- *“The participation of SMEs with novel monitoring concepts and training tools is highly encouraged.”*
- *“Technologies from SMEs that have been developed for other purposes but can be of use for this project”*

**Duration:** 48 months

## Indicative budget

- In-kind contribution: EUR 3 959 500
- IMI2 JU contribution: up to EUR 3 140 000



# SME participation in ongoing IMI projects

# European Lead Factory



Screening deck of **550 000 compounds & ultra-HTS facilities** available **free** to anyone with an **innovative target to screen**.

[www.europeanleadfactory.eu](http://www.europeanleadfactory.eu)

## NEWS

Keapstone Therapeutics, an SME that benefited from free screening at the European Lead Factory has secured a further €1,1 million investment from Parkinson's UK.

*“What was attractive about the data package from ELF was that it was generated based on industrial standards”*



Dr Jan Kulagowski, Drug Discovery Manager at Parkinson's UK

# European Health Data & Evidence Network

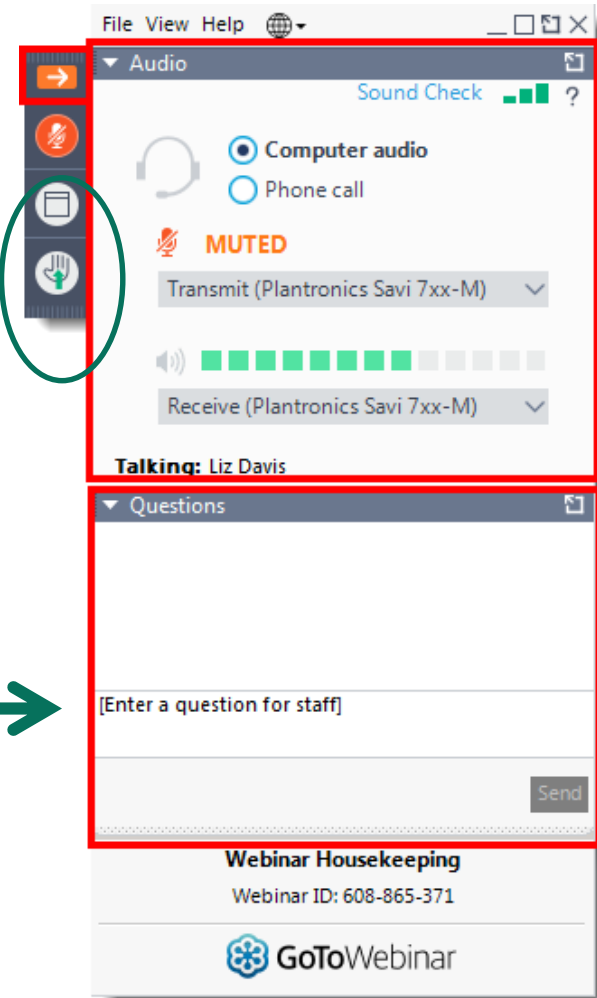
- EHDEN aims to harmonise **100 million, anonymised health records** across multiple data sources to create a federated health data network in Europe.
- Harmonisation will be carried out by certified/qualified SMEs and funded by a **EUR 16 million harmonization fund**.
- SMEs can obtain **free training & certification** which then allows them to carry out the harmonization at the data owners site.
- Calls for SME service providers & data partners in 2020:
  - <https://www.ehden.eu/>



# Questions & answers

# Questions?

Raise your hand if you want to ask a question orally



Send a question in writing



After the webinar, send any questions to the **IMI Programme Office**

[applicants@imi.europa.eu](mailto:applicants@imi.europa.eu)



**Thank you!**

[www.imi.europa.eu](http://www.imi.europa.eu)  
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