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

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e.g. if you want to ask a question orally

Send a question in writing
How to use GoToWebinar - audio

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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:
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...

Complex
Inefficient
Lengthy
Risky
Expensive
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 BRUKER
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
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 **EHREN project** for harmonisation of EHR data

- More information:
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/](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

Stage 1

- Academics
- Hospitals
- Mid-size enterprises
- Regulators
- SMEs
- Patient organisations

Applicant consortia submit short proposals

Alignment around a common challenge

Topic Definition

Industry Consortium
Idea to Project: IMI2 Calls for Proposals

Stage 1
- Applicant consortia submit short proposals
- Collaboration among Academics, Hospitals, Regulators, SMEs, Mid-size enterprises, and Patient organisations

Stage 2
- Merger & submission of full proposal
- Industry Consortium

Alignment around a common challenge
Idea to Project: IMI2 Calls for Proposals

Stage 1
- Applicant consortia submit short proposals
- Academics
- Hospitals
- Mid-size enterprises
- Regulators
- SMEs
- Patient organisations

Stage 2
- Full Proposal Consortium
- Merger & submission of full proposal

Alignment around a common challenge
Idea to Project: IMI2 Calls for Proposals

Stage 1
- Applicant consortia submit short proposals
- Academics
- Hospitals
- Mid-size enterprises
- Regulators
- SMEs
- Patient organisations

Stage 2
- Full Proposal Consortium
- Merger & submission of full proposal

Project
- Project Launch
- Grant signature & project start

Industry Consortium
- Alignment around a common challenge
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
- 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:
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
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.
- 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

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
Thank you!

www.imi.europa.eu
@IMI_JU