



Webinar | IMI2 - Call 17 Opportunities for SMEs

25.01.2019

Agenda

- How to use GoToWebinar – Catherine Brett, IMI
- Opportunities for SMEs in IMI2 Call 17 – Colm Carroll, IMI
- Questions & answers

How to use GoToWebinar

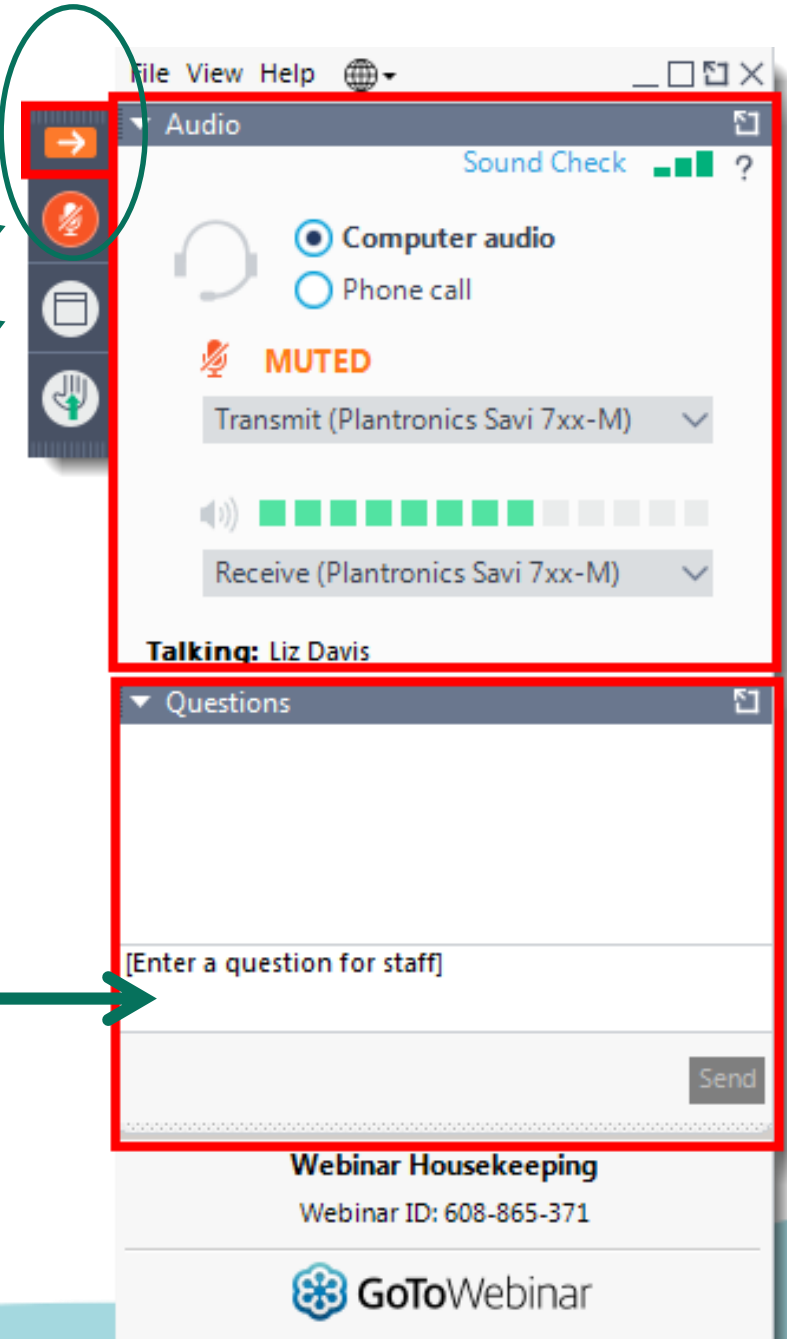
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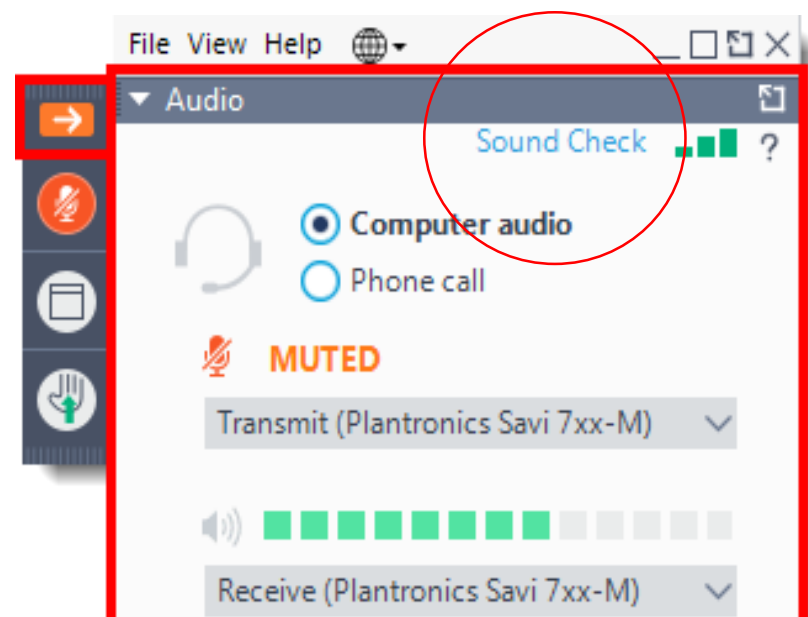
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Before we start...

- This webinar is being recorded and will be published on the IMI website and / or IMI YouTube channel
- Presentation slides will be published on the webinar web page
- A participant list will be circulated and published on the website
- IMI2 Call 17 has been launched and all Call documents & details of how to apply can be found on the IMI website



SMEs in IMI2 Call 17

Today's webinar

Will cover the following:

- Introduction to IMI
- Overview on why SMEs should join IMI projects
- Tips for joining applicant consortia
- SME opportunities in Call 17 topics
- Other SME opportunities in IMI

Will not cover rules and procedures

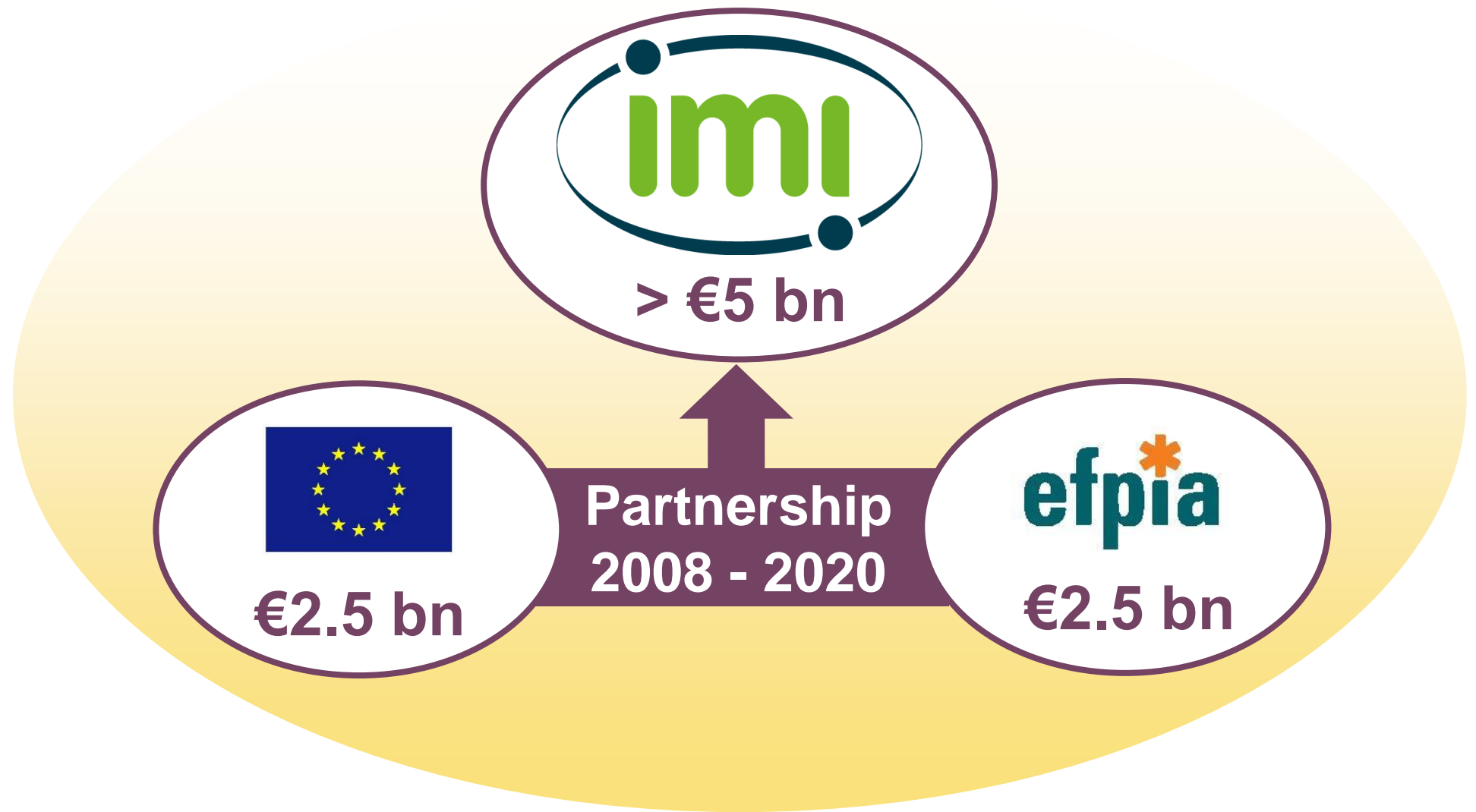
- A webinar on rules and procedures will occur on **Thursday 31st Jan**

IMI – Europe's partnership for health

IMI mission

IMI facilitates open collaboration in research to advance the development of, and accelerate patient access to, personalised medicines for the health and wellbeing of all, especially in areas of unmet medical need.

IMI – Europe's partnership for health



IMI – Ecosystem for innovative collaborations

- Allow engagement in a cross-sector, multi-disciplinary consortium at the forefront of cutting-edge research
- Provide the necessary scale by combining funding, expertise, knowledge, skills and resources
- Build a collaboration based on trust, creativity and innovative and critical thinking
- Learn from each other - new knowledge, skills, ways of working
- Take part in transformative research that will make a difference in drug development and ultimately patients' lives

IMI is a **neutral platform** where **all involved** in drug development can engage in **open collaboration** 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 excellent 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 in existing projects

K4DD - Sierra Sensors

- 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

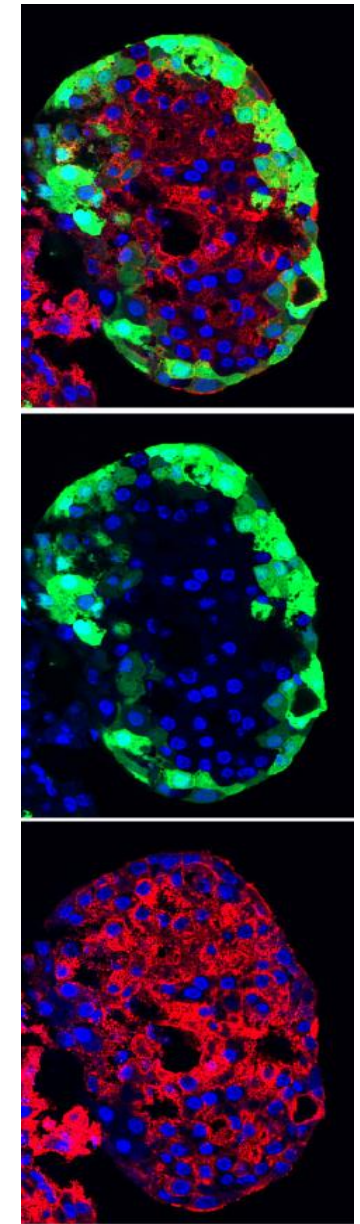


IMIDIA delivers a world first – driven by SME involvement

- IMIDIA generated the first human pancreatic beta cell line
- A French SME was at the heart of the research

‘Thanks to this collaboration, the robustness of our beta cells has been validated by large pharma companies – a major advantage for a biotechnology company like Endocells.’

– Anne-Fabienne Weitsch, CEO of Endocells



SME success stories



- Thanks to IMI the company went from 6 to 50 employees.
- Now they are ready to further expand.



- Developed blood tests for Alzheimer's diagnosis, stratification and companion diagnostics in AD. The Panel was tested on 300 patients in an IMI project.



- Developed computer models for predicting toxicity, which were validated by pharma in eTOX. Now they have signed a contract with one of the companies to use their models in house.



IMI IP rules consider SME's needs

- Background and sideground **assets protected**
- Opportunity for **further development & validation of assets**
- New results **owned by the generator**
- **Result owner decides** best protection modalities & exploitation strategy
- **Access to expertise** from the other partners on equal basis
- Publication/dissemination **subject to conditions**, such as respect of the legitimate interests

“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.”



Topic development & Proposal submission

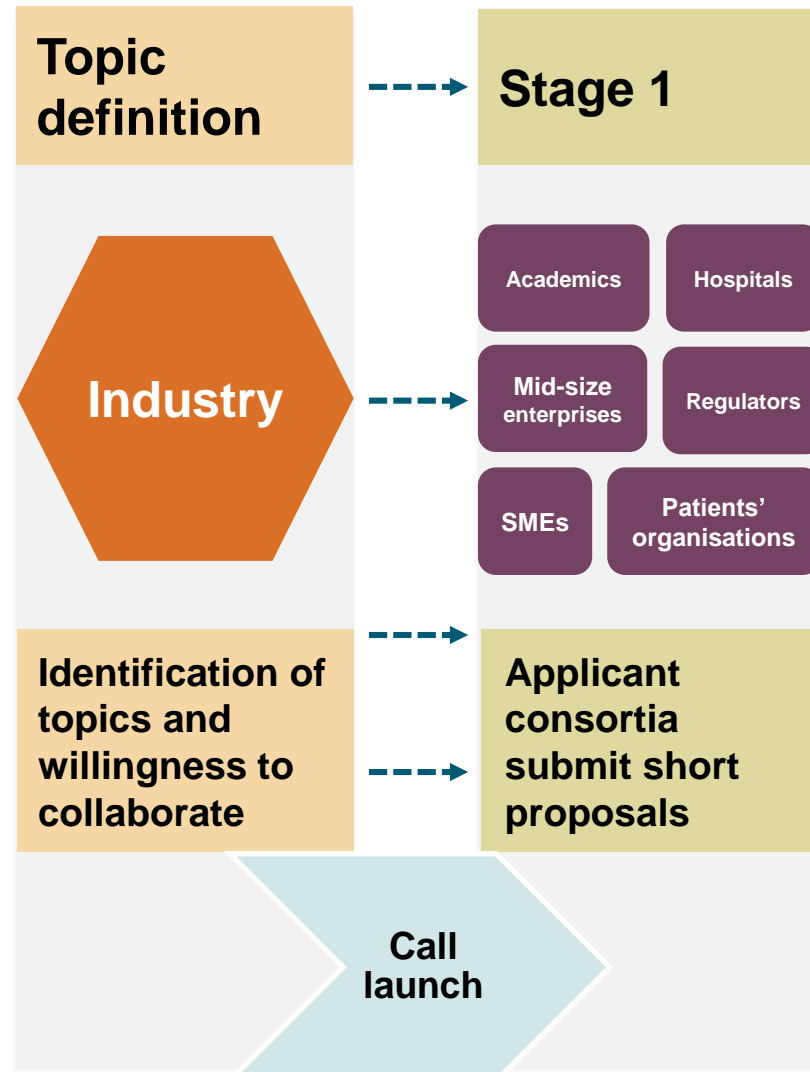
IMI2 Topic Definition



Topic Definition

- Industrial partners align themselves around a real challenge for industry and agree to work together **and commit resources**
- **New ideas** from public sector, universities, SMEs etc. are needed to address the challenge
- **Scale** is a key to success and is provided through **IMI funding**
- **Consultation** with H2020 countries, IMI2 SC, EC

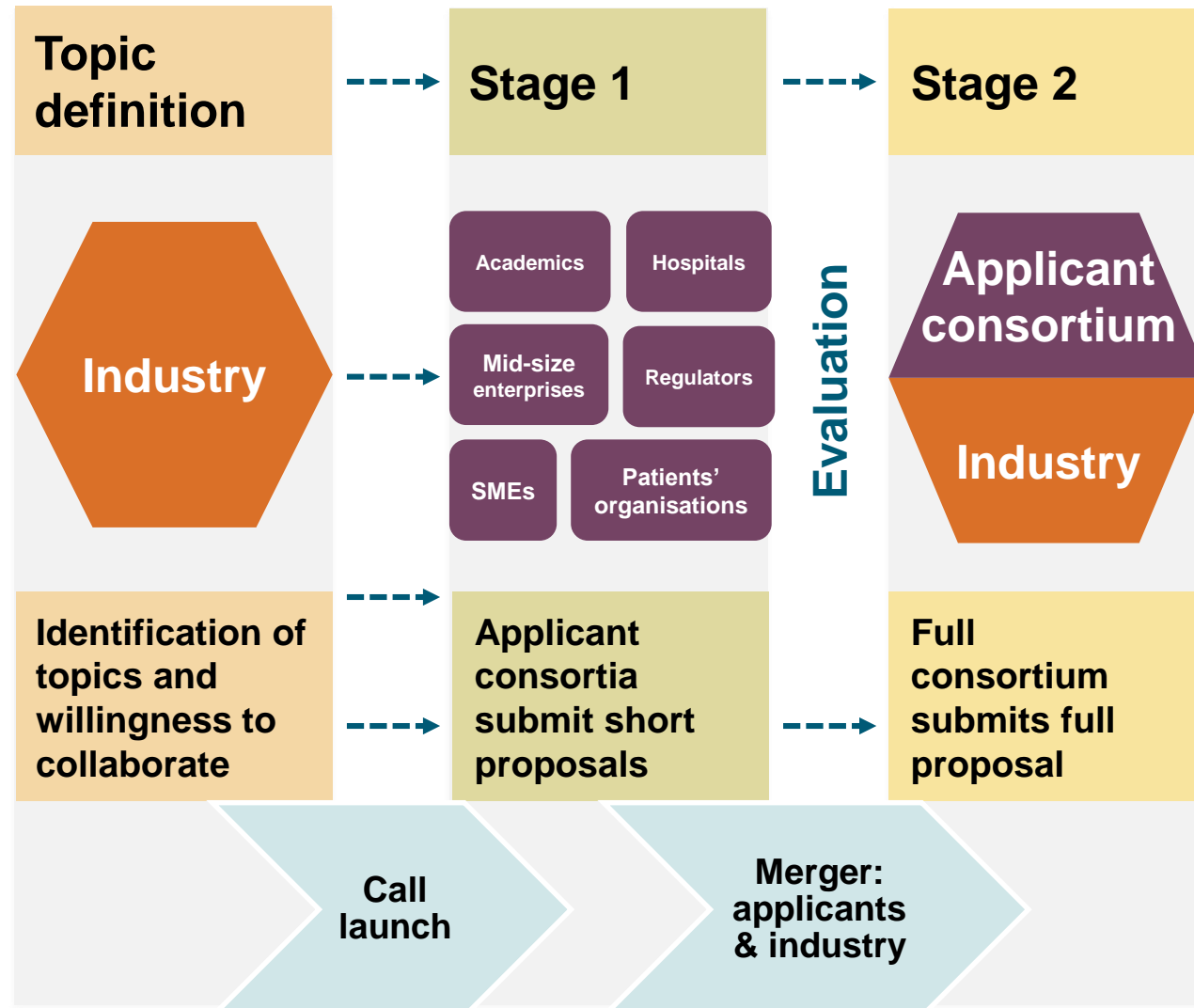
IMI2 submission/evaluation life cycle



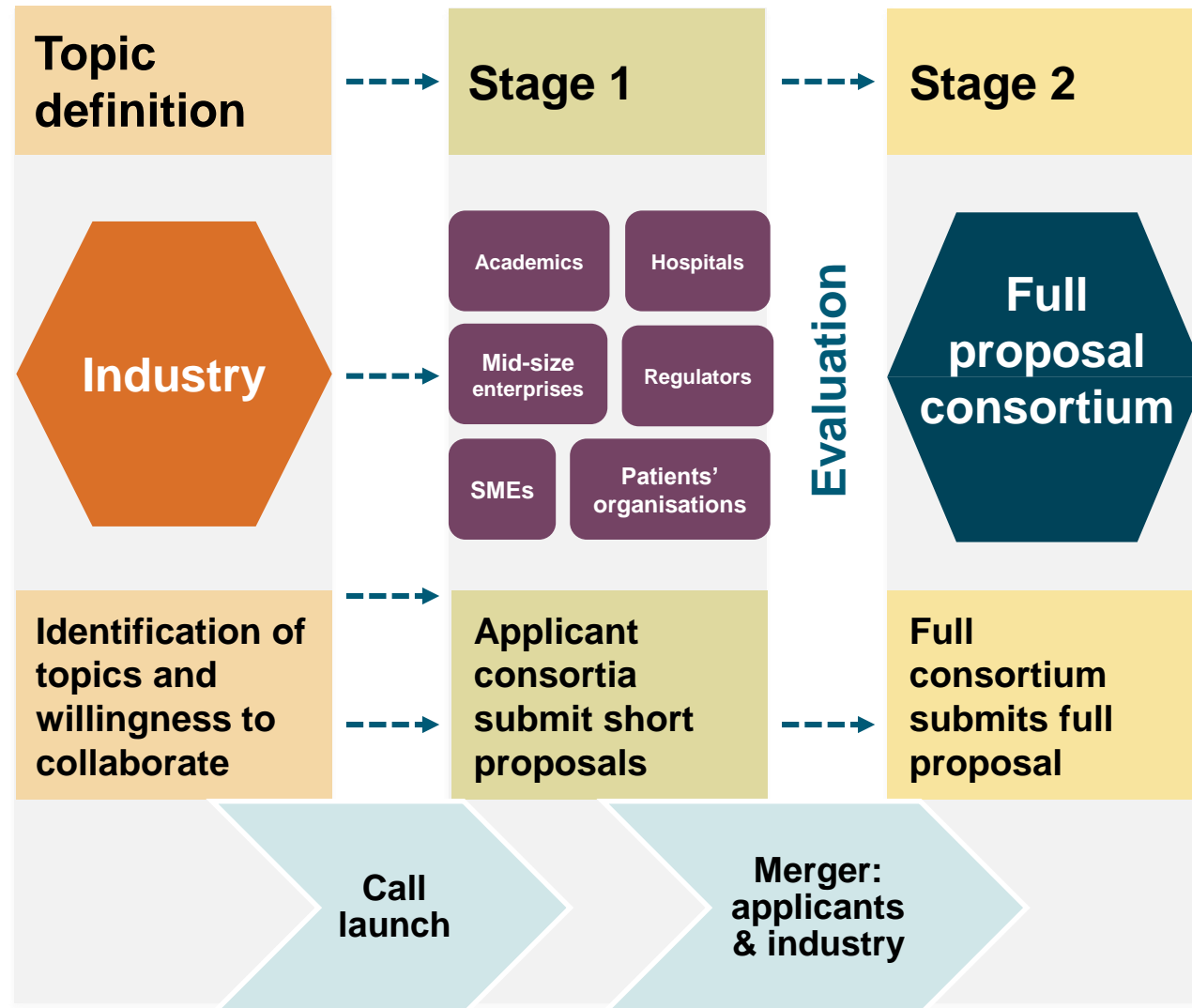
Proposal Submission & Evaluation

- **Consortia** applying for the public funding **form** and submit a Short Proposal meeting the requirements of the topic text
- All proposals evaluated by an **independent panel**
- **Only top ranked proposal** goes through to the next stage

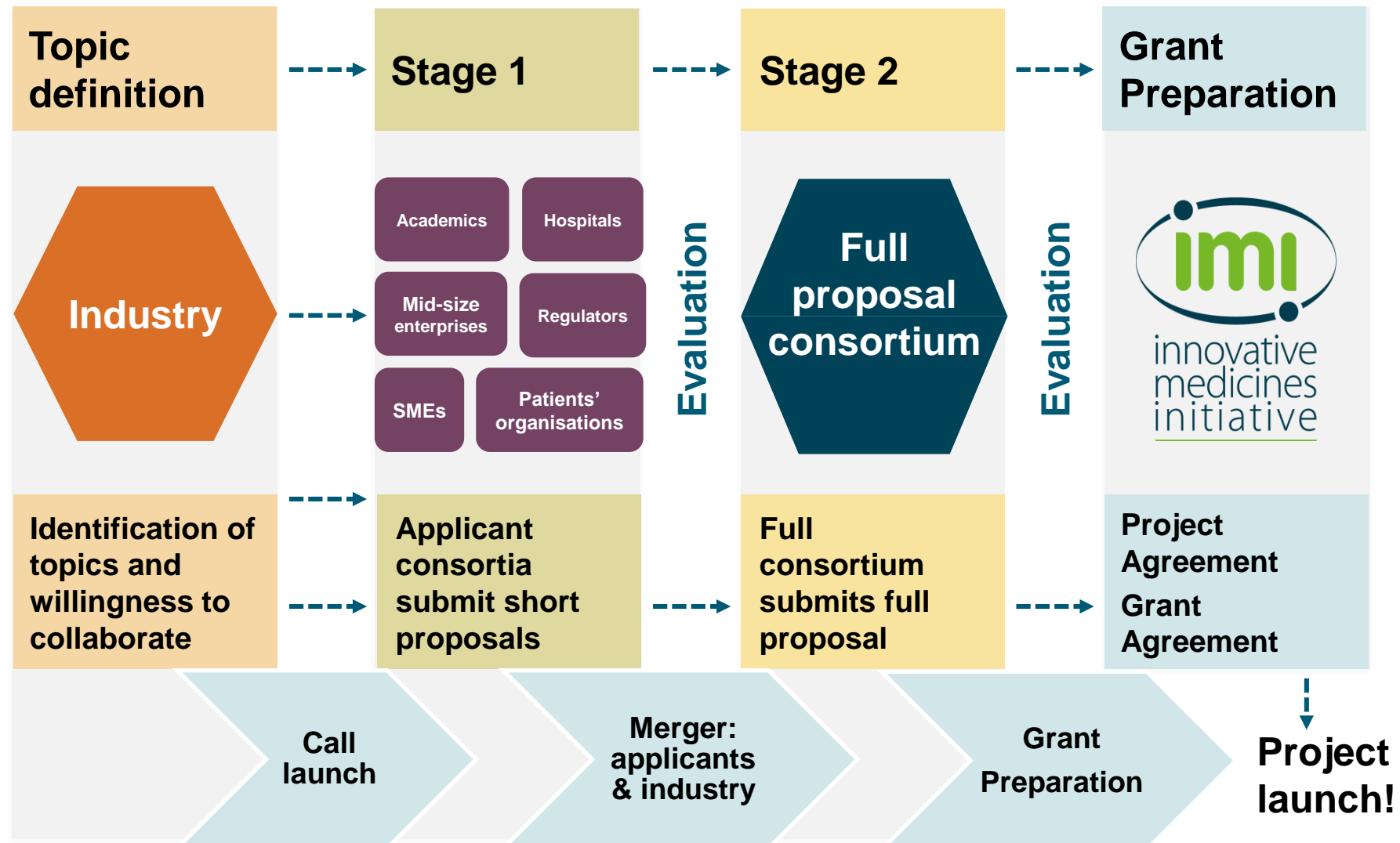
IMI2 submission/evaluation life cycle



IMI2 submission/evaluation life cycle



IMI2 submission/evaluation life cycle



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**

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)

Tips for writing a successful proposal

- Read all the call-relevant material
- Begin **forming your consortium early**:
 - Partner search tools & networking events
- Provide reviewers with all the information requested to allow them to evaluate your proposal
- Submit your proposal early
- Contact the SME helpdesk: SME@imi.europa.eu

Common Mistakes

- The proposal does not address **all the objectives of the topic**
- Necessary **expertise not fully mobilized**
- A proposal is scientifically excellent but will have **limited impact**
- Admissibility/Eligibility criteria not met:
 - submission deadline missed
 - minimum of 3 legal entities from 3 member states & H2020 associated countries not met.

SME participation in IMI2 Call 17

Topic texts & webinars

A summary of all topics is presented below

If interested in a particular topic, please:

- Read the topic text
 - <https://europa.eu/!XP67cc>
- Attend/view the topic specific webinars at:
 - <https://europa.eu/!Rm94jn>

Topic 1: Optimising future obesity treatment

The topic aims to:

- Identify pathophysiologically and clinically meaningful subgroups of obesity that will allow for optimisation of prevention and treatment of obesity and its complications

Key Deliverables

- A federated database of pre-existing phenotypic characterisation
- A set of operational variables that can be used for stratification of obesity into clinically meaningful patient subgroups
- A detailed description of the clinical characteristics and manifestations of the identified patients subgroups
- An algorithm that can be used to identify subjects that require and respond differently to prevention and/or treatment

Topic 1: Optimising future obesity treatment

Expected contributions from SMEs

- Data and knowledge management
- Project management with expertise and experience relevant to IMI2 JU/H2020 projects.

Duration

- The indicative duration of the action is 60 months.

Indicative budget

- In-kind contribution: EUR 8 301 139
- IMI2 JU contribution: up to EUR 8 301 000

Topic 2: Open access chemogenomics library and chemical probes for the druggable genome

The topic aims to:

- Generate potent, well-characterised, functional, small-molecule modulators for a significant amount of the druggable human genome
- Foundation for identifying a set of openly accessible tool compounds.

Key Deliverables:

- An open access chemogenomics library consisting of about 5 000 compounds that cover roughly 1 000 protein targets.
- Generation of up to 100 novel, well characterised, high-quality chemical probes.
- Open-access assays from well characterised human disease tissue

Topic 2: Expected contributions from SMEs

- Broad profiling of chemogenomics compounds and chemical probes.
- Expertise in developing and managing open-access projects
- Expression, characterisation and structure determination of soluble proteins, integral membrane proteins, and protein complexes in an integrated project at large scale;
- Assay development across a large number of different proteins and protein classes, including cell-based target engagement assays

Topic 2: Details

Duration

- The indicative duration of the action is 60 months.

Indicative budget

- In-kind contribution: EUR 30 257 000
- IMI2 JU contribution: up to EUR 27 935 000

Topic 3: Intelligent prediction and identification of environmental risks posed by human medicinal products

The topic aims to:

- providing innovative and predictive tools to:
 - identify environmental hazards and risks associated with candidates in drug development
 - screen and prioritise established, 'legacy' pharmaceuticals
 - development of a publicly available database.

Key Deliverables

- Establish a clear definition of what constitutes a greener API
- Agreement on future ERA and risk prioritisation strategy
- Delivery of validated predictive models/tools
- An updated knowledge-driven ecotoxicology and ERA database

Topic 3: Intelligent prediction and identification of environmental risks posed by human medicinal products

Expected contributions from SMEs

- Contract research organisations (CROs) providing regulatory compliant studies to support the validation work;
- Provide tools, assays, models or database development to help deliver the topic objectives.

Duration

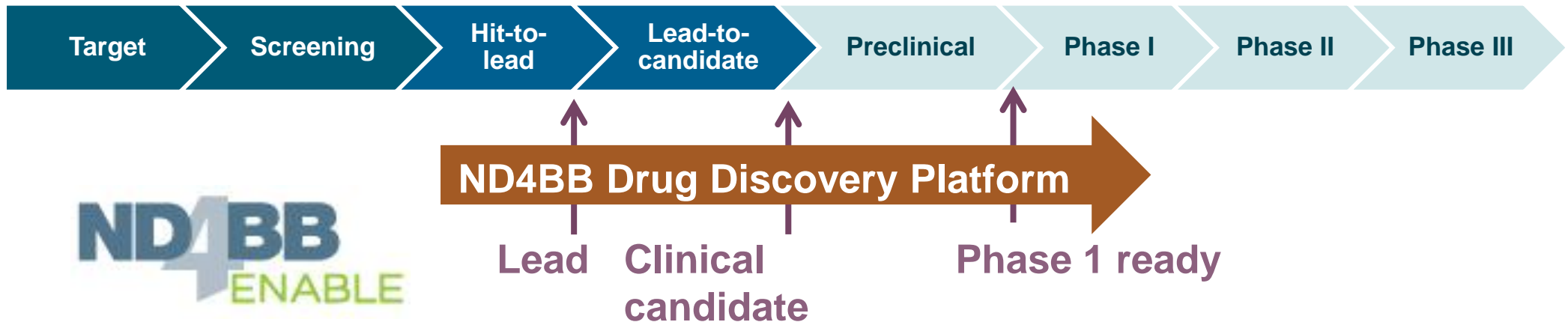
- The indicative duration of the action is 60 months.

Indicative budget

- In-kind contribution: EUR 4 550 000.
- IMI2 JU contribution: up to EUR 4 550 000.

SME participation in ongoing IMI2 Projects

IMI Drug Discovery Platforms - ENABLE



Drug discovery expertise available to take your **AMR lead project** all the way to **Phase 1 clinical trials**

Apply at <http://nd4bb-enable.eu/>

Support available to submit your proposal

15 programmes already selected

IMI Drug Discovery Platforms - ELF



Follow-on from the www.europeanleadfactory.eu project

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

NEWS - 24 September 2018

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 training & certification which then allows them to carry out the harmonization at the data owners site.

Questions & answers

Questions?

Raise your hand if you want to ask a question orally



Send a question in writing



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Talking: Liz Davis

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

applicants@imi.europa.eu



Thank you!

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