

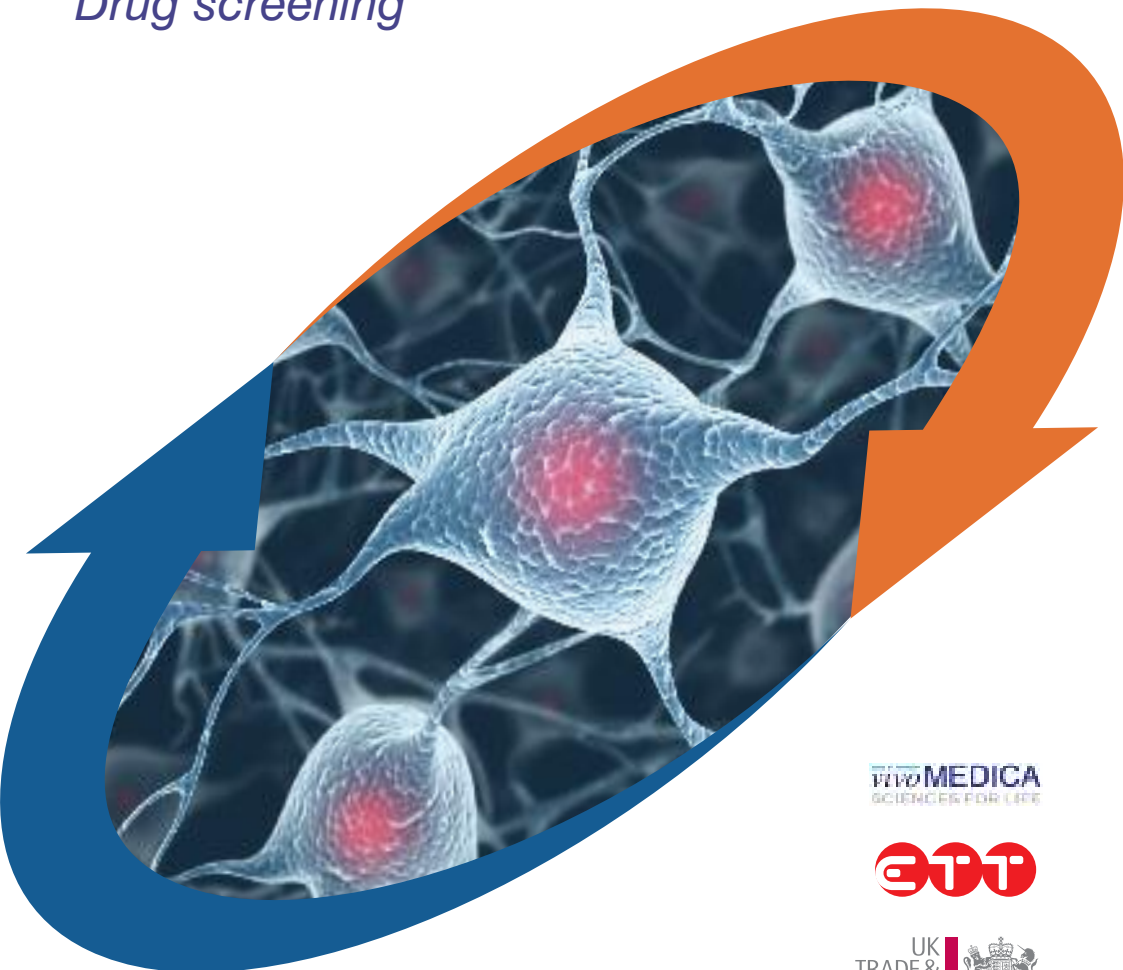


London Technology Network
Ideas into Action



Accessing consortium partners via LTN and Enterprise Europe Network

Drug screening



WINDMEDICA
SCIENCE & FOR LIFE



Drug screening

Kent-based company VivoMedica found a key international partner to help develop their drug-screening platform, thanks to LTN (London Technology Network), UKTI and Enterprise Europe Network.

One of LTN's important roles is participating in the London and South-East hubs of Enterprise Europe Network – a vast consortium of business support offices enabling companies to market their innovation or find technology partners from across Europe.

VivoMedica is a UK company focused on the development of technologies and devices for the US and European healthcare markets. The company's business and operations director Julian Demmon was invited to join the advisory board of LTN's Emerging Medical Technologies Special Interest Group in 2007, and is a keen participant of LTN's innovation matchmaking services and networking events.

Attendance at the UKTI-sponsored LTN event Neurodegenerative Disorders proved crucial, resulting in a number of key meetings with potential R&D partners.

Subsequently, Julian contacted LTN with a new request – to find an international partner to help develop neuronal applications for DrugPrint: the company's sophisticated system for the cardiotoxicity profiling of lead drug candidates.

LTN's contacts through Enterprise Europe Network provided the answer. LTN's Alessandro Faraci contacted Antonio Novellino of ett Srl, an Italian SME which provides software services, in particular the neuroengineering software tools and methods for the characterization of electrophysiological neuronal response of in vitro cultured cells.

As a result of the LTN introduction, the two companies are forming a consortium to apply for funding under the European Commission's framework seven programme.

LTN offers ongoing assistance with the partnership, which hopes to bridge the preclinical-clinical divide to provide a more effective assessment of drugs and their effects.

Julian told South-East Business magazine that LTN's assistance was crucial. Julian said "When an idea such as ours is taken out of academia, building the right network is essential. This can be very difficult when you are a small company separated by geography from another company which might help."

The other advantage? Working with a company that has considerable experience with the platform, saving VivoMedica time and money and reducing risk. "There's no point re-inventing the wheel," Julian said.

For more information on LTN and how we can help your business, contact:

Tim Benzie, Communications Executive.

Phone **0870 730 8686**, email t.benzie@LTNetwork.org

or visit www.LTNetwork.org

For more information on UKTI visit www.uktradeinvest.gov.uk

UK Trade & Investment is the government organisation that helps UK-based companies succeed in international markets. They assist overseas companies to bring high quality investment to the UK's vibrant economy



Mar-09

