

Welcome to the final edition of the EMT newsletter for 2010. In this issue we are pleased to report on the approval for a new world-leading medical research institute at St Pancras, and the opening of the Centre for Health Policy. LTN's Oliver Tang also reports on our latest eHealth event and our successful mission to Medica. We look forward to seeing you again in 2011, and wish all our readers a prosperous and happy New Year.



- Dr. Maki Aoyama, Business Development Manager, Life Sciences, LTN

LTN event showcases eHealth

With the Connecting for Health Programme shelved earlier this year after £12 billion of investment, LTN kicked-off December with an e-Health networking evening event at UCL to try and resuscitate what was left of it. We wanted to bring together the key players who develop technologies in this sector and that included industry, academics and clinicians.

It was the first time for LTN to actively invite clinicians to one of our events. As clinicians are the end-users of most healthcare technologies, it made a lot of sense to include them. Despite the Arctic weather conditions on the day and travel disruptions, we had a record-breaking 72 attendees for an evening event and 25 academic posters on display! E-Health is clearly a topic that is still on everyone's agenda.

The event kicked-off with a short introduction from me to set the scene, shortly followed by Maureen Donnelly from NHS Cambridgeshire to give us the perspective from the NHS, as a purchaser of e-Health. Monitoring cost-effectiveness and savings by using e-Health were paramount to the

NHS during these difficult cash-strapped times.

Dr Henry Potts, a leading lecturer on Health Informatics at UCL CHIME (Centre for Health Informatics & Multiprofessional Education) explained why the adoption and implementation of e-Health has been rather slow relative to other technologies. He highlighted that strict regulations that govern and reduce the risk of errors occurring is a slow process but needs to be vigorous and failsafe. It's no big deal if you order something from Amazon and they send you the wrong product, but if the same scenario were to happen in healthcare, that would be disastrous and maybe even life-threatening. Getting the NHS to buy your software solution is another challenge as the NHS fund is fragmented across PCTs (and now GPs with the introduction of the Coalition Government) and is controlled by more than one person. The company would often need buy-ins from multiple stakeholders and it only takes one or two dissatisfied stakeholders to grind the process to a halt. In addition to this, with the NHS being the third largest

organisation in the world in terms of employees, the culture in change comes with time and at a cost. The embedded working routines of teams of healthcare professionals are extremely difficult to influence and never a smooth progression.

Dr Peter Greengross, a clinician by background, shared with us his experience of developing VitalPAC, a patient monitoring software solution, and getting it into market, as well as the challenges that he faced. Microsoft's John Coulthard demonstrated a holistic model of e-Health and Mike Short from O2 Health gave his insight into m-Health (mobile health).

This was followed by an lively Q&A session with clinicians becoming very involved, voicing their experiences and thoughts as end-users. Thirty minutes was not enough but the networking session which followed gave people the chance to ask more. The general feedback was very positive and I hope to follow up with them to see if any collaborations, especially with clinicians, have been formed due to our event.

- Dr Oliver Tang, LTN



Open day: School of Pharmacy

On 28th January 2010 the School of Pharmacy will hold its Business Open Day, an opportunity for executives and researchers from biotechnology and pharma companies to meet with academic researchers who are active in the commercialisation of their research, and the industry professionals who are working with them to make this a success.



Presentations from biotechnology spin-out CEOs, academics and pharma executives will provide the backdrop for a day of networking and analysis of the factors contributing toward the commercialisation of academic research.

For further information and to register for this free event, please contact Bill Lindsay, Business Development Manager at the School of Pharmacy at Bill.Lindsay@pharmacy.ac.uk.



Opportunities for Commercialising Drug Discovery in the Academic Sector

SCI Science & Enterprise Group Event
Thursday 17 February 2011
SCI HQ, London, UK
Register online at:
www.soci.org/events

New research centres

The launch of one major research centre and the approval for the construction of another have provided exciting new examples of investment in R&D and the Life Sciences in London.

A new centre has been launched at Imperial College London that aims to turn high quality research into

Imperial College London



evidence-based policy innovations. The Centre for Health Policy, part of Imperial's Institute of Global Health Innovation (IGHI), will bring together academics, clinicians and policymakers to tackle the strategic challenges involved in improving population health and health services around the world.

The Centre, a joint venture between the Faculty of Medicine and the Business School, will play a central role in fulfilling the IGHI's remit to influence health policy.

Plans to build a world-leading medical research institute at St Pancras in London (pictured above) have also been approved this week by councillors at Camden Town Hall. The UK Centre for Medical Research and Innovation (UKCMRI), designed by the architects HOK with PLP Architecture, will have 1,500 staff including 1,250 scientists.

The chairman of UKCMRI, Sir David Cooksey said: "UKCMRI will harness the talent and potential of doctors, nurses, biologists, mathematicians, physicists, chemists, computer scientists and engineers to understand the underlying causes of disease."

Upcoming LTN events

LTN are seeking feedback from our research contacts about new technology transfer training for academics, tentatively planned for 2011.



The training sessions, which may be held as a series of monthly workshops over a six-month period, would provide similar training as that offered as part of LTN's Business Fellow programme.

LTN is keen to hear from academics who would like to attend and also from Business Fellows who might recommend this programme to their colleagues. Depending on demand, courses might be available at £220 per day.

Please email Tim Benzie at t.benzie@LTNetwork.org with your thoughts and feedback - we look forward to hearing from you.

Upcoming External Events

1st International Living Usability Lab Workshop on Ambient Assisted Living

28-29 January 2011
Rome, Italy
www.biostec.org/AAL.asp

Third International Conference on Drug Discovery and Therapy

7-10 February 2011
Dubai, UAE
www.icddt.com

Transcription and Disease Symposium

24 May 2011
London, UK
www.abcam.com/transcriptionanddisease

To submit your event email Tim at t.benzie@LTNetwork.org.



Medica brokerage success

LTN'S OLIVER TANG REPORTS ON A SUCCESSFUL MISSION TO THE INDUSTRY'S FLAGSHIP BROKERAGE EVENT.

In November of this year, Maki and I flew to Dusseldorf to attend MEDICA 2010, the largest International Medical Trade Fair for Medical Equipment and Technologies, which also coincided with Enterprise Europe Network's (EEN) Healthcare Sector Group Meeting. Our mission: to explore new innovative technologies, to seek out new companies, to boldly go where no EEN officer has gone before.

that most of these technologies will not be making its way into our NHS hospitals anytime soon as they are luxuries rather than necessities.

Apart from all the wonderful gizmos, I was also given the opportunity to present a keynote on promoting academic-clinician collaborative healthcare research as a survey identified this as an unmet need. Both academics and clinicians voiced a need in working



But on a more serious note, EEN organised a technology brokerage event at MEDICA and we brought four UK companies along with us to participate. Over 25 meetings were scheduled between our UK companies and other international companies, and we hope that some fruitful outcomes become of it.

On MEDICA's shop floor, a line of companies exhibited their latest and greatest medical equipment in hall after hall, which ranged from simple syringes and bandages all the way up to multi-million pound medical imaging equipments and the most futuristic operating room I had ever seen! MEDICA was definitely better equipped than any of the hospital that I've worked in and it's a shame

together to build on each others strengths and weaknesses to push out more translational research with bigger impacts. LTN is currently exploring this opportunity and hopes to introduce this additional service in future.

All in all, MEDICA 2010 was a valuable one-stop-shop for LTN to absorb all the leading new technologies in the healthcare industry that are all close to market, as well as making new contacts with a variety of companies. It was also nice to meet all the other EEN officers around Europe and to finally put a face to that email address and I look forward to doing more work with them all.

- Dr. Oliver Tang, LTN

Internship Opportunity

Osaka University, the 3rd-ranked university in Japan, is looking for companies in the UK interested in accepting young researchers as interns. By participating, companies can establish a network with Osaka University and its affiliated life science communities in academia and industry. Importantly, the companies will not have to pay for the interns as the scheme is funded for by the Japanese government.



This programme is run by CLIC (Cooperation toward Leadership in Innovative Creation), an initiative



run by the Office for University-Industry Collaboration at Osaka University. It is different from a standard internship programme in that the interns are PhD students or post-docs (as opposed to undergraduate students) and that the placements should lead to innovation and future collaborative relationships. The company will also have an option to recruit the intern if the outcome of the project is successful.

Prospective companies will be able to host an intern in the field or expertise of their choice. The company will not have any obligations until it contracts to accept a particular researcher, who will be identified and introduced through CLIC. For further information, please contact Dr Yoshinori Tanizawa by email at tanizawa@uic.osaka-u.ac.jp.

Online technology profiles from Enterprise Europe Network



Business Support on Your Doorstep

The following profiles are examples of the latest innovations available online now, at www.LTNetwork.org/services/tech-search.asp, as part of **Enterprise Europe Network** (a free service of which LTN is a key partner). If you're seeking new technologies, would like to market your own innovations to Europe, or would like to learn more about the profiles below, then email the profile name and number to Tim at t.benzie@LTNetwork.org.

Title	Description	Country	Type
Innovative determination of chemical substances and drugs (Ref: 10 PL 61AL 3JTK)	A Polish university has developed an innovative method (solid phase microextraction) allowing users to organic compounds (including drugs and their metabolites) determination which were so far undetectable. License agreement is sought for industrialisation.	Poland	Offer
PS: EuroTransBio – Plant-derived recombinant allergens for diagnostic applications (Ref: 10 IT 56Z7 3JJG)	The proposer works in a laboratory of an Italian public agency on the use of plants for the production of allergens. They are looking for a collaboration with a SME interested in developing a reliable and accurate diagnostic methods based on natural and recombinant allergens.	Italy	Request
A proliferation marker to visualise cell cycle progression in vitro and in vivo (Ref: 10 DE 0855 3JN6)	A German university found a fusion protein that makes it possible to differentiate between the different phases of the cell cycle. It enables identification, isolation, characterisation and visualisation of proliferating cells. Possible applications are in stem cell biology and regenerative medicine.	Germany	Offer
A remote controlled Automatic External Defibrillator System (Ref: 10 IL 80EP 3JS3)	An Israeli SME is developing a remote controlled Automatic External Defibrillator System and is interested in a partner to develop the application software. The company is interested in cooperation with a software company that has relevant experience.	Israel	Request
Digital dermoscopy tool with analysing software (Ref: 10 HU 50S5 3JHN)	A Hungarian SME has developed a novel digital dermoscopy device and analysing software connected to it. The product was developed to examine pigmented skin lesions and to diagnose their malignancy automatically. This purpose is inspired by the fact that skin cancer tumors belong to the most rapidly increasing cancers in the world.	Hungary	Offer
Technologies for treatment of dark circles around and under the eye (Ref: 10 BE 0213 3JOF)	A multinational active in the consumer goods sector looks for eye-area treatment technologies focusing primarily on dark circles around the eye (aka, peri-orbital and infra-orbital pigmentation).	Belgium	Request
Novel equipment for hematology analysis without flow-cell (Ref: 10 HU 50S5 3JJI)	A Hungarian technology transfer agency offers a "Flow-less" 5-differential hematology analyser. This equipment opens a new category in the capability of hematology analysis. It can differentiate all five types of the white blood cells. The 5-differential analyser is designed to significantly reduce the cost of the hematology analysis in healthcare.	Hungary	Offer
Biomedical Sensors for ATLASense platforms (Ref: 10 IL 80EP 3JNF)	An Israeli SME has developed biomedical sensing platforms for which it is seeking to expand its biomedical sensing technologies. Intended use includes detection and processing of human physiological and behavioral signals for global clients.	Israel	Request
Cholinergic and neuro-protective propargylamine derivatives to treat neuro-degenerative diseases (Ref: 10 ES 28G2 3J4D)	A Spanish public research organisation and two Spanish public universities have developed new propargylamine derivatives that inhibit monoamine oxidases (reducing oxidative stress) and cholinesterases, with much more efficiency than current drugs.	Spain	Offer
Smart home integrated system for elderly people monitoring (Ref: 10 IT 53U9 3JFM)	An Italian SME with expertise in monitoring and control systems is looking for electrical/medical devices for vital sign monitoring to be integrated in a prototype system for the remote monitoring of elderly people.	Italy	Request



Title	Description	Country	Type
Novel specific NOD2 inhibitors with anti-inflammatory properties (Ref: 10 DE 0855 312K)	A German university has disclosed innovative small molecules for the specific inhibition of NOD2, a protein associated with inflammatory processes. The compounds can be used as anti-inflammatory with reduced side-effects or as a starting point for anti-inflammatory drug discovery for the treatment for both genetic and bacterially-induced inflammations.	Germany	Offer
Control and Prevention of Listeria monocytogenes growth on food (Ref: 10 ES 27F4 31Y7)	An Andalusian Technological Research Centre is looking for new techniques for the control and prevention of Listeria monocytogenes on food. The control of Listeria monocytogenes is difficult, due to its widespread presence in nature, intrinsic physiologic resistance, adaptation capacity and ability to grow at low temperatures.	Spain	Request
Hair loss Prevention For Cancer Patients Undergoing Chemotherapy (Ref: 10 GB 4200 31XC)	This UK SME, with strong links to cancer treatment centres, offers a novel, lightweight and portable scalp cooling device to prevent hair loss in patients undergoing chemotherapy.	UK	Offer
Global pharma seeking new therapeutics, drug targets and platform technologies for Schizophrenia and Alzheimer's Disease (10 GB 4407 31N7)	A global pharmaceutical company with an office in London is seeking novel CNS (central nervous system) therapeutics for schizophrenia and Alzheimer's Disease. The company is also interested in platform technologies applicable in these areas, such as in vivo imaging (PET, MRI) and animal efficacy models.	UK	Request
Three-dimensional biosensor for detection of analytes in a biological sample (Ref: 10 ES 28G2 3J0K)	A Spanish research organisation has developed a new 3D-impedimetric biosensor that allows a direct detection of analytes from a biological sample of human, veterinarian or environmental origin. The biosensor increases significantly the sensitivity to changes in impedance deriving from biochemical processes in comparison with conventional planar devices (2 orders of magnitude in signal/noise relation).	Spain	Offer
PS - FP7 eApnea - Remote Monitoring System for at home Sleep Apnea diagnosis (Ref: 10 HU 50R8 3J0D)	A Hungarian research centre intended to submit a proposal to the FP7 Research for SMEs call (FP7-SME-2011-BSG) is inviting partners to develop a non-intrusive system for Sleep Apnea diagnosis. The system will use wireless technologies and new sensing for apnea diagnosis.	Hungary	Request
New method to produce recombinant proteins identical in amino acid sequence to the native proteins and using fusion tags for easy purification. (Ref: 10 ES 27F4 31Y6)	A Spanish public research organization has developed a new and simple cloning strategy to obtain recombinant proteins identical in amino acid sequence to the native proteins and to construct the required expression vectors. This procedure enables the use of fusion tags for easy purification and avoids changes in protein properties consequence of the addition of undesired amino acids.	Spain	Offer
Treatment of emerging viral encephalitis with valproic acid, an anti-epileptic clinical drug (Ref: 10 ES 28G2 3J0H)	Two Spanish public research organisations have described the antiviral effect of valproic acid on the West Nile and Usutu viruses, responsible for human and animal meningitis and encephalitis, and still nowadays without any specific treatment. The valproic acid, used in the treatment of some psychological and psychiatric disorders, can inhibit the replication of viruses with lipid envelopes.	Spain	Offer
Solar dryer for dried food industry (Ref: 10 RB 1B1M 31ZZ)	Serbian small company patented a solar dryer which gives superb quality of dried products (constant, equal and high quality). The advantages are: high energy savings, flexibility, mobility, possibility to connect dryers into clusters for higher quantity drying demands and full process control, adjustable to the different sources of energy.	Serbia	Offer
PS: FP7 - Research for the benefit of SME - Wireless Communication (Ref: 10 DK 202G 3J6I)	A Danish research intensive SME in the field of medical devices in the Copenhagen region is looking for SME partners with expertise in the area of short range wireless communications for development of compatible wireless communication systems, for a European project under Research for SMEs programme.	Denmark	Request
Adhesive tape for fixing intubation tube (Ref: 08 PL 63BB 0JGP)	A company from Lubuskie Voivodship in Poland has developed a technique of fixing intubation tubes during medical treatment. Main applications in medicine: operating rooms, intensive care units and ambulances. The company is looking for clients operating in medical sector and interested in the offer.	Poland	Offer