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FINAL REPORT D 2.2

BIOHEALTH Gear Box Engagement Events



December, 2021



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BIOHEALTH GEAR BOX ALLIANCE

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BIOHEALTH Gear Box Engagement Events

achieved results. The main goals can be summarised:

BIO-ALL Gear Box Alliance -within the Erasmus Plus BIO-ALL project- was planned from the need to develop specific post-graduate programs in the Biotech and Health (BIOHEALTH) sectors, designed to bridge the gap between the offer of university curricula and the skills required by the business world. The main products of BIO-ALL project have been a pioneering International Post Graduation programme and an International Joint Acceleration Programme. The areas encompassed within the BIOHEALTH sector are: Biotechnology, Medicine, ICT for Health, Pharmaceutical industry, Medical devices, Chemistry for Health. One of the tasks of this project, for the 13 partners involved, was to design and develop new tools in order to increase the responsiveness of the academic training offer in support of entrepreneurship in the BIOHEALTH sector. Since the proposal was planned, a strong activity was planned in order to involve a number of the stakeholders of the sector and to foster the dissemination of the

- Reinforced **cooperation** schemes and routines between and within key actors (Academia, Business and Incubators/ Accelerators).
- Enhanced participation of the insight community in co-creation processes, with increased sense of relevance of the educative offer of the Academia and Incubators/ Accelerators (considering the needs of the BIOHEALTH Business – market).
- Increased and **fruitful debate** around BIO-related topics and entrepreneurship and innovation processes in the BIOHEALTH sector.

Operational tools for these purposes were foreseen in order to support "peer-learning and co-working opportunities between students/entrepreneurs and innovators in a friendly BIO constellation setting, where they will have facilitated access to key actors at a national and European level". These tools were implemented in the second part of the project life span and organised in:

- 12 "Sparkathons" (2 types of events with 2 rounds in each country); 25 participants per event;
- 18 "BIOHEALTH Gear Box Labs" (3 type of events with 2 rounds in each country); 20 participants per event.

Sparkathons

During the BIO-ALL project, several **Sparkathons** were organized; they are seminar aimed at presenting and disseminating project achievements and main results, fostering a paradigmatic shift in the way key-players see both BIO-related and entrepreneurship & innovation. Finally it were the opportunity to invite the participants to know and use the BIO-ALL products.

The Sparkathons were organised in the three Country (PT, ES, IT) by some of the project partners, in particular: UBI (PT), University of Granada and PTS Granada (ES) and Cube Labs and Politecnica delle Marche (UNIVPM) in Italy.

An interesting opportunity was launched during the second round of Sparkathon; it is the **Accelerator Programme** that was created in the scope of the BIO-ALL Erasmus+ Project, and the partners BGI - Building Global Innovators (PT), Parque Tecnológico de la Salud de Granada (SP), CUBE LABS (IT) and Labfit (PT) were responsible for the creation of it. Sponsors



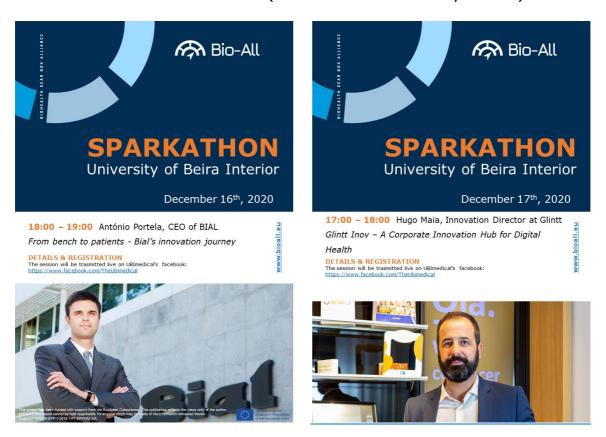
This Acceleration Programme gives access to a wide range of technical and practical support activities for the business, aiming to increase the skills of innovation and growth. It was designed for companies in the seed and early stages in areas related to BIOHEALTH and pharmaceutical products. The teams will be selected through an application process, which will take place in three countries simultaneously: Portugal, Spain and Italy. Five companies will be selected per country, totaling fifteen teams participating in the acceleration program. Participants will have access to mentoring, training, networking, IP consultancy, workshops and space for incubation throughout the Acceleration programme. In each country there will be a winner, who will be awarded a € 5,000 prize. The awards are sponsored by entities in the BIOHEALTH area, Italy Surace Group in Italy, Fundación Caja Rural Granada in Spain and the Municipal Culture and Development Center of Idanha-a-Nova in Portugal. Applications were open until March 31st, 2021. The information and format are at:

http://www.f6s.com/bioallgearboxaccelerator1

Portugal

In Portugal the first Sparkathon, organized by UBI, was held online in the winter of 2020. On December 3rd Raúl Saraiva, Investment Manager at Portugal Ventures talked about "Venture Capital in Life Sciences – how to raise funds for your biotech startup". On December 16th, António Portela, BIAL's CEO talked about "From bench to patients - Bial's innovation journey". On December 17th, Hugo Maia, Innovation Director at Glintt spoke about "Glintt Inov – A Corporate Innovation Hub for Digital Health".

Each of the three different talks for the first Sparkathon, had the participation of the post-graduation students (25 students each), although each of the videos was seen more than 1000 times (either on facebook or youtube).



The second Sparkathon was held online in March of 2021; both sessions were a success as the students showed a real interest in the Accelerator Programme The Sparkathon started with the presentation of the accelerator Programme, and followed with brief pitches from the "Assisted Monitoring and Therapeutics" Students (around 15 students), that originate from various fields like Biomedical Sciences, Mechanical Engineering, Electrotechnical Engineering and Bioengineering. Both sessions were a success as the students showed a real interest in the Accelerator Programme.



Also BGI - Building Global Innovators organised two Sparkathons; the first was held online December 18^{th} 2020 with the title: "O Futuro da Saúde". 101 participants followed the seminar.

This event was organized to present and disseminate the main results of the BioAll project and introduce the partners in Portugal of the BioAll project. This event promoted topics related to the role of a health food in Portugal and the future of health in Portugal, building knowledge through a share of experiences. Oriented for individuals, organizations and other interested parties who do not have biohealth focused on training and entrepreneurial opportunities for them. The event had the support of EIT Food, a major food network of the European Commission, raised by the European Institute of Innovation and Technology.

This event aimed at exposing the perspective of specialists in the health sector in Portugal such as Hovione Capital, Portugal Health Cluster and the Municipal Center of Culture and Development of Idanha-a-Nova on new trends not in the health sector.



The second online Sparkathon was held February 5th 2021 with the title: "BioAll Gear Box Accelerator Webinar". There were 68 participants to this event. It was organised with the partnership of IPN – Instituto Pedro Nunes, CNC – Center of Neuroscience & Cell Biology and Biocant Park.

The main aim was to present the Bio-All Gear Box Accelerator and introduce the benefits of this program. In this webinar, topics related to the future of health in Portugal were promoted, building knowledge through the sharing of experiences. The speakers were: Sofia Fernandes, Director of Business development at BGI and Hugo Maia - Director of Innovation at Glintt.



Italy

In Italy a round of Spakathons was organized by Politecnica delle Marche (UNIVPM). In the first meeting, after a short introduction about the BIO-ALL project, which was summarized and showed to all the participants, Anthony D'Angelo took the floor and exemplified his company newest project: Smartshare. Smartshare is an innovative IT approach which aims at creating an horizontal platform to digitalize healthcare data, in order to give a complete and easy access to key information to patients. In the second meeting (19/3/2021) the BIO-ALL Gear Box Accelerator was presented. Beatriz Riscado, from BGI, took then the floor, in order to give more technical suggestion and insight about the platform, to facilitate the subscription of the potential users. In total there were 25 + 25 participants and they gave a great interest to BIO-ALL proposals.



Also Cube Labs in Italy organized their two Sparkasthons; the first meeting was focused on the BIO-ALL results and on the links between research and enterprises, in particular the presence of three start-ups in the Life Sciences area made it interactive and the participants were really interested in this promising new co.



During the second meeting (26/3/2021) in the first part of the event, Dr Daria Brambilla disseminated the International Joint Acceleration Programme of which Cube Labs is one of the developers. During the second part of the event, Professor Saverio Bettuzzi held a seminar on his research activities and roadmap followed to patent and scale up his technologies. He highlighted his research experiences as a young Research Associate at the Ben May Institute for Cancer Research at the University of Chicago, USA (1987–1989) and discussed of one of his many scientific achievements: cloning and identifying Clusterin (CLU) as the major over-expressed gene during castration-induced involution of rat prostate. In total there were 26 + 25 participants for these meetings.

Spain

In Spain the first Spakathon was organized by Universidad de Granada the 24/11/2020. It was implemented through a Virtual face-to-face meeting with three companies in the BioHealth sector that explained how they manage and promote innovation in their entity, both from a product and process point of view. In addition, in a close environment they answered the participant's question. 27 were the participants.

In particular the managers involved were: Eva Carmona, manager of Operational Excellence at Abbot, a health company that conducts the most innovative research and manufactures products for human health at all stages of life; Manu Muñoz, founder and CEO of i + Med, a company specialized in nanohydrogels awarded as one of the most innovative companies in the Basque Country and Diego Pozas and Rubén Tormo, manager and co-head of the Chemistry area respectively at Fundación Medina, a leader in the discovery of drugs from Natural Products of microbial origin.



Another online Spakathon in Spain was held the 18/12/2020, organised by PTS Granada. There was a virtual face-to-face meeting with two innovative start-ups in the BioHealth sector who joined and discussed the vision and challenges of the sector, as well as shared their success stories. Also by trying to establish open collaboration spaces that can involve innovation actors from the Andalusian ecosystem with the objective of testing, validating and demonstrating the product/service innovative solution in a transparent replicable and scientific way through demand-triggered innovation. There were 60 participants.

In particular the managers involved were: <u>Juan Martinez Barea</u> Founder and President at Universal DX, a biomedicine start-up, with the mission to develop and make globally available a simple and accurate blood test for the early detection of cancer. Juan was founder and CEO of "\$50K", one of the first high-tech new venture accelerators in Europe, launched in collaboration with the MIT Entrepreneurship Center. He has participated directly in launching more than 100 high-tech start-ups, and has worked with hundreds of entrepreneurs. Bob Jenkins CEO de Invezyme Research, a discovery phase biotechnology company that is applying a proprietary technology platform for the mass detection of metabolic enzymes. He is a dynamic IVD & MedTech executive with breadth and depth of experience in strategy, business development and start-ups, including internationalization, technology scouting, M&A screening, due diligence and licensing. David de Mena, Innovation product manager at the Andalusian Public Healthcare System (APHS) with more than 10 years developing projects for both public and private institutions. APHS is responsible for the provision of healthcare to all the population in the region (8.5 million inhabitants), comprising the Andalusian Health Service and other public.



The second event was organized online the 28/1/2021 by PTS Granada, there were 40 participants. During this meeting it was launched the BIOALL Acceleration Programme and some of the main result of the project were presented.



On March the 16th, the last Sparkathon organized by Universidad de Granada took place in online format, the title "I + I in BioHealth: Innovation and Investment". The main aim was to give a complete vision of the financing mechanisms that innovative companies in the BioHealth sector usually find. During the first part the main BIOALL results were communicated to the participants. Then there was the participation of three managers of Biohealth sector: Daniel Oliver, Director of Capital Cell (https://capitalcell.es/), the first European platform specialized in investment in Biotechnology and Health startups. Between 2015 and 2021 Capital Cell has transacted more than 22 million euros for 46 companies, and is one of the main investors in biomedical innovation in Spain; José Antonio Mesa, partner at Alta Life Sciences (https://www.altals.com/). With more than 15 years of experience in venture capital, he has worked at Caixa Capital Risc leading the life sciences area and the venture capital area of CriteriaCaixa. He is a member of the board of companies such as Sanifit, STAT, Minoryx, or Aelix and Mireia Angulo, investment analyst at Caixa Capital Risc. It focuses on the life sciences sector, directing investments in companies that develop new therapies in the Caixa Impulse program (https://caixaimpulse.com/). Previously, he has worked at the OTRI of the University of Barcelona and at the Hospital Clinic. She has a PhD in Genetics and an MBA from EADA. there were 22 participants.



Gear Box Labs

The aim of Gear Box Lab events was: to support the development of hands-on projects and collaborative practices between end-users during the piloting phase of the International Joint Post-Graduation and International Joint Accelerator Programme (i.e., students enrolled in the post-graduation and seed-stage companies selected for the aAcceleration Programme).

In total, partners from Academia and Incubators/Accelerators organized two rounds of each subset of Gear Box Labs in their countries (Italy, Portugal and Spain). Each event have had around 20 participants .They were targeted to:

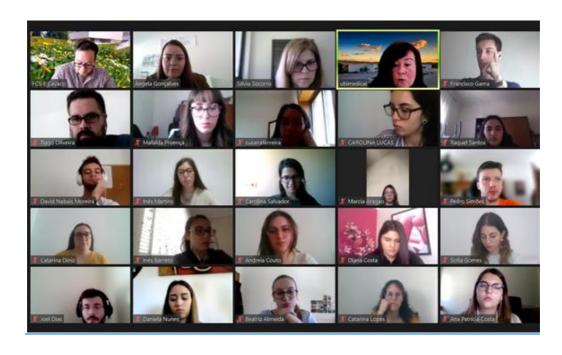
- students enrolled in the post-graduation;
- seed-stage companies selected for the acceleration program;
- both the two groups.

Portugal

In Portugal UBImedical performed three Gear Box Labs were during 2021.

The first event included a mentoring session and a Pitch Competition, which took place online, given the constraints of COVID-19. The Pitch Competition took place on May 20th. The jury members represented the Health Sciences Research Center (CICS-UBI) (Sílvia Socorro), the Pharmaceutical company LabFit (Ana Palmeira), the ICT company Inklusion (João Dias) and the incubator UBImedical (Dina Pereira).

This event had the participation of 38 students from various courses: Biomedical Sciences, Bioengineering, Industrial Engineering and Management, Electrical and Computer Engineering, and Computer Engineering.



The second event was devoted to the creation at the University of Beira Interior (UBI) of a Notified Body (NB) for certification of medical devices, whose activity will be of national and international scope. In the session there were 25 people, from different public bodies, universities and enterprises, from Portugal.

The Notified Body will assess the conformity of the European Union standards, regarding devices that incorporate, use or are controlled by software, sensors or that include electronic components (including communication devices), whether active or passive, provided they are not implantable and do not include ionizing radiation. The Minister of Health, Marta Temido, who accompanied the signing ceremony of the agreement by videoconference, reported the difficulties of the Member States of the European Union due to the lack of NB, something that is having an impact on the entry into force of European regulations that have been discussed.





For the third Gear Box Lab, UBImedical organized a session with the Minister for Territorial Cohesion, Doctor Ana Abrunhosa, for individual meetings with start-ups from the ecosystem. First, the session started with a visit to UBImedical, taking a look at the structures available for the entrepreneurs, for example: auditorium, co-working spaces, meeting rooms and training rooms. The visit then continued to individual start-ups at UBImedical. These start-ups had a chance to divulge their activities and future projects and talk with the Portuguese Minister of Territorial Cohesion. These meetings involved around 30 people for a full day of meetings and a networking coffee break.



BGI also organised its gear box labs. The first gear box lab was organised face-to-face on the 11th of September 2021 in Lisbon. The meeting engaged a total of 27 participants.





The second gear box lab was organised on September 25 in Porto. It was also a face-to-face meeting. It gathered 49 participants.





These events were performed in partnership with Bluebio Value initiative promoted by BGI, where there was developed two ideation sessions for students from different backgrounds.

The last one was organized by BGI in Porto, on the 15th of December; it was in presence and there was the presentation of the main results gained during BIO-ALL project; there were 25 participants.



Italy

In Italy two of the BIO-ALL partners performed three Gear Box Lab meetings each : Cube Labs and Università Politecnica delle Marche (UNIVPM).

The first Gear Box Lab meeting was organized by Cube Labs the 6th of May 2021. It was a seminar on the link between sustainability and biotechnology strategies for the development of a successful product by analyzing the link between sustainability and biotechnology from scientific and historical perspectives, taking into account the relationship with the 17 SDGs of Agenda 21. It was addressed to post graduation students; 23 of them participated to the event.



The seminar lasted an hour and a half and was held by Dr. Daria Brambilla, PhD, Scientific Manager at Cube Labs. The seminar was delivered through online modalities due to Covid-19 restrictions and it was delivered through the University of Granada's website portal to the students of the Bio All International post graduation programme.

The second Gear Box Lab meeting was organized by Cube Labs the 30th of September 2021. It was addressed to selected start ups from Spain, Portugal and Italy; 15 manager of these start-up participated to the meeting which was coordinated by two mentors: Dr Daria Brambilla, PhD Preclinical and Clincial Pharmacology, Scientific Officer Leader at Cube Labs and Dr Neil Thomas, PhD, Chief Buisness Officer at Cube Labs.

The seminar was inspired by the books: "the gold mine effect" by Rasmus Ankersen, and by "the start up gold mine" by Neil Soni. It can be explained the "Gold Mine Effect" as the ability to crack the Secrets of High Performance.



Corporations are desperate to overhaul their culture and the perception that they are giant, bureaucratic dinosaurs too slow to react in a rapidly changing business landscape. Many are trying to be more innovative and agile, like a start-up. One easy way to achieve this goal is through partnering with or acquiring a start-up. Corporate venture capital (CVC) now makes up 25 percent (~\$18 billion) of all venture capital dollars in North America.

The Start-up Gold Mine reveals how the world's largest and most prestigious brands make innovation decisions, including new product launches, vendor-start-up partnerships, and even billion-dollar acquisitions. The book also details the ways start-ups can leverage corporate strengths and weaknesses for mutual benefit. The books were employed to Taylor ideas on how to scale up striving for success.

Topics of the seminar were:

- Why the "innovator's dilemma" is leading large companies to seek out partnerships with start-ups.
- How to close a deal with a large company, from first connection to getting paid.
- Strategies to troubleshoot common land mines that start-ups encounter when working with large companies.

- Ways to navigate the convoluted corporate landscape without spending a fortune on conferences and consultants.
- Over the last decade, big companies have completely changed their approach to innovation, with start-ups at the centre of those efforts. The Fortune 500 are turning to start-ups for innovation across every facet of their business, ranging from marketing and sales to customer service and logistics.

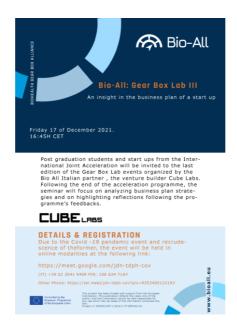


The participant were satisfied by the seminar; a final sentence for their future was: "Highlights into the concepts of excellence in sports despite cultural, educational or geographical limits may be of inspiration during the ramping up of your successful idea or to develop your start-up".

The last event was organised by Cube Labs online the 17th of December; it was focused on "Reflections on the Busines Plan". Dr Daria Brambilla, Scientific Officer Leader at Cube Labs presented a summary on the Entrepreneurial process for the start of a new spin-off, starting from the business idea up to the company settlement. In particular the following five basic concepts were illustrated.

- The company must efficiently develop viable products.
- The company's intellectual property must be defensible and other patents cannot block the path to commercialization.
- There must be a clear business model/strategy for generating a significant profit.
- The company should target a large and/or rapidly growing market.
- Management should have the skills to implement the business plan.

Then there was a short discussion on the Business Plan contents and a couple of good exempla for spin-off within the BIO-area. The 16 participants, some of which involved in the International Joint Acceleration Programme, were very interested for the topics discussed.



UNIVPM organized a first session of the Gear Box Labs with the students enrolled in the post-graduation and with some students from UNIVPM master's degree classes. The event had the objective of showing to the target groups in question the development of the project. The session included also a summary of the educational activities and their format used during the pilot session of the Post-Graduation course.

A session of live Q&A was then organized, involving the students already enrolled in the Post-graduation Course and ones that were interesting into beginning this learning path.

These meetings involved 25 people for a full day meeting.



The second Gear Box Lab was performed by UNIVPM, within its program of enhanced networking with the companies of its territory. In this second meeting the participants were some key stakeholders of the business and entrepreneurial companies of the region. First, the session started with a visit of DIISM laboratories, taking a look of all the structures available for start-ups, to exploit

their research potential and enhance their development possibilities, along with, co-working spaces, meeting rooms and training rooms.

These meetings involved 23 people for a full day of meetings and a networking coffee break.

UNIVPM organized the last event as a session with the students who participated to the Post Graduation and a group of stakeholders of the territory.

The meeting was structured according to following aims:

- Introduction of the students and stakeholders: a roundtable was organized, and the people attending the event had the possibility to explain their role within their businesses and the role in the university.
- Impressions and evaluation of the post-graduation: the students listed the pros and the cons of the learning path organized within the BIO-ALL project and how this path could better enhance the collaboration between business and academia.
- Conclusions: all the people attending the session shared their view on the project and the Erasmus+ program. Future collaboration were also explored.

These meetings involved 25 people for a half day of meetings and networking.

Spain

The 1st UGR Gear Box Lab took place on May 18th and it was devoted to Ethics in BioHealth Entrepreneruship, as it was oriented mainly to Postgraduation Students. It had 22 registered participants, and it had the starting talk from Prof. Khalid Saeed Khan, an internationally well known researcher and author in the topic. Students were absolutely enthusiastic about the talk, and completely fulfilled the goals of the event.



Oriented towards accelerated companies, took place on June 1st and had 10 attendees the second Gear Box Lab organized by UGR. The topic was "Corporate Social Responsibility in Startups. Is it possible?", and they were invited to well-

known entrepreneurs really involved in CSR in their companies. There was a fruitful debate after the meeting and all the participants were very enthusiastic

about the benefit of corporate social responsibility.



The last Gear Box Lab organized by UGR took place on June 2nd and had 26 attendees. It was oriented towards postgraduation students and accelerated companies. The topic was "Internationalization of Startups: Why?, When?, How?", and they were invited to share with the attendes their knowledge three different stakeholders of the entrepreneurial ecosystem: the national internationalization office of the Commerce Minister, the regional internationalization agency of the Regional Commerce Minister and the International Office of the local Chamber of Commerce. They showed up to the attendees the different mechanism, and shared with the entrepreneurs their future expansion projects.



On March 12, 2021 PTS Granada has held a Gear Box Lab meeting entitled "The potential of Health and Biotechnology. Success stories of startups", with the collaboration of PTS GRANADA and other partners in the European project Erasmus + BioAll. The keynote speakers were: Lourdes Nunez Muller (PTS Granada) and Pilar Izquierdo Fortea (CEEIARAGON). 45 participants were online for this event.



The second Gear Box online meeting organized by PTS Granada was held April 15, 2021 with the title: "Introduction to the EIC Accelerator. Practical questions of your proposal". The three speakers were: Esther Casado (CDT), Lucia Inigo (CDT) and Lourdes Nunez Muller (PTS Granada) and was illustrated the good practice of EIC Accelerator. The participants were 52 people.



The third Gear Box online meeting organized by PTS Granada was held June 7th, 2021 with the title: "Keys for the Neotec call and new CDTI measures". Juan Luis Romera presented the Neotec 2021 call and the CDTI news and there were also the intervention of a couple of the PTS companies that illustrated their experiences. The participants were 47 people.





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Partners

Universidad de Granada (ES)



https://www.ugr.es/en/

Università Politecnica delle Marche - UNIVPM



Istituto Nazionale Biostrutture e Biosistemi (IT)



http://www.inbb.it/en/

LABFIT - HPRD Lda (PT)



http://www.labfit.pt/

Asociación Cluster Granada Plaza Tecnológica y Biotecnologica (ES)



https://www.ongranada.com

CEEIARAGÓN (ES)



http://www.ceeiaragon.es/

Friuli Innovazione (IT)



https://friulinnovazione.it/en/

BGI (PT)



PTS Granada (ES)





Cube Labs (IT)



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