

# Webinar | IMI2 - Call 18 Opportunities for SMEs

27.06.2019

# 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 18 topics
- Other SME opportunities in IMI

## Will not cover rules and procedures

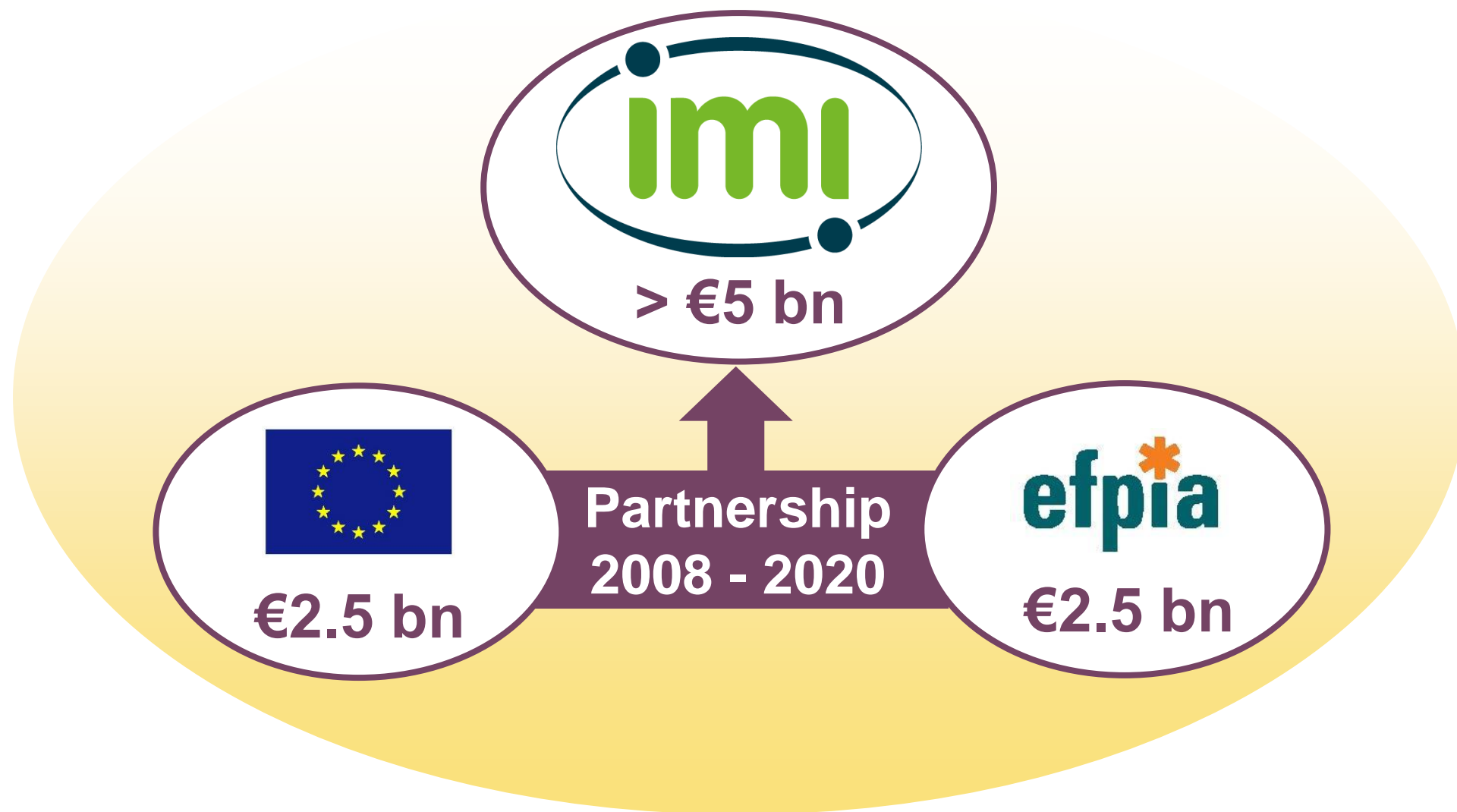
- A recording of the webinar on rules and procedures is available here:  
<https://europa.eu/!wU49WU>

# 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 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 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

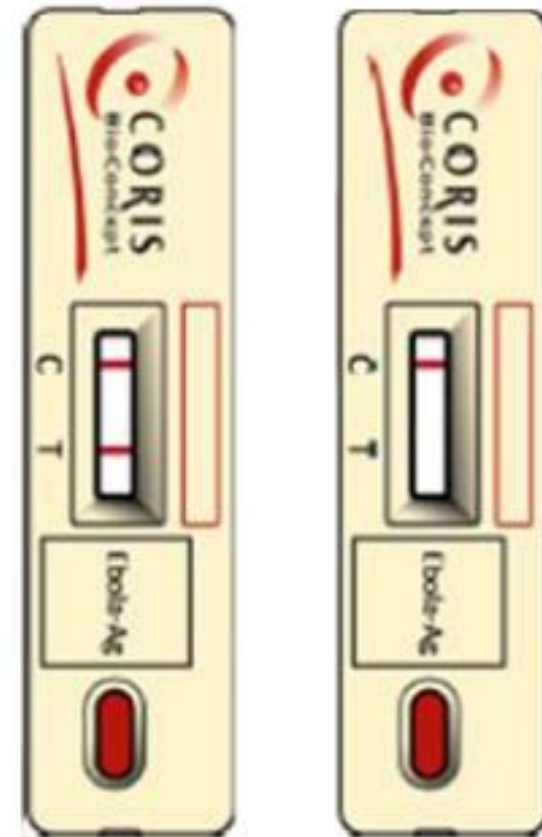
- Acquired by



# 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



**Positive for  
Ebola antigen**

**Negative**

# RADAR-BASE IT platform

- A generic IT platform for remote monitoring using smartphone and wearable devices
- Result from the [RADAR-CNS](#) project, made open-source in 2017
- **Now facilitating at least 12 additional studies:**
  - Including: Alzheimer's Disease, Parkinson's Disease, Autism, Infectious diseases.
  - Over 13 500 study participants
  - Over EUR 13 million additional investment.
- Developed by SME [The Hyve](#) & King's College London
- <https://radar-base.org/>

# 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

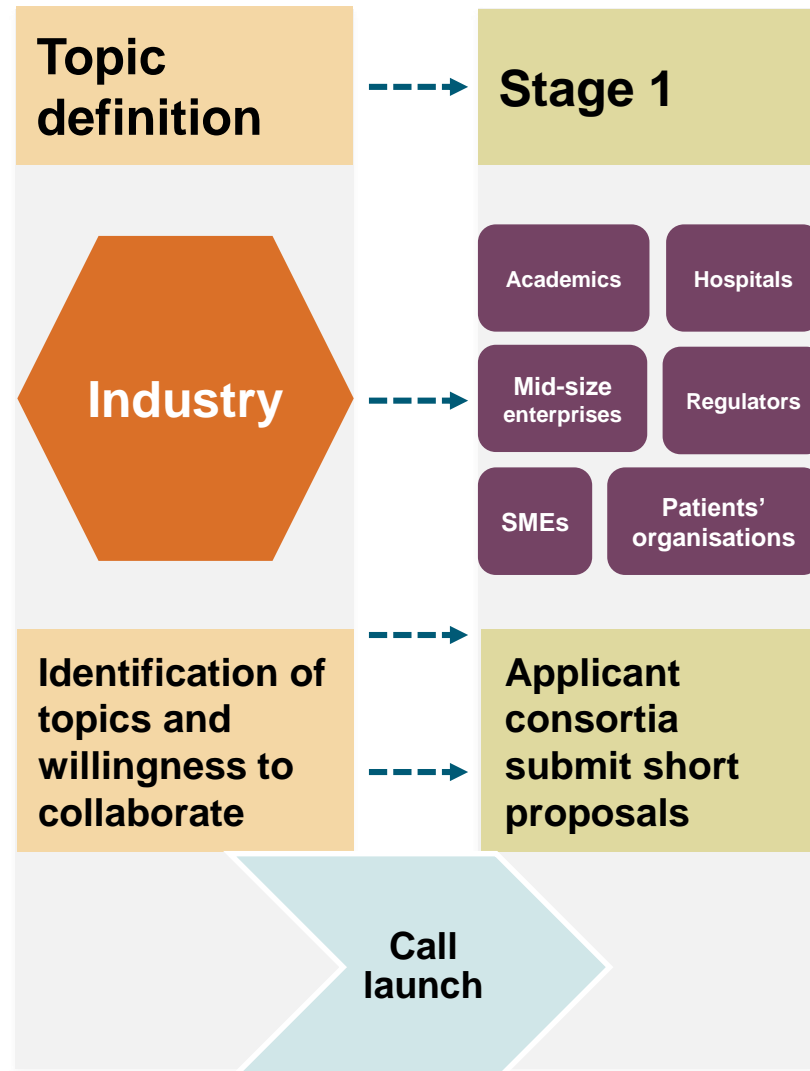
# IMI2 Topic Definition



## 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

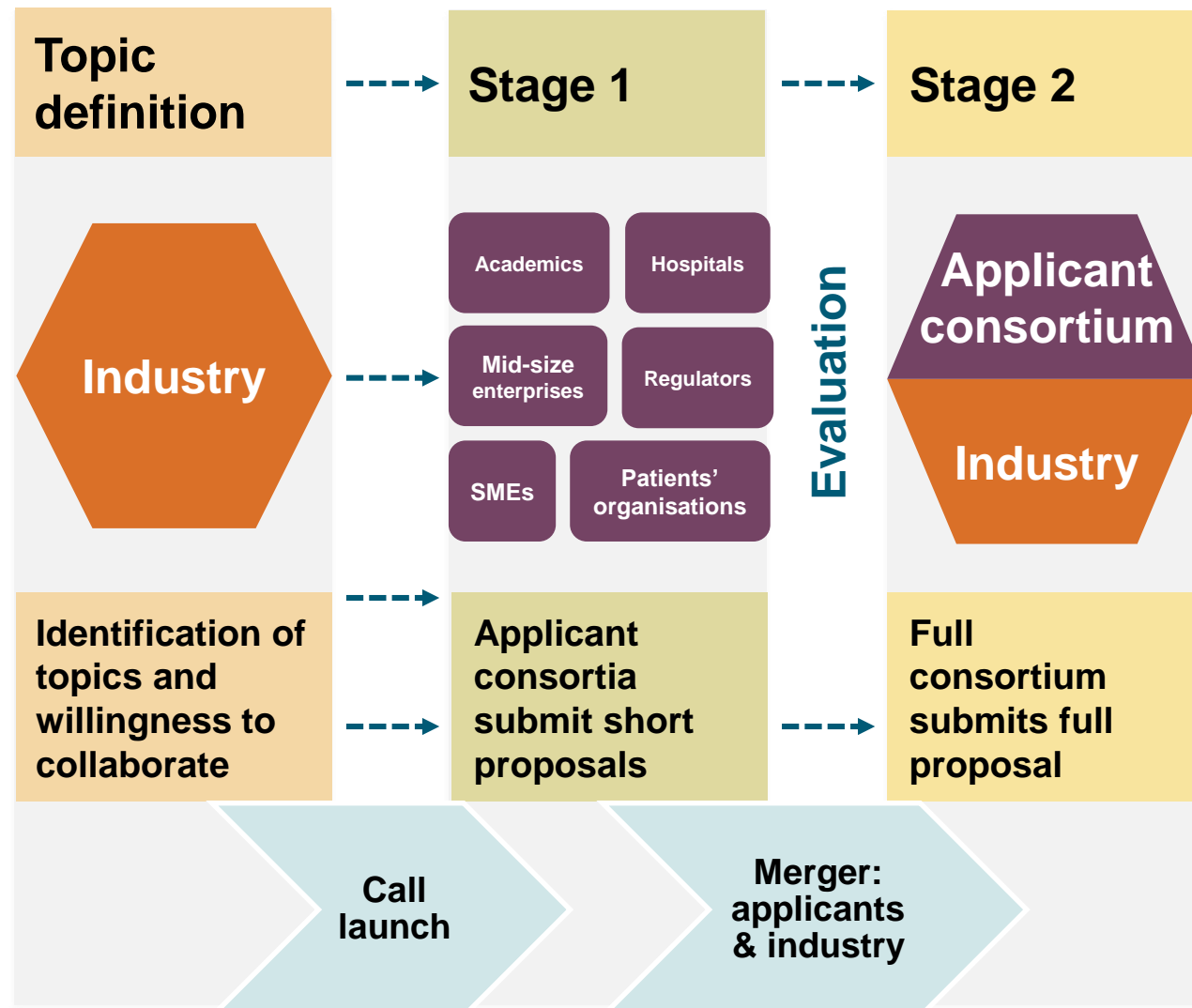
# IMI2 submission/evaluation life cycle



## Proposal Submission & Evaluation

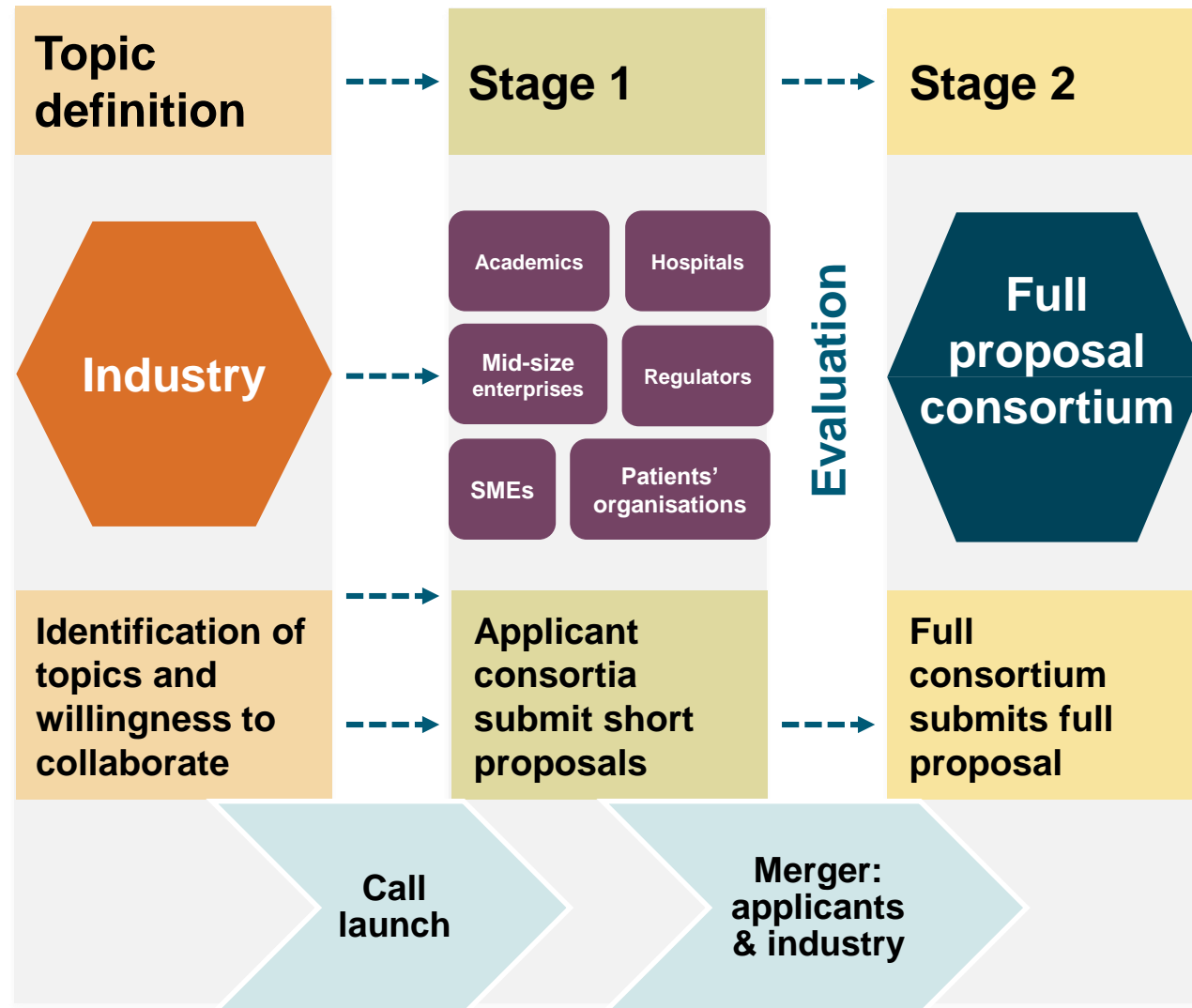
- **Consortia** applying for the public funding **form** and submit a Short Proposal meeting the requirements of the topic text
- All proposals evaluated by an **independent panel**
- **Only top ranked proposal** goes through to the next stage

# IMI2 submission/evaluation life cycle

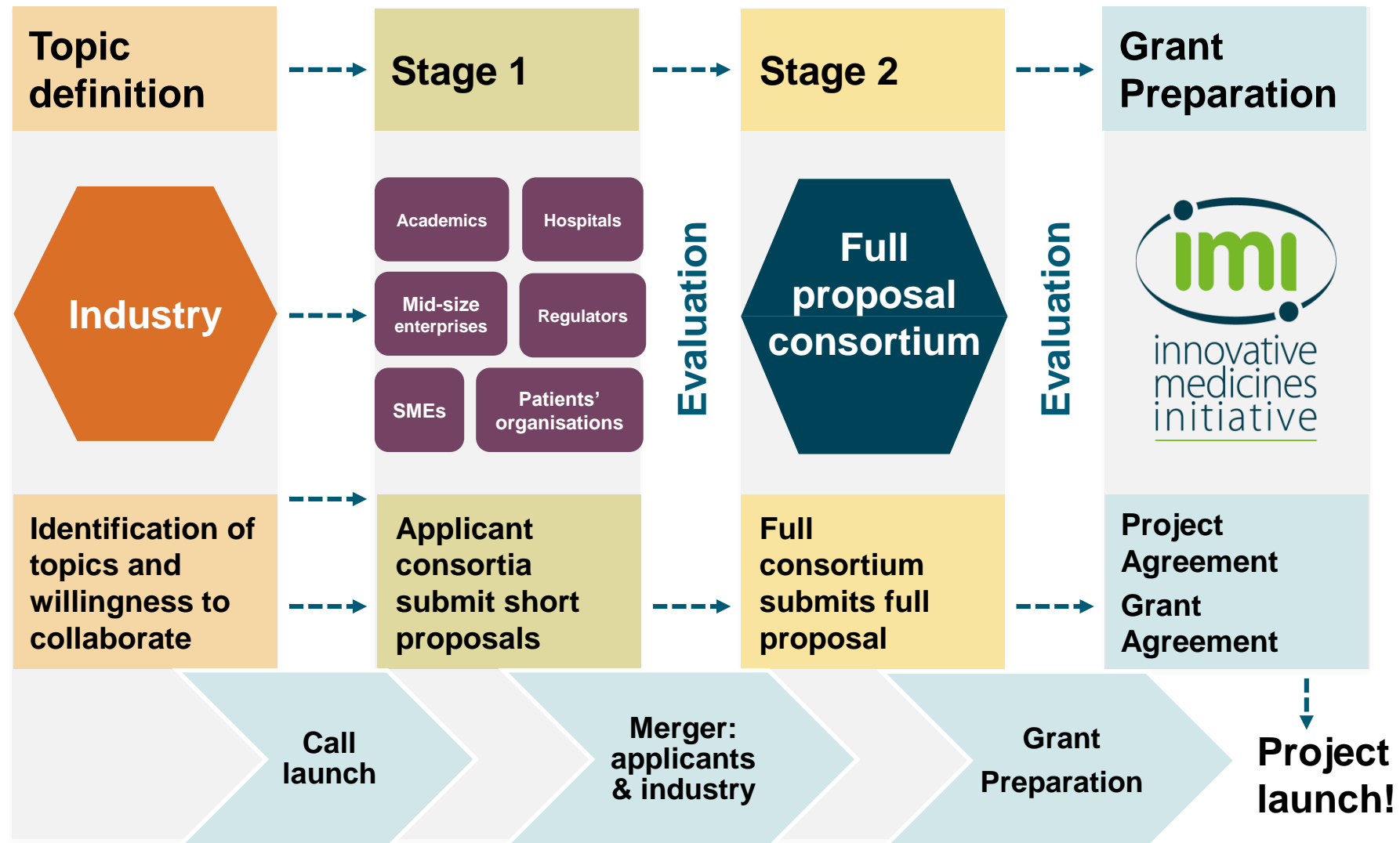




# IMI2 submission/evaluation life cycle



# 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](http://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](mailto: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 18

# 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/!GM86Wp>
- View the topic specific webinars at:
  - <https://europa.eu/!wU49WU>



# Topic 1: Central repository of digital pathology slides to support the development of artificial intelligence tools

## The topic aims to:

- Collect, host and sustain virtual slides along with associated data and to support the development of artificial intelligence in pathology.
- Address the regulatory, legal and ethical challenges associated with the collection, sharing and mining of the virtual slides.

## Key deliverables:

- Mechanisms for management of confidential information
- Sustainable infrastructure to host a large series of digital slides
- Nonclinical slide collection: ~2 million slides covering several species
- Clinical slide collection compliant with quality and ethical standards
- Open-source data format for digital slides, software tools, AI models

# Topic 1: Central repository of digital...

## Expected contributions from SMEs

- Infrastructure management
- Honest broker mechanism
- End-user interfaces
- Slide scanning

## Duration

- The indicative duration of the action is 72 months.

## Indicative budget

- In-kind contribution: EUR 37 771 260
- IMI2 JU contribution: up to EUR 32 320 000

# **Topic 2: Health Outcomes Observatories – empower patients with tools to measure their outcomes in a standardised manner creating transparency of health outcomes**

## **Scope and key deliverables**

- Identify appropriate standards for capturing the patient perspective when measuring health outcomes.
- Implement appropriate technology solutions (including adopting existing technology where appropriate) that would allow individual patients to record and measure their outcomes
- Establish the appropriate platform to collect, process and manage data in the best interest of patients
- Create a sustainable, socially acceptable and ethical model for the continuous collection of data

# Topic 2: Health Outcomes Observatories...

## Expected contributions from SMEs

- Digital architecture and digital solutions
- Data management and harmonisation
- Data mining, machine learning, computational biology

## Duration

- The indicative duration of the action is 60 months.

## Indicative budget

- In-kind contribution: EUR 11 435 000
- IMI2 JU contribution: up to EUR 10 478 000

# **Topic 3: Improving patient access, understanding and adherence to healthcare information: an integrated digital health information project**

## **The topic aims to:**

Demonstrate how the use of an integrated, digital, user-centric health information solution could enable a tangible improvement in the ability of citizens to access and understand reliable, relevant health information from different sources.

## **Key deliverables:**

- Open-source technology platform.
- Digital technology solution(s).

There are also a number of other deliverables expected

# Topic 3: Improving patient access...

## Expected contributions from SMEs

- Technical expertise that could support the **platform integration and development of user-centric solutions**
- Expertise in **electronic health records**
- Expertise in the **provision of health information** (for example current leaders of national electronic product information initiatives)

## Duration

- The indicative duration of the action is 60 months.

## Indicative budget

- In-kind contribution: EUR 9 280 000
- IMI2 JU contribution: up to EUR 9 280 000

# Topic 4: Establishing international standards in the analysis of patient reported outcomes and health-related quality of life data in cancer clinical trials

The topic aims to:

- Develop recommendations for the different analyses and interpretations of HRQOL and PRO endpoints in cancer clinical trials

## Key Deliverables

- Develop internationally agreed consensus-based guidelines and recommendations for HRQOL and PRO analysis for RCTs
- Delivery of a case study database to retrospectively validate consensus recommendations
- A free toolbox providing recommendations for the communication, presentation and visualisation of HRQOL and PRO findings

# Topic 4: Establishing international...

## Expected contributions from SMEs

- Development of data visualisation software
- Communication and dissemination
- Data management and harmonisation

## Duration

- The indicative duration of the action is 48 months.

## Indicative budget

- In-kind contribution: EUR 2 900 000
- IMI2 JU contribution: up to EUR 2 282 000



# Topic 5: Accelerating research & innovation for advanced therapy medicinal products

## The topic aims to:

- Develop models for predicting product immunogenicity in humans
- Build an understanding of gene/cell therapy drug metabolism
- Understand the clinical factors around pre-existing immunity

## Key Deliverables

- Sustainable in vitro, ex vivo, and animal models with better translatability of the immune responses to gene/cell therapy;
- Deep understanding of how host cells and tissues metabolise gene/cell drug products and how this affects persistence;
- Identification of immunogenicity hurdles and potential solutions, for de-immunisation or immunomodulation

# Topic 5: Accelerating research...

## Expected contributions from SMEs

- Research activities in advanced therapies, gene and cell therapy, drug delivery, cell biology, transgenic animals, etc.
- Data management and harmonisation
- Bioinformatics, systems medicine or multi-omics analysis,

## Duration

- The indicative duration of the action is 60 months.

## Indicative budget

- In-kind contribution: EUR 15 752 500
- IMI2 JU contribution: up to EUR 11 773 000

# Topic 6: Supporting the development of engineered T cells

## The topic aims to:

- Support the development of autologous and allogeneic engineered T-cell therapies, including CAR and TCR engineered T cells.

## Key deliverables:

- Pre-clinical models, pharmacodynamic markers or tools with high translational potential to predict safety of engineered T cells & efficacy of engineered T cells and the role of TME
- Gold standard analytical methods used both pre- and post-infusion of engineered T cells
- Optimised lymphodepletion regimens for engineered T cells
- European Pharmacopoeia and GMP for ATMPs for engineered T cells
- Communication tools

# Topic 6: Supporting the development...

## Expected contributions from SMEs

- IT expertise for data Integration activities or/and for training, education, communication & dissemination
- Development of new preclinical models or analytical methods

## Duration

- The indicative duration of the action is 60 months.

## Indicative budget

- In-kind contribution: EUR 8 733 000
- IMI2 JU contribution: up to EUR 8 733 000

# SME participation in ongoing IMI projects

# IMI Drug Discovery Platforms - ELF



Follow-on from the [www.europeanleadfactory.eu](http://www.europeanleadfactory.eu) project

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

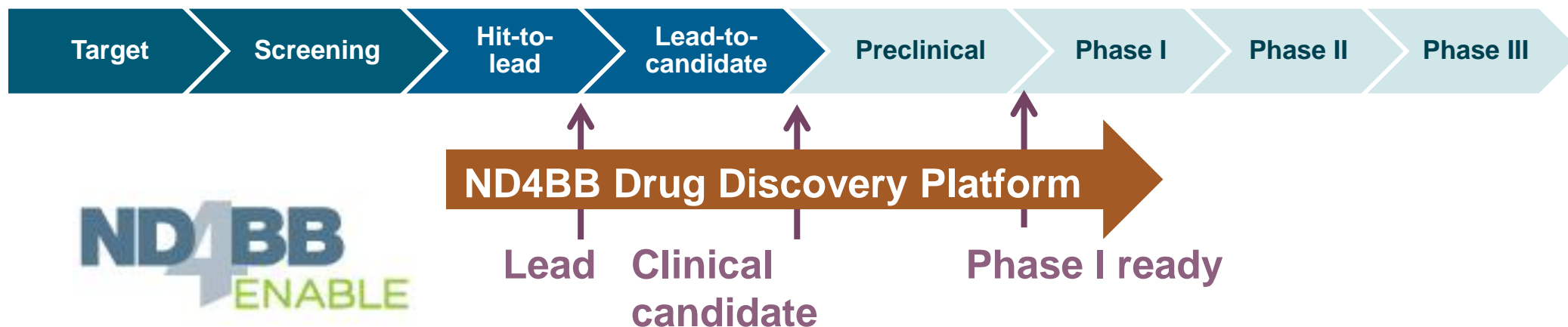
## NEWS

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

# 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, **2 have entered phase I**

# 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.
- Call for data providers due imminently
  - <https://www.ehdn.eu/>



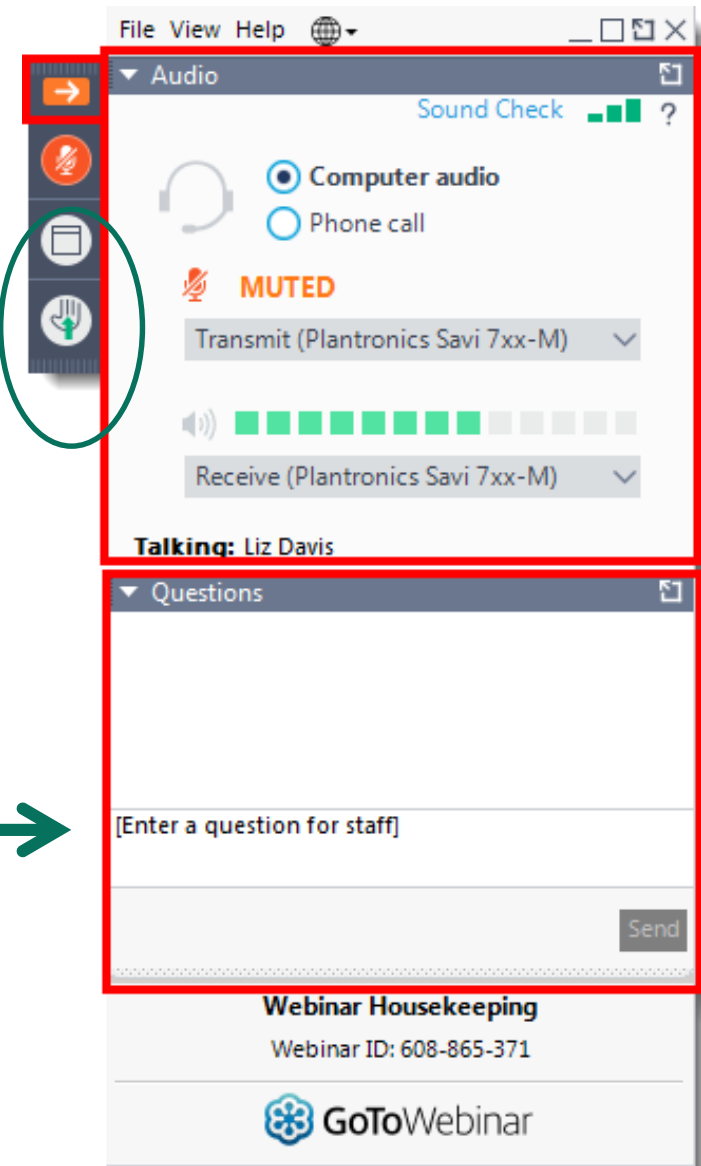
# Questions & answers

# 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](mailto:applicants@imi.europa.eu)



**Thank you!**

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