Webinar │IMI2 – Call 14 Opportunities for SMEs

19 March 2018

Agenda

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

How to use GoToWebinar - audio

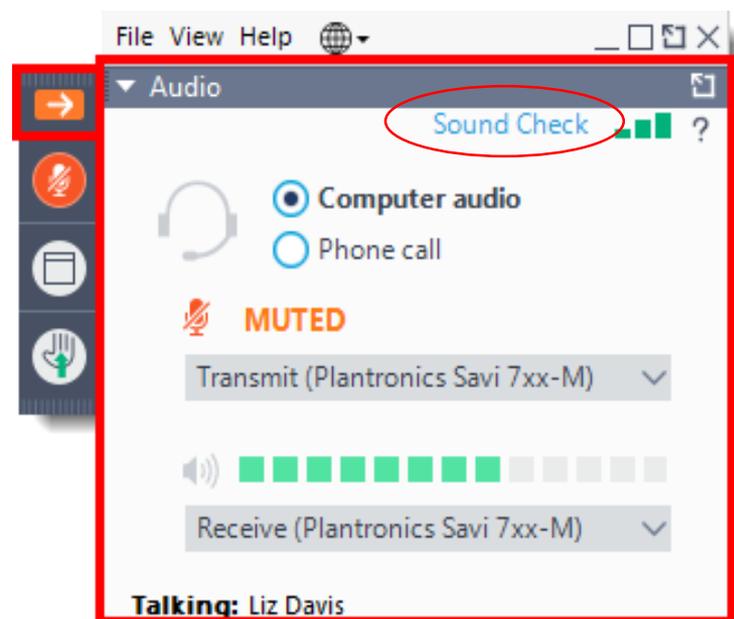To listen via your computer, select **Computer audio**

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▼ Questions

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Webinar Housekeeping

Webinar ID: 608-865-371

GoToWebinar

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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 14 has been launched and all Call documents & details of how to apply can be found on the IMI website

![Innovative Medicines Initiative logo]

SMEs in IMI2 Calls for Proposals

Today's webinar

Will cover the following:

- Introduction to IMI
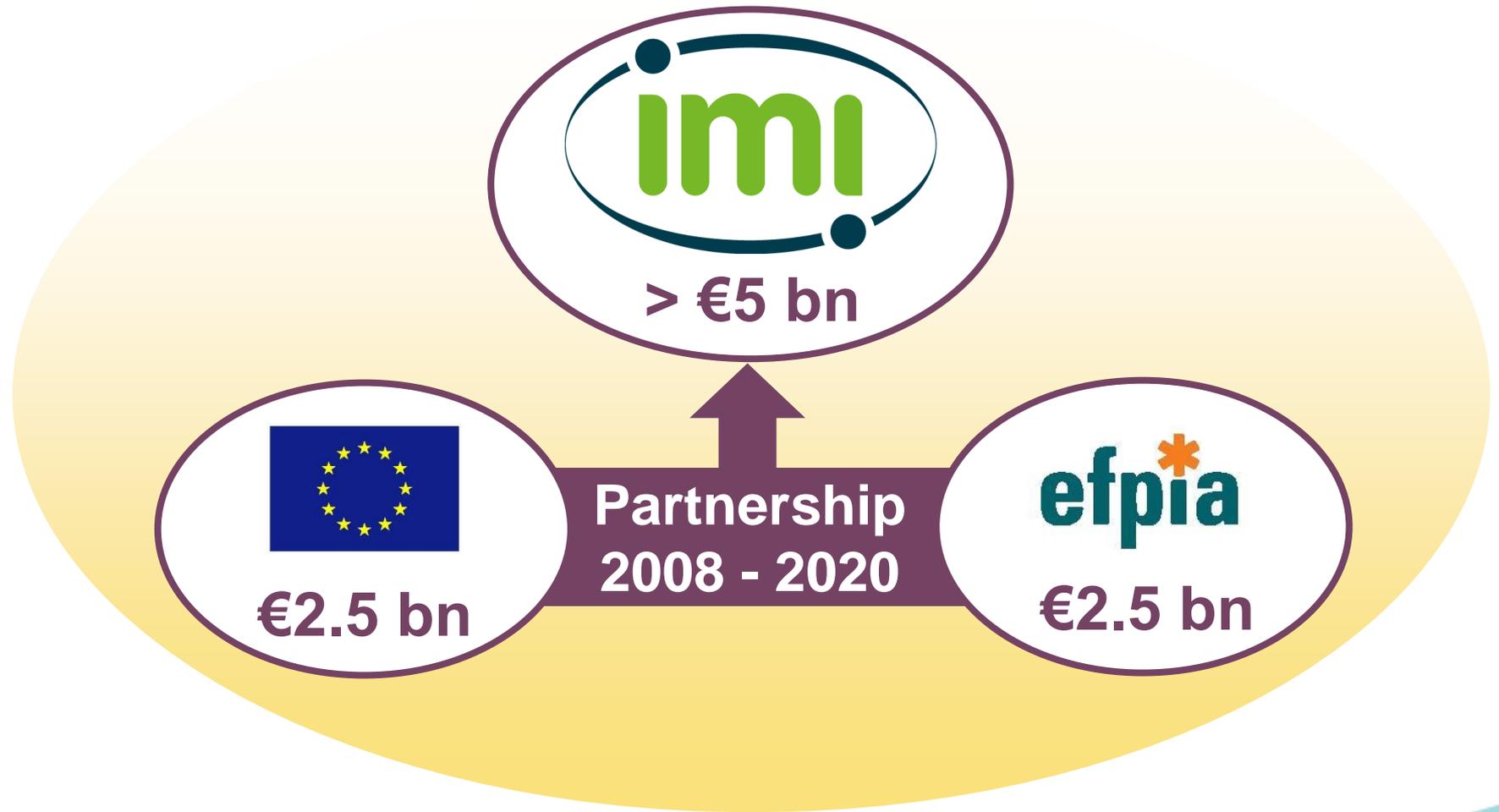- Overview on why SMEs should join IMI projects
- Tips for joining applicant consortia
- SME opportunities in Call 14 topics
- Other SME opportunities in IMI

Will not cover rules and procedures

- A webinar on rules and procedures will take place on **Wednesday 11 April, 10:30 - 12:00**

  Register here

IMI – Europe's partnership for health

> €5 bn

€2.5 bn

Partnership
2008 - 2020

€2.5 bn

How is IMI addressing the challenges in drug development?

By creating a **neutral platform** where **all involved** in drug development – academics, industry, SMEs, patients, regulators, others – can engage in **open collaboration** on **shared challenges**.

IMI's projects try to…

- **put patients at the centre**

- **share risk**

- **increase efficiency**
  - reduce duplication of effort
  - reduce timelines

- **integrate the latest science** into drug development

- **use data and knowledge management** to work more effectively

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An international, cross-sector community

1255 academic teams

29 regulator teams

>200 SMEs

41 patient orgs

687 Industry teams

Over 12 500 researchers working for:

- open collaboration
- improved R&D productivity
- innovative approaches to unmet medical needs

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.**

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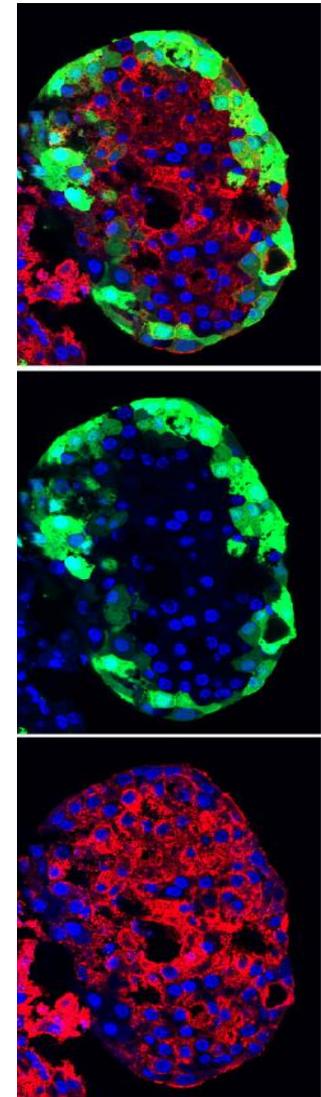# Why should an SME participate in an IMI project?

- 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 & **build research and business networks**

- **Building reputation and visibility**. IMI project achievements often get recognised and promoted on an international level

- Funding: **100%** of costs **reimbursed**

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

EBOMAN - Vaccine manufacture capability

Established a platform capable of rapidly producing sufficient quantities of the vaccine candidate for the clinical trials

'A great opportunity because we were part of an excellent network of experts (drug makers, manufacturers, etc) that goes beyond the financial support we received.
Our advice to other SMEs interested in applying to IMI is: Do it.'

Vibalogics

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IMI IP rules consider SME's needs

- Opportunity for **further development & validation of assets**
- Background and sideground **assets protected**
- 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."

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**:
    - Horizon2020 participant portal: http://europa.eu/!Mg84kq
    - 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

- Talk to your Health National Contact Point (NCP)

- **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**

- A proposal is scientifically excellent but will **have limited impact**

- Necessary expertise **not fully mobilised**

- **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 14

Topic specific webinars

A summary of all topics is presented below

If interested in a particular topic, please:

- Read the topic text
  - http://europa.eu/!hD68Dv

- View the topic specific webinars at:
  - http://europa.eu/!kF46Kb

- Submit a proposal at:
  - http://europa.eu/!CX83GR

Topic 1: Targeted immune intervention for treatment of non-response and remission

The topic aims to:

- characterise human immune-mediated diseases & discover biomarkers
- profile and analyse immune cells obtained from non-blood tissues;
- perform early phase clinical trials.

Key Deliverables

- Establishment of technology platforms, including 'omics, epigenetics, immunophenotyping, proteomics and exosome profiling.
- Analysis of clinical and biomarker cohorts
- Establishment of a sustainable repository of bio-samples
- Functional and clinical validation of biomarkers
- Early engagement of regulators (EMA/FDA)

Topic 1: Expected contributions from SMEs

- Establishment of a bio-sample repository

- Generation and hosting of an integrated large scale data platform

- Specialty profiling of bio-samples, using state of the art and/or emerging technologies.

- Project management and administration capabilities including resources for project administration, management and communication.

- NB: This topic consists of four subtopics

Topic 1: Details

Duration

- The indicative duration of the action is 84 months.

Indicative budget

- EFPIA in-kind contribution: EUR 40 320 000
- IMI2 JU contribution: up to EUR 40 320 000
- Divided into four subtopics

Topic 2: Non-invasive clinical molecular imaging of immune cells

The following objectives are within the scope of the proposal:

- clinical validation of existing imaging agents

- development and characterisation of novel molecular imaging agents

- establishing molecular imaging platforms in disease areas for which biopsies for validation of the imaging platform can be obtained

- optimisation of the quality of immunotracers

- pre-clinical studies to evaluate and validate the novel molecular imaging agents/

Topic 2: Expected contributions from SMEs

- Imaging agents and technologies
  - strong expertise in chemistry and molecular biology to improve the target specificity of imaging agents;
  - expertise with appropriate non-invasive imaging technologies and optimisation of quantitative data generation and analysis;
- Advanced analytical approaches
  - capability to deliver analytical platforms to facilitate advanced analytical approaches for a range of scientific/medical and analytical communities.
- Data management practices
- Expertise in project administration, management and communication

Topic 2: Details

Duration

- The indicative duration of the action is 60 months.

Indicative budget

- EFPIA in-kind contribution: EUR 15 000 000
- IMI2 JU contribution: up to EUR 15 000 000

Topic 3: Development of a platform for federated and privacy-preserving machine learning in support of drug discovery

The topic aims for:

- The delivery of a coherent, federated, privacy-preserving machine learning platform by month 12 and updated at least annually.

- Establishment of proof-of-concept of this platform, by deploying and evaluating it in an industrial setting.

- Sustainability plans to make the developed methodologies accessible after the project ends.

- Publication and dissemination of guidelines, advice, detailed processes, ICT and security standards, and of the predictive performance.

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Topic 3: Expected contributions from SMEs

- Hands-on expertise in solutions for big data handling at industrial scale, ICT security and information leakage aspects, high performance computing infrastructures, software engineering

- Machine learning technologies in the context of federated learning

- Deploying computational approaches in drug discovery and development

- General project management in the context of EU-funded projects

Topic 3: Details

Duration

- The indicative duration of the action is 36 months.

Indicative budget

- EFPIA in-kind contribution: EUR 8 000 000
- IMI2 JU contribution: up to EUR 8 000 000

Topic 4: Centre Of Excellence – Remote Decentralised Clinical Trials

- Definition of DCT best practices using case studies (historical and ongoing) from industries and academics (indicatively by month 12)

- Technology scan for remote DCTs

- Review and analysis of the EU clinical trial ecosystem, and anticipated changes for the pan-EU 'remote decentralised clinical trial centre'

- Pan-EU pilot study designed and launched from a 'central' access using a remote DCT approach.

- Final recommendations on the fully remote DCT and the hybrid model.

- Final set of tools (training materials, contract templates, technology requirements…) to be used for remote DCTs in Europe.

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Topic 4: Expected contributions from SMEs

- Experience on remote DCTs and deep expertise in Good Clinical Practice (GCP) using technology for recruiting and monitoring patients

- Telemedicine, medical technology companies with expertise in data validation, using approved medical devices for data capture in clinical trials and continuous monitoring.

Topic 4: Details

Duration

- The indicative duration of the action is 60 months.

Indicative budget

- EFPIA in-kind contribution: EUR 19 037 000
- IMI2 JU contribution: up to EUR 19 037 000

SME participation in ongoing IMI2 Projects
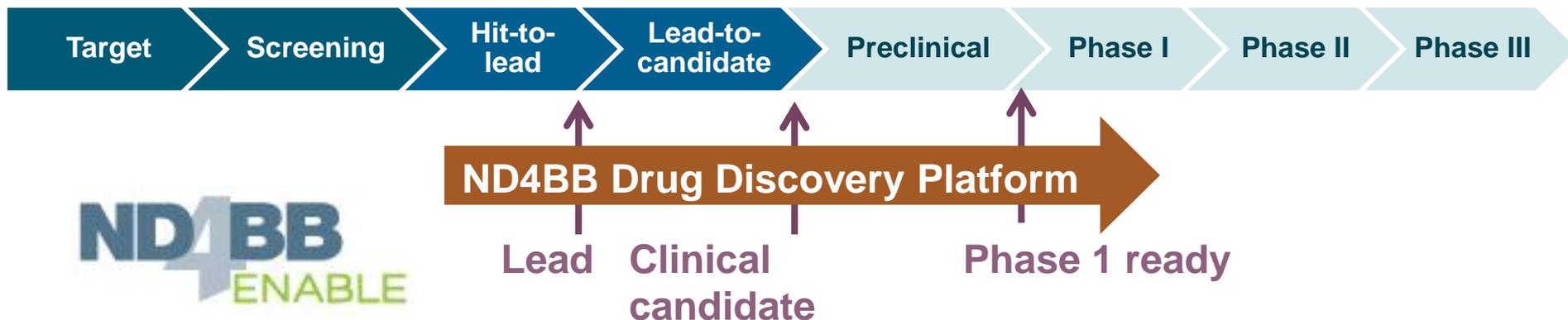
IMI Drug Discovery Platforms - ELF

Target	Screening	Hit-to-lead	Lead-to-candidate	Preclinical	Phase I	Phase II	Phase III

EUROPEAN LEAD FACTORY

Screening deck of **500 000 compounds & ultra-HTS facilities** available **free** to anyone with an **innovative target to screen.**

Apply at https://www.europeanleadfactory.eu

Over **49 Hit Lists** already provided **free of charge** to European SMEs & academics

Innovative compound library ideas also welcome – rewards available

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IMI Drug Discovery Platforms - ENABLE

| Target | Screening | Hit-to-lead | Lead-to-candidate | Preclinical | Phase I | Phase II | Phase III |

ND4BB Drug Discovery Platform

Lead   **Clinical candidate**   **Phase 1 ready**

ND4BB 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

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Thank you

Questions

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