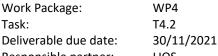


## **A4L\_ACTIONS**

## Alliance for Life Sciences: From Strategies to Actions in Central and Eastern Europe

H2020-SC1-2020-Single-Stage-RTD --964997

# D4.3 Joint database of Core Facilities and potential industry partners



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#### 1 INTRODUCTION

The Alliance4Life (A4L) aims to increase the local and regional impact of Health Research and Innovation in Central and Eastern Europe (CEE). In order to accomplish this mission, the A4L ACTIONS project (No. 964997) covers, among others, building competence and connections of the CEE health research institutions for translation of health research outcomes into innovation, development of regional biotech and biomedicine innovation ecosystems and bridging the gap between the industry and academia. D4.3 pint database of core facilities (CF) and potential industry partners is a confidential deliverable of the A4L ACTIONS project. It falls under the work package WP4 – Competences in Innovation for Human Health (Lead: LIOS). The core of this WP is to bring together industry and academia, share challenges, expectations and outline the best practices in terms of future collaboration, co-creation and co-innovation. This deliverable is the initial outcome of the Task 4.2 Industry Relationship Platform of Alliance4Life (Lead: SU, Partners: all, M1-M36), which provides a database of collaborating companies and, at the same time, a joint database of Core Facilities and related services, which are offered to external users including the industry. Several A4L members are highly successful in engaging with industry on health innovation through licensing, as contractors, or by initiating spin-offs and start-ups. The success was very often possible thanks to funding of the proof-of-concept stage of the most promising results financed by the European Structural and Innovation Funds (ESIF) or national programmes. The state-of-the-art infrastructure in CEE, acquired thanks to the ESIF funding, proved to be another key asset for fostering the collaboration with industry.

The joint database of Alliance4Life's CF services tailored to the interests of potential industrial partners is expected to establish new efficient and beneficial industry-academia connections in the CEE region, show the industry the potential for creating new value chains and help to explore ways of strengthening the Life Science innovation ecosystems in the CEE countries.

#### 2 METHODOLOGY

#### 2.1 JOINT DATABASE OF CORE FACILITIES

The Alliance4Life's members agreed to identify the database/list of their CF and related services as well as of their research equipment available in their organizations to external users until month M6 – October 2021 (included in task T2.4). The task was assigned to members of Focus Group 5 – Core Facilities and Big Data (FG5).

The information is merged into a joint database of CFs which now comprises a list of equipment (Figure 1) and related services (Figure 2) that may be useful for industry partners. The list of equipment comprises information about CF, category of instrument (e.g. analysis, biostatistics, sample handling, separation technique, etc.), technology name, name and email of operator, and description. The joint database of services includes information about the CF type, CF head contact, pricing for internal and external users.

	Core		Technology name	Instrument_	Instrument_	
Institution	facility	Category	(instrument_name)	operator_name	operator_email	Description

Figure 1 List of equipment in the joint Alliance4Life's database.

					Price					
Core		CF head			construction					
facility	Institution	(e-mail)	Activity	Service	(per sample etc.)	Internal	External	Others	Currency	

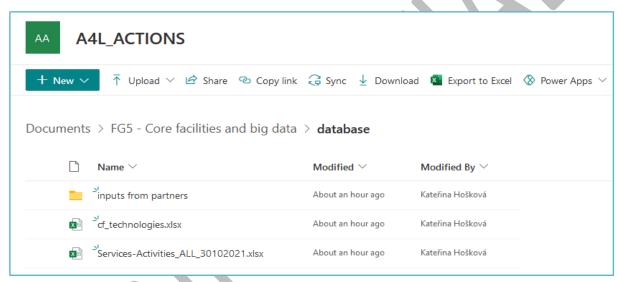
**Figure 2** Information in the joint Alliance4Life's database of CFs and related services.

The CF service entries have been categorized into the following four fields:

- DRUG DISCOVERY (Chemical, Analytical Services, Biomolecular Interactions and Crystallization, Cryo-electron Microscopy and Tomography, NMR, Nanobiotechnology, X-ray Diffraction and Bio-SAXS, Animal Research Facility, etc.);
- BIOTECH (Bioanalytical, Molecular Biology, in vivo, ex vivo, in vitro, Genomics, Proteomics, Plant Science, Bio-imaging, etc.);
- IT, DATA ANALYSIS (Omics, Programming, Biostatistics, Data Management, etc.); and
- **CLINICAL** services (Faraday cage, motion capture analysis, muscle tension and strength analysis, posturography, ergospirometry, etc.).

Pricing has been calculated for internal and external users, using various pricing modes (per sample, per hour, per run, etc.), in case of self- or full-service modes.

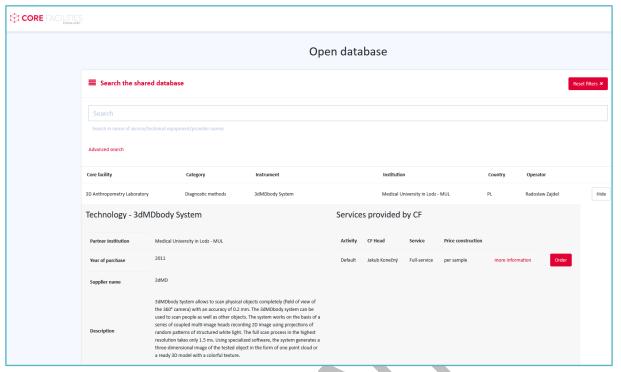
Within the due time of the first 6 months of the A4L\_ACTIONS project, FG5 members from 8 Alliance4Life's organizations provided information about 194 different services and 214 infrastructure/equipment items available in their core facilities and laboratories. As the database update is an ongoing task, all consortium members have been encouraged to add new entries and update the database information at any time. However, not all Alliance4Life's partners are ready to be listed in the database due to several reasons: core facilities are not officially established, and current laboratories are not ready to provide services to external users; in some institutions, there are missing processes to collaborate with industry; most of the Alliance4Life's institutions which are currently missing in the database need more time to collect all the information necessary for the database, but they will be included later on. The process is supervised by the FG5 Chair. The information is available online in the password-protected SharePoint folder of FG5 (Figure 3).



**Figure 3** Placement of the Joint databases for CF files in the A4L ACTIONS SharePoint.

The database is managed by the FG5 members and shared with Alliance4Life's members via the A4L\_ACTIONS intranet. Full list of equipment and related services in the joint database (version 11.11.2021) of CFs is seen in Annex A and Annex B of this document. The potential Industry partners identified under Industry Mapping exercise (see section 2.2.) will be informed accordingly.

Currently, the online version of the database undergoes in-use testing and is available for FG5 members (Figure 4). After the transition from the test server to the operational server, the database will be made available via Alliance4Life website.



**Figure 4** Screenshot of the A4L equipment database.

#### 2.2 INDUSTRY RELATIONSHIP PLATFORM - PARTNER DATABASE

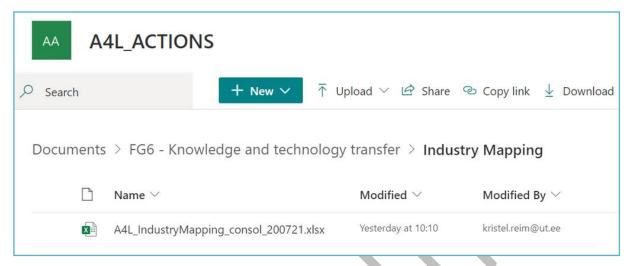
Another key part of WP4 and the **Task 4.2 Industry Relationship Platform of Alliance4Life** is mapping the existing collaborations with industry, to be shared within the Alliance4Life. This task is in line with the A4L\_ACTIONS project's aim to establish efficient and mutually beneficial industry-academia relations as well as to advance Alliance4Life's member capacities to match the needs of industrial partners. To initiate the network, the database of current industrial contacts of A4L\_ACTIONS partner institutions was created (A4L\_ACTIONS Milestone 2: Industrial collaboration mapped; achieved in month M6\_October 2021).

The task to promote Alliance4Life to companies and motivate them to join the Platform was assigned to members of FG6 – Knowledge and Technology Transfer. Industrial partners were invited to join the database by a letter sent via e-mail by the respective FG6 member from the institution, which has already had the collaboration established. The letter, prepared in collaboration with FG7 – Science Communication, explained that the contacts will be used for:

- 1. Inviting to A4L ACTIONS events targeted towards industry partners;
- 2. Providing information and access to the best excellent Central and Eastern European academic research capacities (infrastructure and skilled researcher teams) in Life Sciences and biomedicine;
- 3. Tailoring Alliance4Life's research service offers to meet industry needs if specific interests are identified.

This database of collaborating companies will be kept strictly for the internal use of the A4L ACTIONS consortium members and will not be released to public domain in order to

respect the GDPR requirements. All consortium members are encouraged to add new entries and update the information at any time. The process is being supervised by the FG6 chair. The information is available online in the password-protected intranet of the A4L\_ACTIONS project placed in the SharePoint folder of FG6 (Figure 5).



**Figure 5** Placement of the Industry partner database file in the A4L\_ACTIONS SharePoint.

The database information entry includes company name, web page address, industry partner profile information, contacts, and current A4L collaboration partner (Figure 6).



**Figure 6** Information in the Alliance4Life's industry partner database.

A full list of entries in the joint industry partner database (version 12.11.2021) can be found in the Annex C of this document. In total, 7 Alliance4Life's members provided information about 41 current industrial partners. The profiles and business fields of these industrial partners are related to DRUG DISCOVERY, BIOTECHNOLOGY, IT, CLINICAL and CONSULTING areas (Figure 7).

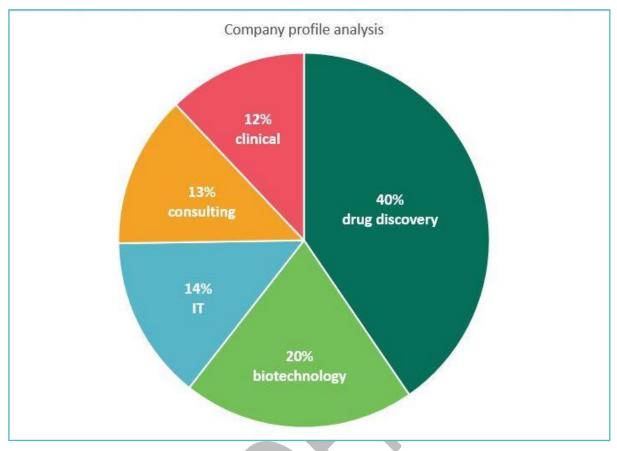


Figure 7 Company profile analysis of Alliance4Life's industrial partners.

The industrial partners included in the Platform are internationally located in different EU countries and beyond (Czech Republic, UK, USA, Germany, Latvia, Estonia, Hungary, Slovakia, Croatia, etc.) and comprise different types and size of businesses including SMEs.

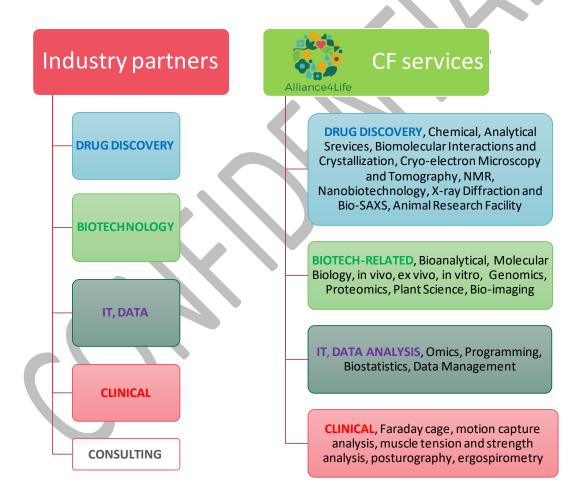
In addition to companies, several partners (CEITEC MU, LIOS, VU) provided information also about Industry associations and development agencies in their respective countries. The list includes 7 entries from 3 countries:

- Technology transfer organization i&i Prague;
- South-Moravian Innovation Centre JIC;
- The Association of the Latvian Chemical and Pharmaceutical Industry (LAKIFA);
- Investment and Development Agency of Latvia (LIAA);
- Lithuanian biotechnology association;
- Association of Lithuanian private health care organizations;
- Innovation network ScanBalt.

#### 3 JOINT DATABASE OF CF AND POTENTIAL INDUSTRY PARTNERS

The A4L\_ACTIONS project is expected to nurture the relationship with the industrial sector and to create fundamentals for a sustainable cooperation in the future. The Industry Relationship Platform is a concept that will allow a bi-directional communication about needs and expectations of both sectors, i.e., of industry and academia.

The analysis of the JOINT DATABASE OF CF and INDUSTRY PARTNER DATABASE shows a great collaboration potential, which is based on a good match of common interest fields that can be exploited during future activities of the A4L\_ACTIONS project (Figure 8).



**Figure 8** Complementarity of Alliance4Life's CF services and industry partner profiles.

#### 4 NEXT STEPS AND CONCLUSION

The contacts included in the Relationship Platform database will be approached by the technology transfer representatives (FG6) from Alliance4Life's member institutions with an offer to participate in the following A4L\_ACTIONS events:

- Research Management and Administration (RMA) Academy to help shape up the trainings for TT officers, so that they become an efficient contact point and counterpart for industry (WP1);
- Mini-Conferences to get closer to researchers and research community (WP2);
- **Skills Academy** to help shape the trainings for researchers to enable careers also beyond academia (WP3);
- Early Stage Researchers' retreats to get closer to the young researchers seeking different career paths and match the expectations (WP3);
- Round tables dedicated to knowledge and technology transfer during Trigger Events to express and discuss concerns and ways to enhance cooperation and diminish the gap between industry and academia (WP5).

The industry will be offered the following collaboration options: access to A4L\_ACTIONS-mapped excellent researchers, Core Facility-provided services, which they may access via contract or collaborative research, as well as by partnering possibilities within the frameworks of the EU and nationally-funded research projects.

The above mentioned A4L\_ACTIONS events and activities will bring together industry and academia from CEE who share the same interests, which will increase mutual understanding and help to reduce the gap between industry and academia in CEE. .

We believe that the continuous engagement of Alliance4Life with industry will contribute to the dynamic enhancement of industry-academia networks in CEE. The databases developed will significantly reduce the transaction costs for industry to reach out to relevant academic partners. The knowledge of high-quality R&I landscapes in CEE will be already at hand. Thus, we will work to advance the R&I in Health and Life Sciences to improve the quality of life of the citizens and the competitiveness of the regional industries.

### **5** APPENDICES

#### 5.1 APPENDIX A: JOINT DATABASE OF CF SERVICES

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#### 5.2 APPENDIX B: JOINT DATABASE OF CF EQUIPMENT/TECHNOLOGIES

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#### 5.3 APPENDIX C: INDUSTRY MAPPING DATABASE

