

Project Deliverable

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Instrument: COORDINATION AND SUPPORT ACTION	Thematic Priority HEALTH
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Title D1.2 Focus Group (Roundtables) Report

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Dissemination level (Project co-funded by the European Commission within the Seventh Framework Programme)		
PU	Public	PU
PP	Restricted to other programme participants (including the Commission)	
RE	Restricted to a group defined by the consortium (including the Commission)	
CO	Confidential, only for members of the consortium (including the Commission)	

Abstract :

The present deliverable concerns the reporting of the two Focus Groups (Roundtables) organised by the Health-2-Market project (Brussels, Feb. 25th and 26th, 2013) to validate the findings of the Draft Training Needs Analysis report.

Authors (organisations) : Kostas Bougiouklis, Efthymis Altsitsiadis (White Research SPRL)

Validated by: Svetlana Klessova (INNO TSD)

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1. Introduction

The present document aims to summarise the outcomes of the two **Health-2-Market roundtables organised in Brussels on the 25th and 26th of February, 2013**. The scope of both roundtables was to validate with External Experts the Health-2-Market findings on the business training needs and skills portfolio of European Health Researchers, which have stemmed from different sources (i.e. a European questionnaire survey, interviews with Experts and a literature review). Thus, the roundtables execution served the need for a better integration and validation of all these insights for the design of the foreseen Health-2-Market training programme and advanced services towards European Health Researchers.

Consequently, the two roundtables acted exactly on this respect; **as a forum** for the project to present and discuss its findings with significant participants as well as to **shed more light** in corners that were somewhat less clear.

In order for Health-2-Market to get feedback in the best way possible, two special tables were organized with very specific profile of participants. **Roundtable 1 consisted of key European Experts and Mediators** supporting health researchers in their business exploitation and valorisation process (i.e. Health National Contact Points, Technology Transfer experts, Innovation experts and so on). This audience has significant experience in supporting the commercialization of Health Research, in designing trainings for these topics and a deep understanding of the local and Health Research specificities. **Roundtable 2 was devoted entirely to Health Researchers** (from various fields and level of experience). We managed to bring together a multinational team of high level Health Researchers; these participants were representative of our target group, they were active and aware in both research and health markets and could speak about their own valorization experiences, too.

Implementation approach:

Both roundtables followed a similar approach. A brief presentation on the project main findings introduced the participants into the heart of the topics. The presentation was based on the Health-2-Market “Draft Training Needs Analysis Report” that was provided to participants few days before the events as main background document. Then a moderated discussion followed. The discussion was uniformly designed to: i) explain the discussion areas in depth and validate the current findings and ii) ask the participants for additional (to those identified) ideas.

The roundtable discussions took place around the following three main topics:

1. **The validation of the European Health Researchers clustering exercise (i.e. potential target groups of European health researchers and their main characteristics)** as those emerged from the Health-2-Market questionnaire survey clustering analysis; in particular the discussion targeted to investigate and validate the existence of the 6 groups identified, their main characteristics, the most interesting of them from the point of view of Health-2-Market training programme as well as other potential aspects that should not be missed under this context.

2. **The European Health Researchers existing competencies, knowledge gaps and thus, their business training needs leading also to the main training topics the Health-2-Market programme should focus on - do not miss;** in particular the discussion took place on survey results concerning European Health Researchers business competencies and commercialization skills; the main knowledge gaps they face in these areas; the specific training topics that Health-2-Market training programme should not miss (so as to address these gaps); as well as specific suggestions on particular topics of interest, such as those related to IPR issues.

3. **The Health-2-Market training concept and framework and in particular the implementation patterns and characteristics** the Health-2-Market training programme should adopt so as to reassure increased interest for participation by European Health Researchers.

The outcomes of the roundtables were found very useful from the Health-2-Market point of view:

Both roundtables were very successful in **providing validation to most of the key findings** of Health-2-Market Training Needs Analysis' outcomes. The participants found **Health-2-Market clustering** (that concluded on six groups of European Researchers) **to be quite precise**; actually they identified all the groups, based on their real-life experiences and they agreed to our targeting (**the selection of the most promising groups of Health Researchers**). Through the discussions we gathered much needed **validation on the training topics areas** but also a number of critical notes **and additional areas that should not be ignored**. In addition, the roundtables were able to **provide us with some novel insights**, on top of those already identified, which are going to be an asset for our training programme design exercise. Finally, they provided us with **considerable advices and suggestions on the context and implementation patterns and characteristics that Health-2-Market training programme should adopt** so as to reassure an increased interest for participation by European Health Researchers.

2. Roundtables discussions and outcomes

The outcomes of the roundtables discussions are grouped in 3 main topics and briefly presented below:

1. European Health Researchers clusters (potential target groups and main characteristics)

The Health-2-Market clustering analysis concluded on 6 main clusters (groups of European Health Researchers) with different characteristics of which 3 clusters were considered most important from the Health-2-Market point of view (that should be targeted by the project training programme). Those were presented to roundtable participants for validation and feedback (see the two figures below).

TNA draft report – homogeneous clusters

1st
objective

6 homogeneous clusters
identified through online
survey, differentiated
through **4 variables**

1. Overall competence
2. Commercial awareness
3. Institutional Support
4. Interest in training

Key variables	Cluster						
	1	2	3	4	5	6	
Competence	3,0	3,0	2,3	3,4	3,5	2,1	2,8
Commercial Awareness	3,5	4,0	2,9	4,0	4,1	2,3	2,7
Institutional Environment	3,5	2,2	2,5	2,2	3,6	2,2	3,4
Interest in Training	2,8	4,4	3,7	2,4	4,2	1,7	3,4
Cluster Size	105	123	139	60	119	91	

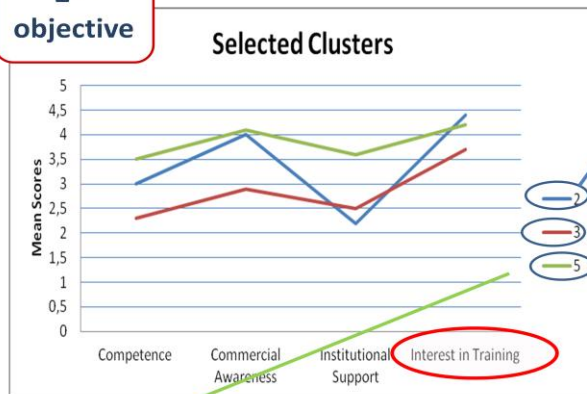
- Every score that is below 3
- Every score that is above 3

The TNA has focused on clusters 2, 3 and 5
→ more potential with regards to the H2M training

TNA draft report – cluster characteristics

2nd
objective

Main characteristics for each of the 3 clusters:



Cluster 2:

- predominantly individuals working in public organisations
- few institutional support
- +2 years EU project experience

Cluster 3:

- large concentration of academics/ public organisations
- poor institutional support
- -2 years EU project experience

Cluster 5:

- higher % of private organisations and SMEs
- very supportive institutional environment
- +2 years EU project experience

All 3 clusters show high training interest

The outcomes of the roundtables discussion were the following:

- “The six clusters are the right ones”. They actually represent the different types of health researchers existing in Europe.
- Cluster 5 and 2 are potentially the most interesting ones for Health-2-Market’s scope. Cluster 3 is interesting, too, but it is also a risky one. In other words, if cluster 3 researchers do not get long lasting additional support (beyond the Health-2-Market training and services) they will probably fail. Cluster 4 though having a strong potential, it should not be given that much emphasis (their very low interest for trainings is a major barrier for attracting them to Health-2-Market activities). Cluster 1 and 6 should be out of target.
- Overall, the selection of Clusters 2, 3 and 5 as more prone to Health-2-Market trainings and services seems rationale (i.e. they should comprise the major target groups that the project should focus on). On the other hand, it should not be ignored that:
 - The health researchers interested in commercialisation is a rather very small minority among health researchers.
 - The actual demand for business training services among them is even a smaller one.
 - Thus, the overall demand and interest is probably rather small, and as experience has shown, from previous training efforts in the past, a too much focused approach on attracting Health Researchers specific target groups might not be that much effective at the end, since the interest might not be that strong, and finally the participants in trainings might probably derive from all clusters. This means that Health-2-Market Training Programme should be properly designed and be ready / flexible enough to address mixed groups of Researchers (with different characteristics).

- In particular, to achieve attracting researchers from Clusters 5 and 2, we should promise and deliver to them considerable networking and contacts with Venture Capitalists as well as other representatives from the investors and/or business communities.
- The most important is to find and attract highly motivated researchers (motivated to commercialization and also with strong interest for business training). To do so, we need to have exposure to the proper networks (Health Networks, NCPs, etc).
- Young researchers should also be of major interest for the project, since in several cases they have the ideas, the energy and in general are more prone to training as well as to take the commercialisation risk.
- Overall, for the selection of our target groups the most important criterion should be the interest for training.

2. Health researchers competencies, knowledge gaps, business trainings needs and main training topics for the Health-2-Market project

In the Health-2-Market questionnaire survey we asked respondents (>630) to assess their competence along 14 preset areas of knowledge or skills related to the commercial exploitation of research results. These competences are an ideal independent aspect as the Health-2-Market trainings are expected to have an immediate effect on them (increase them).

The questions and evaluation of the **14 competences** are shown in the table below for the 3 clusters we are analysing further:

<i>Competence (auto-evaluation)</i>	Clusters and Means			
	2	3	5	Average (including all 6 clusters)
1. Knowledge on how the (health) market operates?	3,0	2,3	3,4	2,8
2. How to launch new products or services in the market?	2,5	1,9	3,1	2,4
3. How to take business decisions?	2,9	2,2	3,5	2,8
4. How does financial management work?	2,7	2,1	3,1	2,6
5. How can you start a new business?	2,7	2,0	3,3	2,5
6. How to search for and attract funds for a new venture?	2,8	2,1	3,4	2,6
7. How to identify commercial opportunities?	3,0	2,2	3,6	2,8
8. How to secure and protect intellectual property rights for your research?	3,0	2,5	3,7	3,0

9. How to search (and utilise) data from patent information, innovation information and other sources of knowledge?	3,0	2,4	3,5	2,9
10. Your understanding of the different ethical issues that exist in relation to your research and its utilisation?	3,7	3,1	3,8	3,5
11. Your skills in negotiation?	3,5	2,7	3,6	3,2
12. Your ability to identify an appropriate business model to commercialise your research?	2,9	2,1	3,5	2,7
13. Your ability to develop a complete Business Plan?	2,6	2,1	3,4	2,6
14. Your ability to promote the outputs of your research in front of potential clients, investors, partners?	3,5	2,7	3,8	3,2

The roundtables discussion that took place around these results targeted to provide insights on the main gaps researchers face in these competence areas, and thus the specific training topics that Health-2-Market training programme should focus on and definitely not miss. Furthermore, specific suggestions were gathered by participants on topics of particular interest, such as those around the IPR related competencies and training needs, as well as for additional topics not included in the 14 preset areas of knowledge (e.g. regulatory aspects, etc).

The main outcomes of the discussion are provided below:

- Most of the comments of roundtables participants were focusing on the areas 1, 2, 6, 7, 12, 13 and 14. Those were actually found as the most problematic ones for Health Researchers (i.e. the areas where Health Researchers have the higher knowledge gaps and thus, the areas that should be targeted as particular training topics by the Health-2-Market Training programme).
- In particular, the areas 12, 13, 14 were considered by some participants as a group of areas in which Health Researchers face the most significant problems (i.e. being even unaware of the context and/or the notions of terms like: “business model”, “business plan”, etc). In addition, for most of the researchers their weakness in these areas is not always evident to them. However, they realize this very quickly, especially when they have to address relevant topics even in quite simple cases e.g. such as when they have to develop an impact section or a business plan section under a research and/or innovation proposal for a national or EU grant (e.g. the recent Innovation 2, EU call for proposals that required by health researchers to develop a business plan together with their proposal is a characteristic example in which researchers realized immediately the knowledge gaps they have with respect to these areas).
- With respect to IPR (areas 8 and 9), it was mentioned that Health Researchers are generally aware of the patenting issues (since several of them or their colleagues have patented research results in the past). Overall, participants found necessary for Health Researchers to have a general understanding of the IPR topics and the steps required so as to be able to decide when they need a specialist for a specific IPR/patenting case. Overall, trainings should present to researchers through specific cases the

different variances that exist so as not to be afraid to take the necessary steps when needed. Technology Transfer Officers should also be trained to guide researchers when and where to find support on IPR issues, but this should be addressed by another initiative targeting in particular the respective training of TTOs (Health-2-Market focuses exclusively on Health Researchers).

- **Missing areas of competencies – The regulatory environment and its related aspects (e.g. national, European and international legislation and constraints e.g. for clinical trials, ethical approvals, certifications required, etc).** A major missing area (among the 14 pre-set ones) was found to be the regulatory environment and its related aspects that considerably affect the commercialization potential especially of the health / bio-science research results. It was commented that Health Researchers are not always aware on the importance of the regulatory / legislative constraints that may affect the commercialization potential of their research results at national or international level. Furthermore, even when they are aware of their importance, they face considerable problems on how to investigate the regulations that exist at national or international level and the steps that are required to address them as well as the potential costs to overcome them (e.g. acquire respective approvals, certifications, etc). Therefore, roundtables concluded on the need to include related training topics under the Health-2-Market training programme. The idea should be to indicatively present through specific case studies the variety of problems that may appear in the commercialization of health results due to regulatory constraints and the steps that should be followed to overcome them.

3. Health-2-Market Training concept and framework – Implementation patterns and characteristics

The third topic of the discussions concerned the Health-2-Market training concept and framework and in particular the implementation patterns and characteristics that Health-2-Market training programme should adopt so as to reassure an increased interest for participation by European Health Researchers. Participants were also informed, beforehand, on the foreseen training actions of the project (on-line training, one-two day training seminars, 5-day intensive Academies) as well as its expected advanced services.

The main outcomes of the discussion are provided below:

- **The scope of the programme:** It was mentioned that the ambition of the Health-2-Market training programme should not be to transform Health Researchers to business, legal or financial experts. Even a two-year MBA course could hardly do this. **The emphasis (especially for the Academies) should be given:**
 - To help Health Researchers change their mindset and learn how to talk a different language - Meaning stop thinking and talking only as researchers, but also as entrepreneurs, putting emphasis on the business / market aspects.
 - To make them aware / understand the several notions and terms involved (e.g. on IPR, business, financial, regulatory aspects).
 - To provide them with practical examples, cases studies and guidelines on how to address the several barriers and problems that may appear in the commercialization process.

- To provide them with practical exercises on:
 - How to present an idea.
 - How to pitch.
 - How to perform a market analysis.
 - How to investigate regulatory aspects.
 - How to get networked.
 - How to approach investors,
 - Etc.
 - To bring investors (VC, Business Angels, etc) in the trainings.
 - To provide face-2-face mentoring and networking.
 - To present real-life success stories (by bringing the actual entrepreneurs to present them).
 - To present cases of failure.
 - Finally, to prepare and provide a business training programme that will not be a general one but will be tailored to health market reality and needs (e.g. by focusing and presenting the different business models that exist in reality in health market, by providing real-life cases from the health market, etc).
- **There are many business training programmes. How Health-2-Market can differentiate and attract participants? There is a growing market potential for business training addressing national or European Grants requirements.** This opportunity could be exploited by the Health-2-Market training programme, so as to both differentiate as well as increase Health Researchers' participation interest to its activities. More specifically, it was noted that:
 - HORIZON 2020 puts strong emphasis on Innovation. It is expected that there will be several calls for grants (e.g. for SMEs) that will require more detailed business / market analysis from the researchers applying to them.
 - Similarly, at national level, more and more funding agencies put pressure on researchers to include commercialization aspects in their R&D&I proposals.
 - Researchers are in many cases desperate because they get pressure from their institutions to acquire grants for their research or business endeavours, while in many cases they do not know how to address these business and market aspects in the Grant applications.
 - As a result, Health-2-Market training programme could be positioned as a programme that addresses successfully, not only, the business training needs for mature commercialization cases, but also for researchers interested in addressing research and innovation Grants.
 - **With respect to the foreseen types of trainings (on-line, regional seminars, European Academies):**
 - On-line training: It was expressed the view that health researchers are not that keen for on-line training. However, on-line training could be valuable to support the offline one, especially the academies (e.g. as a follow up to face-2-face mentoring, or as a repository of technical information and material, etc). In addition, it could be used as a tool to help Health Researchers realize and understand their knowledge deficits in specific areas and topics and seek for suitable business training to address them.
 - Regional seminars: It was stressed that Health Researchers are in a "complete" lack of time and thus, training activities in the form of seminars should be very well focused and condensed in

time (many participants expressed their preference for one day seminars, rather than two-days, and in easy to access places. It was also suggested those to be organised / combined with other much larger health events so as to attract health researchers participation.

- European academies. Their long duration might be a problem for ordinary researchers. Thus, academies should target to invite highly motivated researchers with “mature commercialization cases” in hand. Still, it is more than necessary to provide the proper “sweeteners” to potential participants, so as to feel it is worth to invest a full week of their time (e.g. participation of real-life entrepreneurs as tutors and networking with them, VCs, personal mentoring for their case by Experts, the opportunity for “free” advanced services and support by experienced consultants, etc).

3. Next Steps

The **next steps for the Health-2-Market project (till September 2013)** are the following:

1. Finalisation of the Training Needs Analysis report (March 2013)
2. Finalisation of the Health-2-Market Training Programme (April 2013).
3. Preparations for the 1st / Pilot Academy in Sophia Antipolis, France (April – September 2013).
4. Creation of a group of external coaches to be utilized as tutors for the Health-2-Market Academies and Seminars (Spring 2013).
5. Promotion of the 1st Academy – opening of registration (Spring 2013).
6. Implementation of the 1st Academy at SKEMA Business School, Sophia Antipolis, France (September 2013).

4. Annexes

4.1. Annex I: Roundtables' agendas

Health-2-Market 1st Roundtable

“Strengthening European Health researchers’ entrepreneurial mindset, business awareness and innovation spirit – The focus on training needs and skills’ portfolio”

Brussels, February 25th, 2013

▶ Rationale

Europe has a long and successful tradition in fundamental and applied research in Health Sciences. European developments in these areas are extensive and the infrastructure, the human capital and resources (academic/research/industrial) in the underpinning research and application fields, are indeed extremely rich. However, there still seems to be a considerable gap between the research outcomes produced and their transformation into innovative products and services (a case evident not only in Health but also in other fields of research in Europe). To fill this gap in the innovation process, we need (among others) to focus more thoroughly on the business training needs of health researchers in Europe as well as on the entrepreneurial skills’ portfolio required by them. Hence, it would also be worthwhile to consult and exchange views with key stakeholders in the field so as to facilitate the design and deployment of well-tailored Training Programmes and Services towards Health researchers and thus, help them develop the appropriate skills and mindset required for the successful exploitation and valorisation of their research.

Within this context, Health-2-Market consortium (<http://www.health2market.eu/>) has recently completed a thorough Training Needs Analysis (TNA) quest, following a gradual escalation from baseline analysis and interviews with key European Experts and Mediators to a large European questionnaire survey on health researchers business training needs and topics of special interest. The outcomes of this analysis have been briefly summarized in a draft TNA document (February 2013) that will be handed out to confirmed roundtable participants.

The rationale behind the current roundtable is to present and exchange views on the TNA findings with a selective group of key European Experts and Mediators supporting health researchers in their business exploitation and valorisation process, with a view to validate and refine outcomes as well as collect additional valuable insights that were potentially overlooked from previous efforts.

▶ Aim of the roundtable

To provide a forum, in which, key European Experts and Mediators will be gathered together to exchange views on latest findings with respect to European health researchers’ business training needs and skills portfolio required. Discussions are expected to feed the refinement of Health-2-Market Training Needs Analysis outcomes and thus, guide the conceptualization and design of its foreseen Training Programme.

▶ Targets of the roundtable

- ✓ Present, share and validate the Health-2-Market Training Needs Analysis (TNA) findings and outcomes with a selected group of key European Experts and Mediators that support Health researchers in the exploitation of their research results.
- ✓ Collect additional valuable insights that were potentially overlooked from previous analysis.
- ✓ Prepare the ground for the conceptualisation and design of the Health-2-Market Training Programme.

▶ Implementation approach

The roundtable will be a small-scale (small group of key European Experts and Mediators) highly interactive event. The roundtable will encourage direct discussions within the group of the participating Experts facilitated by a moderator.

▶ Participants

- ✓ **From the EC:** Mr. Eric Koch, EACI, Unit 4 - Enterprise Europe Network - Operations
- ✓ **European Experts and Mediators:** IPR Practitioners, Technology Transfer Officers, FP7 Health National Contact Points, University liaison officers, etc.
- ✓ **From Health-2-Market consortium:** Project Coordinator and roundtable organizers.

▶ Background Documents

The Draft Health-2-Market Training Needs Analysis Report

(To support the roundtable discussions with latest evidence – The report will be provided only to confirmed roundtable participants a week before the event).

▶ Venue

**APRE - Agency for the Promotion of European Research,
EU Liaison Office, Rue du Trône, 98, 1050, Brussels**

▶ Date and hour

Date: Monday, February 25th, 2013. Hour: 16:00 – 19:00

Roundtable Agenda

Hour	Topics	Speakers
16:00 – 16:30	Registration	
16:30 – 16:35	Health-2-Market project overview	Mrs. Svetlana Klessova (H2M Coordinator, Inno TSD)
16:35 – 16:50	H2M Training Needs Analysis (TNA) main findings	Mrs. Eva Fadil (Inno TSD)
16:50 – 18:50	Roundtable discussion (On the business training needs and topics of special interest for the Health researchers in Europe as well as on the entrepreneurial skills' portfolio required by them for the successful exploitation and valorisation of their research results - In line with the main findings of Health-2-Market Training Needs Analysis (TNA))	Moderated discussion (Among participants)
18:50 – 19:00	Closing of the roundtable (Summary of discussions and outcomes)	Roundtable Moderator

**A dinner (19:30) is also planned for roundtable participants (optional).
More details will be shortly provided to confirmed participants.**

Health-2-Market 2nd Roundtable

“Strengthening European Health researchers’ entrepreneurial mindset, business awareness and innovation spirit – The focus on training needs and skills’ portfolio”

Brussels, February 26th, 2013

▶ **Rationale**

Europe has a long and successful tradition in fundamental and applied research in Health Sciences. European developments in these areas are extensive and the infrastructure, the human capital and resources (academic/research/industrial) in the underpinning research and application fields, are indeed extremely rich. However, there still seems to be a considerable gap between the research outcomes produced and their transformation into innovative products and services (a case evident not only in Health but also in other fields of research in Europe). To fill this gap in the innovation process, we need (among others) to focus more thoroughly on the business training needs of health researchers in Europe as well as on the entrepreneurial skills’ portfolio required by them. Hence, it would also be worthwhile to consult and exchange views with key stakeholders in the field so as to facilitate the design and deployment of well-tailored Training Programmes and Services towards Health researchers and thus, help them develop the appropriate skills and mindset required for the successful exploitation and valorisation of their research.

Within this context, Health-2-Market consortium (<http://www.health2market.eu/>) has recently completed a thorough Training Needs Analysis (TNA) quest, following a gradual escalation from baseline analysis and interviews with key European Experts and Mediators to a large European questionnaire survey on health researchers business training needs and topics of special interest. The outcomes of this analysis have been briefly summarized in a draft TNA document (February 2013) that will be handed out to confirmed roundtable participants.

The rationale behind the current roundtable is to present and exchange views on the TNA findings with a selective group of key European Health Researchers, with a view to validate and refine outcomes as well as collect additional valuable insights that were potentially overlooked from previous efforts.

▶ **Aim of the roundtable**

To provide a forum, in which, a selected group of European Health researchers will be gathered together to exchange views on the latest findings with respect to business training needs and skills portfolio required by Health researchers for the valorisation of their research results. To help feed the refinement of Health-2-Market Training Needs Analysis outcomes.

▶ **Targets of the roundtable**

- ✓ Present, share and validate the Health-2-Market Training Needs Analysis (TNA) findings and outcomes with a selected group of European Health researchers.
- ✓ Collect additional valuable insights that were potentially overlooked from previous analysis.

▶ **Implementation approach**

The roundtable will be a small-scale (small group of European Health Researchers) highly interactive event. The roundtable will encourage direct discussions within the group of the participating Experts facilitated by a moderator.

▶ **Participants**

- ✓ **From the EC:** Mr. Antoine Mialhe, Health-2-Market Project Officer.
- ✓ **European Experts:** European Health researchers.
- ✓ **From Health-2-Market consortium:** Project Coordinator and roundtable organizers.

▶ **Background Documents**

The Draft Health-2-Market Training Needs Analysis Report

(To support the roundtable discussions with latest evidence – The report will be provided only to confirmed roundtable participants a week before the event).

▶ **Venue**

Maltese Representation Offices, Rue Archimède 25, 1000 Brussels

▶ **Date and hour**

Date: Tuesday, February 26th, 2013. Hour: 09:30 – 13:00

Roundtable Agenda

Hour	Topics	Speakers
09:30 – 10:00	Registration	
10:00 – 10:05	Health-2-Market project overview	Mrs. Svetlana Klessova (H2M Coordinator, Inno TSD)
10:05 – 10:15	Welcome – EC policies and priorities on the valorisation of health research outcomes	Mr. Antoine Mialhe (Health-2-Market EC Project Officer)
10:15 – 10:30	H2M Training Needs Analysis (TNA) main findings	Mrs. Eva Fadil (Inno TSD)
10:30 – 11:30	Roundtable discussion (On the business training needs and topics of special interest for the Health researchers in Europe as well as on the entrepreneurial skills' portfolio required by them for the successful exploitation and valorisation of their research results - In line with the main findings of Health-2-Market Training Needs Analysis (TNA))	Moderated discussion (Among participants)
11:30 – 11:40	Short coffee break	
11:40 – 12:50	Roundtable discussion (Continuation)	Moderated discussion (Among participants)
12:50 – 13:00	Closing of the roundtable (Summary of discussions and outcomes)	Roundtable Moderator

**A lunch is also planned for roundtable participants, in a nearby restaurant, at the end of the event.
More details will be shortly provided to confirmed participants.**

4.2. Annex II: Background information and material

The background material consisted of the following documents:

1. The Health-2-Market Draft Training Needs Analysis Report.
2. The Roundtable Agenda (including the rationale, aim, targets, scope and agenda of the event).
3. The List of Participants.
4. Health-2-Market Promotion Material

All the background material of the workshop will be soon become available at the Health-2-Market project web-portal (<http://www.health2market.eu/>).

4.3. Annex III: Lists of participants

HEALTH-2-MARKET: 1st Roundtable (Brussels, February 25th, 2013)				
List of Participants				
Nr.	Name	Organisation	Country	Signature
1	Mr. Eric Koch	EC, Executive Agency for Competitiveness and Innovation (EACI), UNIT 4 - Enterprise Europe Network - Operations	EC	
2	Ms. Caterina Buonocore	Agency for the Promotion of European Research (APRE)	Italy	
3	Mr. Bruno Mourenza	Agency for the Promotion of European Research (APRE)	Italy	
4	Mr. Nacer Boubenna	French National Institute of Health and Medical Research (INSERM)	France	
5	Mrs. Astrid Hoebertz	Austrian Research Promotion Agency (FFG)	Austria	
6	Mrs. Kay Duggan-Walls	Health Research Board (HRB)	Ireland	
7	Mr. Octavio Pernas	Technology Strategy Board (TSB)	UK	
8	Mrs. Joana Camilo	Foundation for Science and Technology (FCT)	Portugal	
9	Mrs. Doris Bell	DLR	Germany	
10	Mr. David Storek	GOETEBORGS UNIVERSITET (UGOT)	Sweden	
11	Mrs. Ana Sagardoy	Universitat Pompeu Fabra	Spain	
12	Mr. Thomas Knüppel	ENGAGE AG	Germany	
13	Mrs. Jörg Scherer	European IPR Helpdesk	Germany	
14	Mr. Francois Louesse	UWE Wallonia	Belgium	
15	Mrs. Svetlana Klessova	INNO TSD	France	
16	Mr. Kostas Bougiouklis	WHITE RESEARCH SPRL	Belgium	
17	Mrs. Eva Fadil	INNO TSD	France	
18	Mr. Efthymios Altsitsiadis	WHITE RESEARCH SPRL	Belgium	
19	Mr. Eleftherios Xenakis	WHITE RESEARCH SPRL	Belgium	

HEALTH-2-MARKET: 2nd Roundtable (Brussels, February 26th, 2013)

List of Participants

Nr.	Name	Organisation	Country	Signatures
1	Dr Antoine Mialhe	European Commission (EC), DG RTD, DDG3, Unit F - Horizontal Aspects	EC	
2	Dr Kouretas Dimitrios	University of Thessaly / Biochemistry Department	Greece	
3	Dr Miquel-Àngel Serra	Universitat Pompeu Fabra / Department of Experimental & Health Sciences	Spain	
4	Dr Jayesh Kattla	University of Gothenburg / Institute of Biomedicine	Sweden	
5	Dr June Mercer-Chalmers	University of Bath, Department of Chemistry	UK	
6	Dr Szabolcs Osváth	Semmelweis University / Dept. of Biophysics and Radiation Biology	Hungary	
7	Dr Pierre Escoubas	Venometech	France	
8	Dr Sven Dierig	Gensoric GmbH	Germany	
9	Dr Carlo Iorio	Business Incubator - Cava dei Tirreni	Italy	
10	Dr Vassiliki Tsirkoni	Katholieke Universiteit Leuven	Belgium	
11	Dr Francesca Cristofoli	Katholieke Universiteit Leuven	Belgium	
12	Mrs. Svetlana Klessova	INNO TSD	France	
13	Mr. Kostas Bougiouklis	WHITE RESEARCH SPRL	Belgium	
14	Mrs. Eva Fadil	INNO TSD	France	
15	Mr. Eleftherios Xenakis	WHITE RESEARCH SPRL	Belgium	

4.4. Annex IV: Photos



Health-2-Market 1st Roundtable (Brussels, Feb. 25th, 2013)



Health-2-Market 2nd Roundtable (Brussels, Feb. 26th, 2013)