



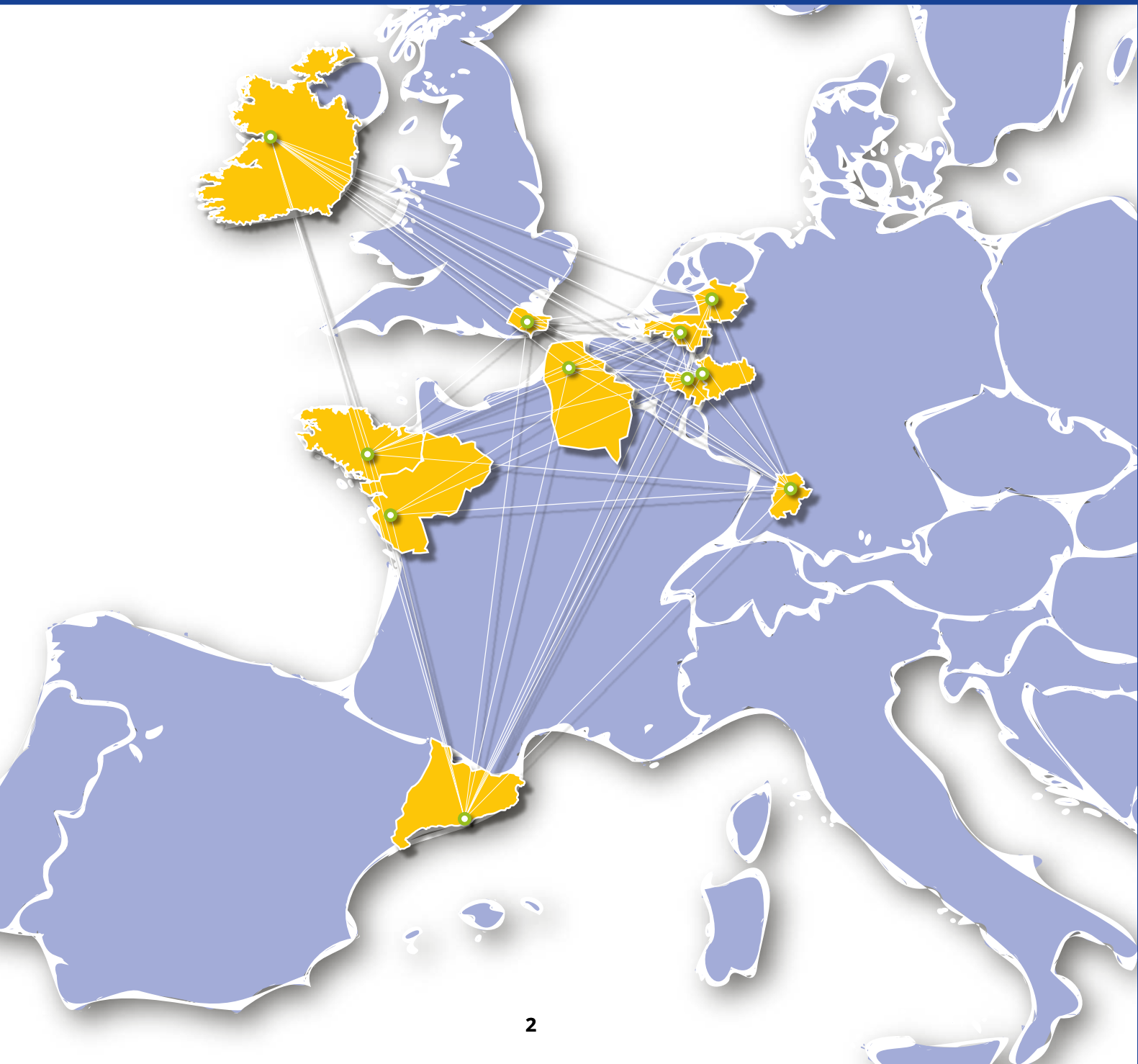
Boost4Health **Capitalisation** **Phase**

**Accelerating the internationalisation of life science
regions in North West Europe**

Introduction

Boost4health Capitalisation Phase is a follow-up to the original Boost4Health programme. With that programme we supported 400 companies in their internationalisation. Thanks to the Boost4Health Capitalisation Phase, we have been able to expand the program and offer support to even more companies. New regions have joined, giving new SMEs and service providers access to a well-functioning partnership and vice versa.

In the Boost4Health Capitalisation Phase we have joined forces with the Codex4SMEs and MATMED programme. Enterprise Europe Network supported us with matchmaking activities at events. Thanks to Boost4Health Capitalisation Phase, we have connected new regions and companies with service providers in Northwestern Europe. We have supported our companies to take the next step in their business development by matching them with the right contact person at a service provider abroad that best suits their needs.



Boost4Health capitalisation phase

Due to the success of the Boost4Health programme in February 2020 Interreg NWE approved a two-year extension. An additional budget of EUR 603,500 was granted under the 'capitalisation initiative' call and two new geographical areas in Ireland (Galway) and Germany (Aachen) joined the partnership.

The project under the capitalisation phase aimed to:

- Support 200 SMEs to explore international growth and accelerate the development of life science innovations by matching SMEs to the best service provider available in the Boost4Health regions;
- Hand out 110 vouchers to selected SMEs in partner regions to help them explore international growth opportunities for their innovations;
- Maintain 50 jobs in the life science sector due to growth.

Despite the pandemic the cooperation between the regions proved to be strong and the partners were still able to establish international contacts. Since travel was strongly discouraged or even prohibited the programme adapted and shifted to more online activities. In a period of strict Covid-19 measures and lockdowns, an international network of service providers was still accessible for SMEs.

Boost4Health has provided SMEs with:

- Coaching for international growth
- Matchmaking events
- Deep dive sessions
- Access to international service providers
- Financial support*

**Boost4Health offered two kinds of vouchers:*

Connection vouchers (up to EUR 500) intended to support SMEs to participate in relevant life science events or connect to a service provider abroad.

Support vouchers (up to EUR 1,500) intended to jump start collaborations between a SME and a service provider located in a foreign partner region.

Achievements

- 25 support vouchers handed out
- 60 connection vouchers handed out
- over 76 jobs maintained in the life science sector thanks to the support provided
- over 400 SMEs coached in group or 1 on 1 sessions
- 4 deep dive online events by Boost4Health partners addressing current topics such as Brexit
- 7 webinars organised on topics such as patents, funding opportunities, the German reimbursement market and more
- Several match-making opportunities organised concurrent with big life science fairs



Brabant Development Agency (BOM)

The Netherlands, Noord-Brabant

The Brabant Development Agency (BOM) ensures that startups playing a role in sustainable food, a healthy future, climate-neutral energy, and promising key technologies, receive the right support and funding to get off to a flying start and grow into scaleups, and that companies that aspire to go global can actually do so. Every year BOM works with dozens of companies to create this impact. BOM is an executive body of the Province of Brabant and the Ministry of Economic Affairs and Climate Policy.

Results

Noord-Brabant Development Agency



Companies coached (1 on 1):	19
Matched companies:	10
Support Vouchers:	3
Connection Vouchers:	2

Success

Osind Meditech is a company started in India, but now also based in the Netherlands. Osind Meditech develops a hand rehabilitation system for patients with stroke and neuromuscular deficits. Now the product is being conducted to finalize the design, get it tested and validated in the rehabilitation centers for usage in therapy and home environments. Via Boost4Health, Osind Meditech collaborated with Matrix Requirements and was able to create a product that will be valid for EU - MDR certification-class 1 medical device. This means that the same technical files and documentation would be valid for other countries, Pan Europe, USA and India, to name a few. The systems of Matrix Requirements make it easier to comply with regulatory requirements and will save a lot of money preventing repeating everything. Through the collaboration Osind Meditech was helped enormously



in rethinking the development process and keep everything in place for an easier CE certification and scale up of the company. It helped to identify keep factors in selecting the manufacturers, design files, iterations, materials. safety and mainly risk assessment to be comply with the MDR regulations.

Mohammad Samheel CEO of Osind Meditech

“The support voucher enabled us to get fast track access to the service providers in a short notice and straightforward manner. This has also led to creating meaningful contacts internationally.”



Kent County Council (KCC)

United Kingdom, Kent

Kent County Council is working to encourage local businesses to trade internationally and to support them in doing so through the Kent International Business Programme (KIB). KIB, in partnership with key business support organisations, helps Kent companies to export and access overseas markets by providing information, advice and practical support.

Results



SMEs coached : 60

SMEs benefitting from vouchers : 8

Events where B4H was presented : 8

Success



On 23 February 2022 Kent County Council (KCC) organised a Deep Dive Webinar into the UK Healthcare and Life Science ecosystem for interested companies. The webinar covered up to date relevant information on the UK healthcare markets, regulatory issues and National Health Service (NHS) Supply Chains.



Over 50 participants from the Boost4Health (B4H) network joined the 2-hour webinar from Spain, France, Belgium, the Netherlands, and Germany.

Feedback showed us that the webinar provided very detailed and insightful information that was valued by the participants looking to find out more about how their business can access UK Supply Chains and were updated on UK regulatory issues.

Furthermore, KCC also issued 6 B4H Support Vouchers to Life Science SMEs in Kent who were keen to break into the German Market. They used their voucher to produce specialised German Marketing Material to target a new client base and partnerships in Germany.

Stuart Angell, Managing Director of IVDeology said: *"The brochure was of high quality, as a small business the cost of this would have been prohibitive, it will support EU market access."*

Two Connection Vouchers were also awarded to companies travelling to Tradeshows in Germany and Dublin.



East Netherlands Development Agency (OostNL)

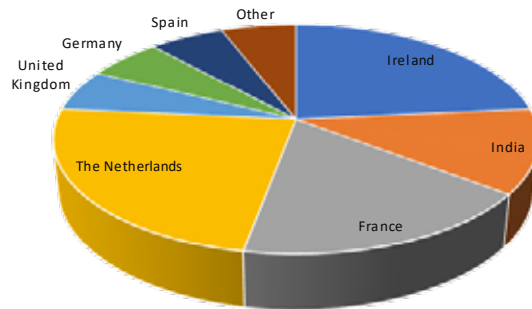
The Netherlands, Gelderland and Overijssel

Oost NL (East Netherlands Development Agency) is an agency that focuses its activities and projects on strengthening and stimulating the economy of the provinces of Gelderland and Overijssel, the Netherlands. In a multidisciplinary team of around 30 persons we assist Life Sciences & Health companies with Business Development, Investments and International Growth.

Results



International connections with East Netherlands and SMEs through Boost4Health



Success

To reach out to SME's in other North West Europe / Boost4Health regions and to promote our regional TechMed cluster, Oost NL organized an online Deep Dive session on June 13, 2021.

During the online meeting, a panel consisting of Boost4health partners, representatives of the East Netherlands health and MedTech network and regional SME companies hosted the deep dive. The healthcare and med-tech opportunities and facilities at the TechMed Centre of the University of Twente have been presented by Mr. Wander Kenter, followed by two SME showcases. Mr. Arthur Aalsma, director R&D at BAAT Medical BV presented their developments and Mr. Ivar Donker, co-owner of Relitech BV, introduced their company.



Representatives from SMEs were allowed to briefly pitch their organisation and connect to other participants online. After the event, participants and panellists have reached out to each other, both directly as over email and Linked-In. People joining the event originated from several European countries and India.



Bioregion of Catalonia (Biocat)

Spain, Catalonia

Biocat is the institution that promotes the life sciences and healthcare ecosystem in Catalonia since 2006 and works to maximize its economic and social impact. Biocat's strategy focuses on positioning Catalonia as one of the leading health innovation hubs in Europe, offering researchers and professionals innovative capacity with programs to improve talent and entrepreneurship, accelerating technology transfer and business growth.

Results



- **15 vouchers granted (11 connection vouchers + 4 support vouchers)**
- **64 SMEs coached**
- **Organised 2 B4H awareness raising events**
- **2 participations in matchmaking events**
- **10 SMEs matched with other SMEs/service providers/corporates/investors**

Success

Enrique Hernández Jiménez CEO of Loop Diagnostics about Boost4Health

How did you find out about the vouchers?

At Loop Diagnostics we became aware about the Boost4Health vouchers through Biocat's social media and direct mailing. In our conversations with Biocat we were provided with a number of events that would be eligible and potentially interesting to attend to, and, in the end, we decided to attend MedFIT.



Why did you chose MedFIT to expand your network of contacts?

We chose to participate in MedFIT as it is one of the few congresses that addresses specifically the sector of medical technologies. We had a previous experience attending this congress on 2020, and it was very productive for our company. The greatest value that we found in it was being able to access to the large number of investors and companies from our own sector that participate in this event.

What has been the result of this connection, and what do you expect from it in the future?

Thanks to this event we have made two kinds of connections: investors, that may contribute to closing the seed round of our company this year; and, in addition to them, companies from the medtech sector that are potential buyers of Loop's technology, and future collaborators.



Interface Entreprises-Université de Liège (ITF ULiège)

Belgium, Wallonia

Interface Entreprises-ULiège is the Technology Transfer Office of the University of Liège. Interface Entreprises-ULiège consists of a multidisciplinary team composed mainly of scientists with experience and practice in the industry. It supports the cooperation between ULiège Research and SMEs from the different Walloon Science Parks.

Results



The ITF ULiège wants to honour 18 Walloon SMEs who received a connection voucher:

Comunicare Solutions, Dynamic Research International, Alan & Co, D-tek, Will Pharma, Naotec, Alphadia, Lasea, Masana, Cerepharma, lotco, Coris Bioconcept, Deltatec, Diagam, Alvalux, G-Flex, Hauliga & Elysia raytest.

Success



The B4H capitalisation phase was heavily impacted by covid, and the impossibility for companies to travel abroad. During this capitalisation phase of the project, the Interface Entreprises-Université de Liège could also count on the excellent collaboration with Awex, as during the main phase. When the covid sanitary conditions briefly cleared up in November 2021, we were able to support 17 Walloon SMEs participating in the Walloon pavilion at the MEDICA Compamed fair from 15 to 18 November 2021 with a connection voucher of 500 euro.

These 17 co-exhibitors represented more than half of the exhibitors of AWEX (30 in total)! For start-ups like Noatec, Comunicare Solutions, lotco, which participated in the fair for the first time, this support from B4H was very welcome.

An 18th company, Elysia raytest, participated to the "Journées Francophones de Médecine Nucléaire" (JFMN / Acoramen) in Montrouge (Paris), France from 24 to 26 March 2022.

The evaluation of the participation in the MEDICA-Compamed fair by the co-exhibitors was without exception positive. Several of the SMEs Boost4Health supported were able to start business collaborations thanks to their presence there. In general, they found that there were fewer visitors, but that the quality of their contacts was much higher than before the pandemic.



Biotech Santé Bretagne

France, Bretagne

Biotech Santé Bretagne which is a not-for-profit association, is the regional technology innovation centre devoted to health & biotech sectors. BSB supports R&D and innovation projects led by companies, researchers, clinicians in these fields. It is funded by public authorities, and membership fees. The regional health sector includes 250 companies, half of them operating in e-health and medical technologies. Bretagne region is ranked 2nd at the national level as for R&D in digital.

Results



- **3 B4HC awareness raising events organized with 128 participants**
- **61 SMEs coached**
- **5 vouchers (1 support voucher + 4 connection vouchers)**

Success

The support voucher of Boost4Health has enabled Perha Pharmaceuticals to initiate a collaboration with the Dutch service provider Symeres, for the synthesis of the active ingredient of its drug candidate Leucettinib-21.

This drug candidate aims to improve the learning and memory capacities of people with trisomy 21 and Alzheimer's disease. The first batch of more than one kilo of active ingredient synthesized by Symeres is currently making it possible to carry out safety studies of Leucettinib-21 in animals.

This first stage of development is essential to obtain authorization to administer Leucettinib-21 to humans. The collaboration between Perha Pharmaceuticals and Symeres continues today with the preparation of the batch of active ingredient intended for the first clinical trial in healthy volunteers. At the same time, Perha Pharmaceuticals is working on the formulation of the active ingredient in the form of orodispersible tablets.





BioRegio STERN Management GmbH (STERN)

Germany, Baden-Württemberg

The STERN BioRegion is one of the largest and most successful bioregions in Germany. Its unique selling points include a mix of biotech and medtech companies that is outstanding in Germany and regional clusters in the fields of automation technology and mechanical engineering.

Results



SMEs coached :	64
SMEs involved in matchmakings :	26
SMEs that received vouchers :	7



Success



Presence at DMEA 2022 for German companies

For many people it was the first time to visit a trade fair after two long pandemic years; more than 11,000 visitors, more than 500 exhibitors and 300 (inter-)national speakers came to Europe's most important digital health event.

Among them were two German companies from BioRegio STERN, each of which gratefully received a connection voucher through the Boost4Health project:

The start-up **Actimi** took the opportunity to present their solution for an all-in-one platform for billable telemonitoring and to receive direct feedback, as well as to make many new contacts.

The SME **TZM** mainly used the opportunity to meet already known contacts face-to-face and to deepen relationships, as well as to network internationally. The Plug & Play solution from TZM thrives on a network in particular: it enables the exchange of data and the communication of cross-manufacturer medical technology devices.

About DMEA 2022 (Digital Medical Expertise & Applications) - the trade Fair for healthcare IT: The DMEA is Europe's central meeting place for digital health issues - this is where decision-makers from all areas of healthcare meet - from IT specialists to doctors, hospital and care managers, and experts from politics, science and research.



Eurasanté

France, Hauts-de-France

Eurasanté is a development agency dedicated to tech transfer and business development in life sciences sector. For over than 20 years, Eurasanté has been working to promote the growth of the health-nutrition and wellness sector. Our experienced project managers assist researchers, start-ups and companies to develop their innovations and projects, boost their business and networks.

Results



eurasanté
Entreprendre et Réussir

SMEs coached : 45

SMEs that received vouchers : 10

Organisation of 2 workshops on internationalisation issues

Success

11 March 2022, Start-up international day; workshop “Why and how to develop internationally?”

On this international start-up day, some twenty actors from the healthcare sector joined a workshop dedicated to the internationalisation of SME at the invitation of Eurasanté, one of the French Boost4Health project partners. For the first time since the instauration of COVID restrictions over almost the 2 last years, this workshop was again held face-to-face but with the possibility to attend digitally.

24 participants, entrepreneurs, start-ups, SMEs and international partners came to share and exchange on export development issues and internationalization strategies. After a first introduction on geopolitics with impacts of the world demand, energy and transport prices to better understand the world which surrounds us, a large part of the discussion focused on the basics to establishing a successful strategy for an SME that plans to export.

This was the right place to present the B4H programme and its full range of supports dedicated to SME seeking new horizons abroad. Finally, the CEO of a local SME shared his experience on how he took over the business and transformed it by focusing on international development and wining new export markets. After a question-and-answer session, the opportunity was given to all participants to continue the exchanges around an informal lunch.





Atlantpole Biotherapies

France, Pays de la Loire and Centre Val de Loire

Atlantpole Biotherapies is the bio-cluster of Western France, including Pays de la Loire, Bretagne and Centre Val de Loire regions. We co-ordinate the work of over 230 members, including laboratories, companies and technological platforms and provide support for public-private collaborations, along the entire bio-medicine value chain from target discovery to clinical evaluation.

Results



Participants at webinars:	61
SMEs coached individually:	25
Vouchers distributed:	8

Success

The company Biowest, offering the widest range of sera and media for cell culture available on the market, used the Boost4Health voucher to participate at the fair MEDICA to meet current customers and suppliers and find new ones. MEDICA is one of the biggest fairs about medical technologies and products, and it took place in Dusseldorf in November 2021. Due to the Covid-19 pandemic, it was quieter than in other years. Nonetheless, the contacts made were of very high quality and Biowest met companies who are interested in distributing their product in their own countries, and have already appointed a new supplier. They were very happy to have participated in the Boost4Health programme and look forward to collaborating in future European projects!





WestBIC

Ireland

WestBIC is the EU Business & Innovation Centre for the Northern and Western Region of Ireland. WestBIC works with start-ups and SMEs in many sectors including medtech and life sciences. Supports include project coaching from validation to `investor ready` business planning, access to start and growth capital, including private equity (angel funds) and internationalisation networking opportunities for select early-stage client companies.

Results



Participants at webinar:	34
SMEs coached:	23
SMEs allocated vouchers:	6

Success

WestBIC organised a Deep Dive Webinar for Life Science SMEs examining the Irish Life Science Ecosystem and the Irish Healthcare System. The event was very well attended by SMEs, support agencies, research organisations, service providers and project partners from Ireland, Netherlands, Germany, France, Spain and UK and was an opportunity for SMEs and other interested parties to make connections with one another with a view to growing and developing their businesses through international partnerships.

The attendees heard from Ria Hein, BOM, Lead Partner of Boost4Health who provided an overview of the Interreg NWE Boost4Health Capitalisation Phase. They also heard from Alan Hobbs, Manager High Potential Start Ups (Lifesciences and Industrial), Enterprise Ireland who spoke about the Irish Life Science Ecosystem, also Martin Curley, Director of the Digital Transformation and Open Innovation at the Health Service Executive (HSE) who described the Irish Healthcare System and the opportunities for SMEs. There was an SME Case Study from Andrew Cameron, Founder and CEO, FeelTect who outlined his journey through the Irish ecosystem.

SME participants provided 30 second pitches on their businesses and outlined their collaboration requirements. These were: Core Life Analytics, Med-Di-Dia, Avivia, European Device Solutions and Afortiori Development.





MedLife e.V.

Germany, Nordrhein-Westfalen

MedLife is the life sciences competence network in the Aachen Region. We are the contact for entrepreneurs and scientists in the region, who seek exchange with other protagonists in the life sciences and provide individual support to new companies and start-ups. Our goal is to develop the Technology Region Aachen to an innovation location.

Results



Coached SMEs (single and groups):	112
Boost4Health presented on events:	17
Match-makings organized:	2
SMEs matched:	45+

Success

The matchmaking event at the “Biomedica on the move”, a conference on “Business Opportunities in Innovative Materials in Life Sciences”, was well attended. Due to Corona, it was largely held digitally. Most of the conference participants took part. Out of 87 transnational meetings, 80 had at least one company from an NWE area. Of these, almost 30 meetings had both participants from the NWE region.

Apart from that, we organized a lot of workshops for SMEs, which were also well attended. For example, at the “Biomedica on the move” we held four workshops on the topics of clinical data, quality management, software as a medical device and the area of tension of liability and audit in supply chains. More than 80 participants from 60 companies took part.

In total, we coached over 110 SMEs during the project and helped them to expand internationally and to face the challenges of the MDR/IVDR.



A stronger European life science network

Boost4Health's main objective was to contribute to a stronger European life sciences network. When the programme was initiated in 2016 targets were defined to make this objective measurable. Immeasurable but essential is how the partnership and collaboration between the regions has developed over time. The relationships established between the regions will have a long-lasting effect.

The programme ends but the connection between the regions will remain.

Barriers have been overcome. Partners will keep on contacting each other if they need help finding the right service provider for a SME in their region. SMEs that have successfully collaborated with a company abroad for the very first time will not hesitate anymore to do it again. If a SME and a service provider worked together and the collaboration was helpful for both they will probably work together again in the future.

Positive evaluation

The Boost4Health collaborations have been evaluated by the SMEs who benefitted from Boost4Health and by the partners. The overall result is that the programme contributed to a stronger European life science network and many SMEs collaborated with a foreign service provider for the very first time.

The international relationships that have been created with support of Boost4Health are highly valued by the SMEs, service providers and the partners.

With great pride we look back at 6 years of international collaboration.

The knowledge gained by all participants will continue to contribute to benefit SMEs and service providers in European life science regions.

Visit the Interreg NWE website for more information about Boost4Health:

<https://www.nweurope.eu/projects/project-search/boost4health-the-life-sciences-hub-of-nwe-b4h/>

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