



**EUROPEAN UNION**  
EUROPEAN REGIONAL  
DEVELOPMENT FUND

## **Innovation transfer in the medical sector from clinics to companies (IntraMED-C2C)**

### **Background**

Clinics have a high potential for innovations in product, process and service development. There are a lot of reasons, why this innovation potential is insufficiently transferred into results such as product development for companies, Intellectual Property (IP) generation and better healthcare processes. Obstacles are e.g. different interests of clinics (efficient clinic management, welfare of patients etc.) and industry resp. companies (economic interest, dominate as a supplier etc.). Especially small and medium-sized companies (SMEs) and developments initiated by the clinic staff do not have the resources and chances to transfer their ideas and knowledge into products.

### **Concept of the Project**

IntraMED-C2C will initiate, develop and provide tools for strengthening the access of SMEs (European wide) to this innovation potential in the clinics and to open new markets for their products. SMEs are highly interested to get access and to be involved in this innovation transfer process and they have certain advantages to be successful. SMEs have the flexibility to develop labtypes, prototypes or small business solutions for bottom-up approaches out of the daily clinic work. A tool for initiating the access of SMEs to the clinic could be workshop based. Pilot workshops will be organised by the project according to regional particularities.

Parallel to this first step IntraMED-C2C will monitor, analyse and compare the situation in the involved countries of the project resp. the project partners. This step includes not only the bilateral situation of the clinic and SME, but also the general environment concerning political restrictions of the health care sector in the country, the cost reimbursement system for financing this innovation transfer and the subsequent financing of providing the medical service or selling the products from the industry to the health care provider.

In the next step of the project concepts will be developed, how these tools from the first steps can be transferred to transregional, national and transnational areas.

### **Expected results**

- Comparison of the situation between clinics and SMEs in each participating country in line with their specific healthcare environment and reimbursement system.
- Development of tools for access of SMEs to the innovation capability in clinics.
- Implementation of these tools.
- Transformation of these tools to a transregional and transnational level.
- Pilot generation of new products, processes and services.
- Implementation of a European wide tool for innovation transfer from clinics to companies.

**Project budget (total):** 2.12 Mio. €

**Project duration:** 36 months (04/2010 – 03/2013)

**Project Partners:**

1. Forum MedTech Pharma e.V./ Bayern Innovativ GmbH, Nuremberg, Germany (Lead Partner)
2. Erlangen AG Technologie Scouting & Marketing, Erlangen, Germany
3. Clusterland Upper-Austria, Linz, Austria
4. TIS innovation park, Bozen, Italy
5. Lower Silesian Voivodeship, Wroclaw, Poland
6. John Paul II Hospital & Medical Technology Transfer Center, Krakow, Poland
7. Business support centre Ltd, Kranj, Slovenija
8. Centre for research, innovation and regional development, Brna, Czech Republic
9. Budapest University of Technology and Economics, Budapest, Hungary
10. University of Debrecen, Technology Transfer Office, Debrecen, Hungary



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