



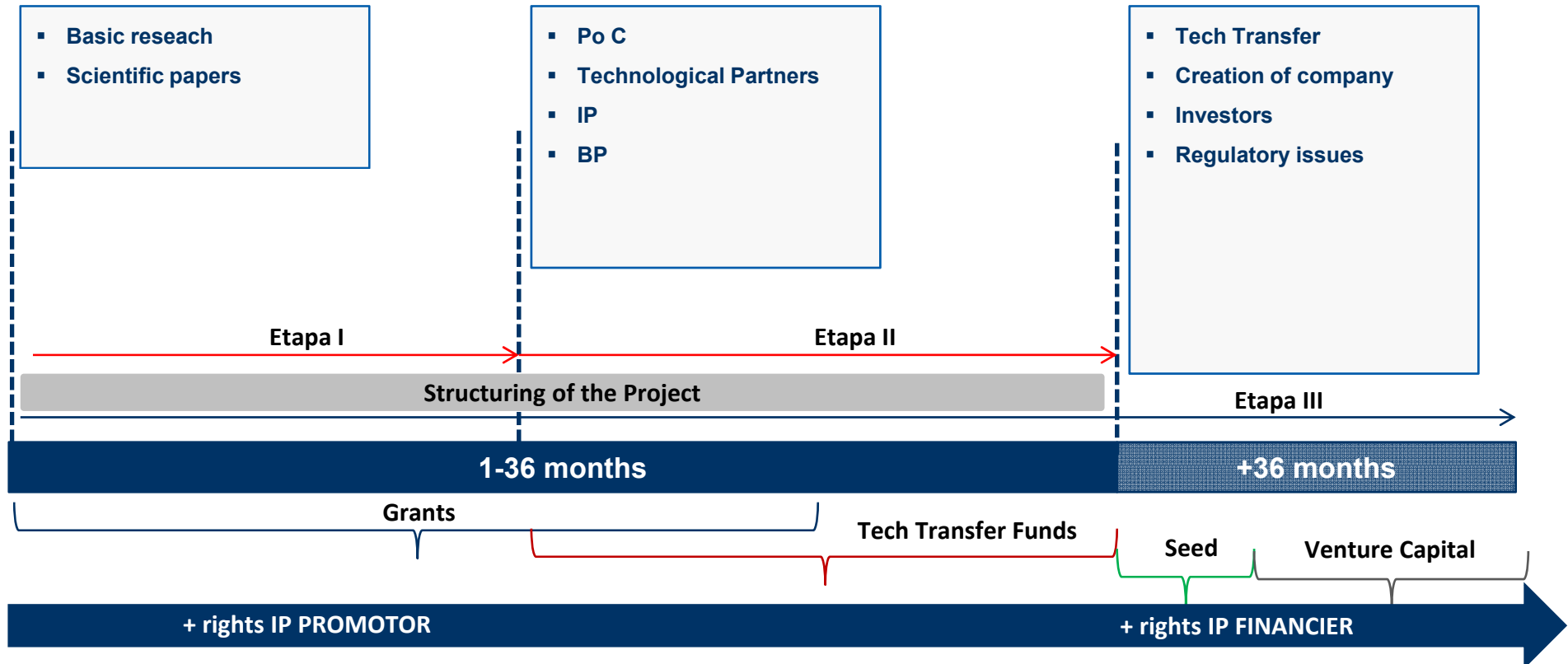
# Translation of knowledge: The role of ISCIII and FIPSE

*“What does a biomedical research project in Spain need to overtake the ‘Death Valley’ of basic research and reach clinical research?”*

**BIOSPAIN 2018. Sevilla**

Alfonso Beltrán García-Echániz

## Structuring of projects

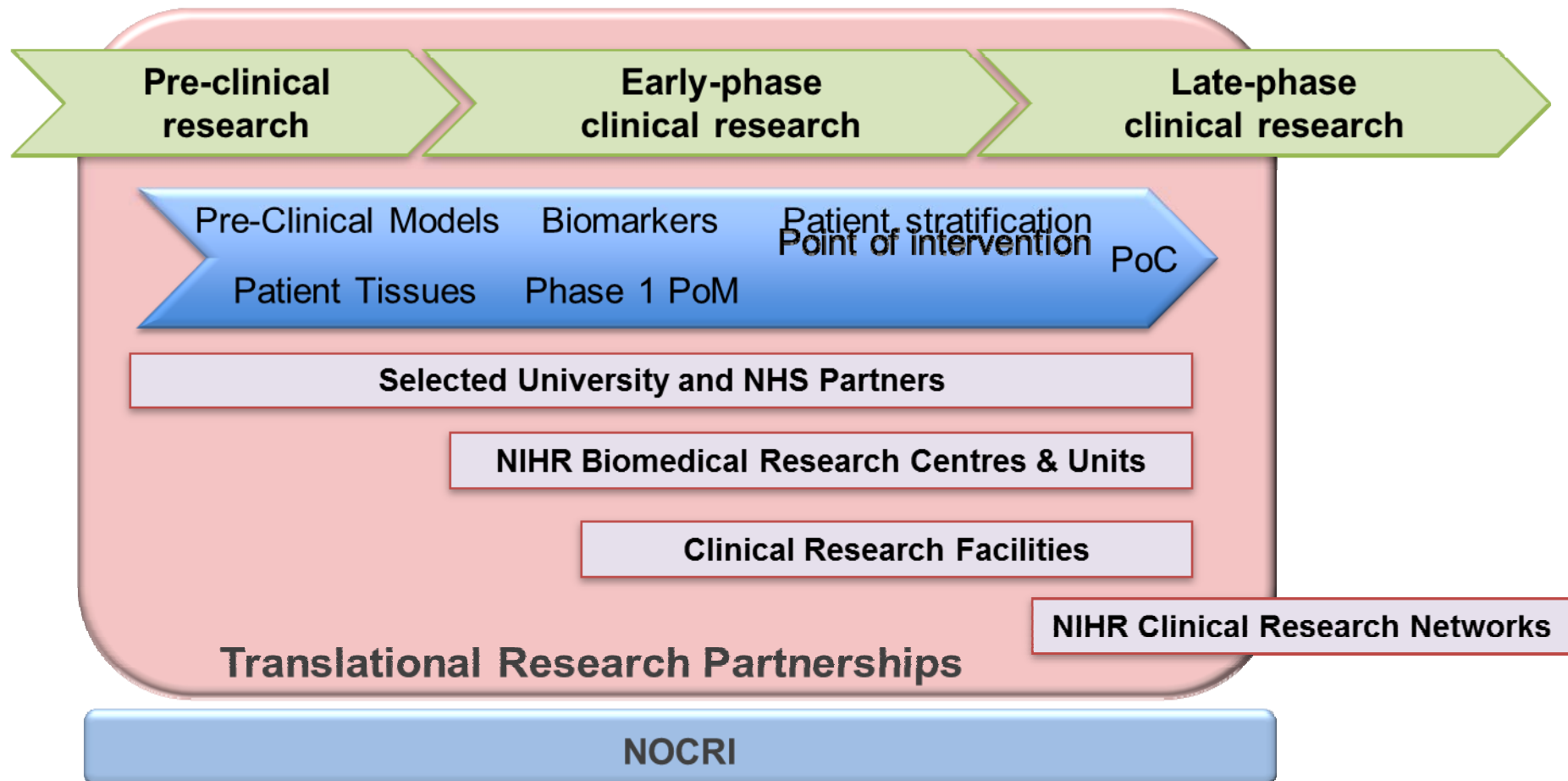


# Translation of knowledge

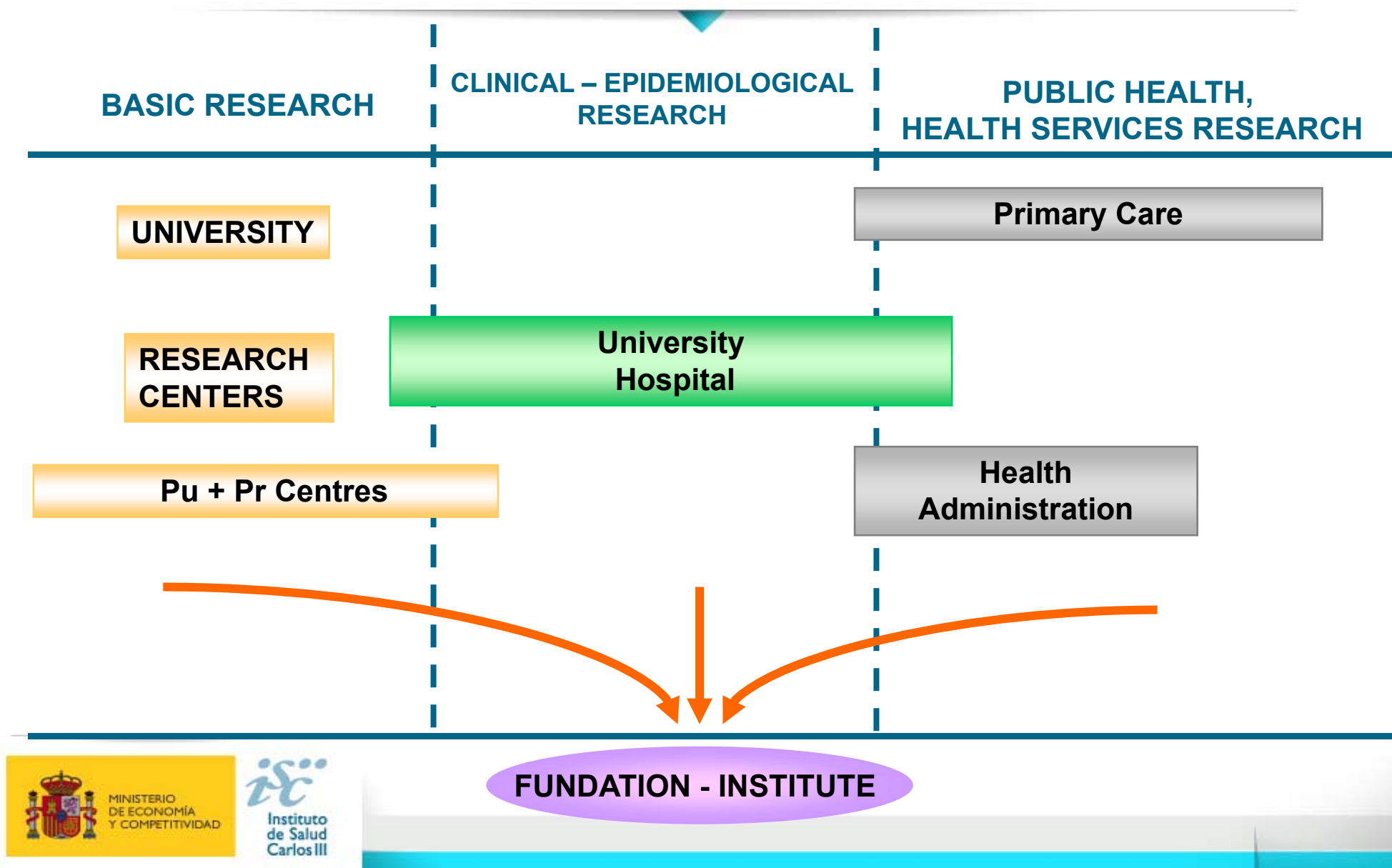
## The Canadian Institutes of Health Research (CIHR) in 2000

“the exchange, synthesis and ethically-sound application of knowledge—within a complex system of interactions among researchers and users—to accelerate the capture of the benefits of research for Canadians through improved health, more effective services and products, and a strengthened health care system”

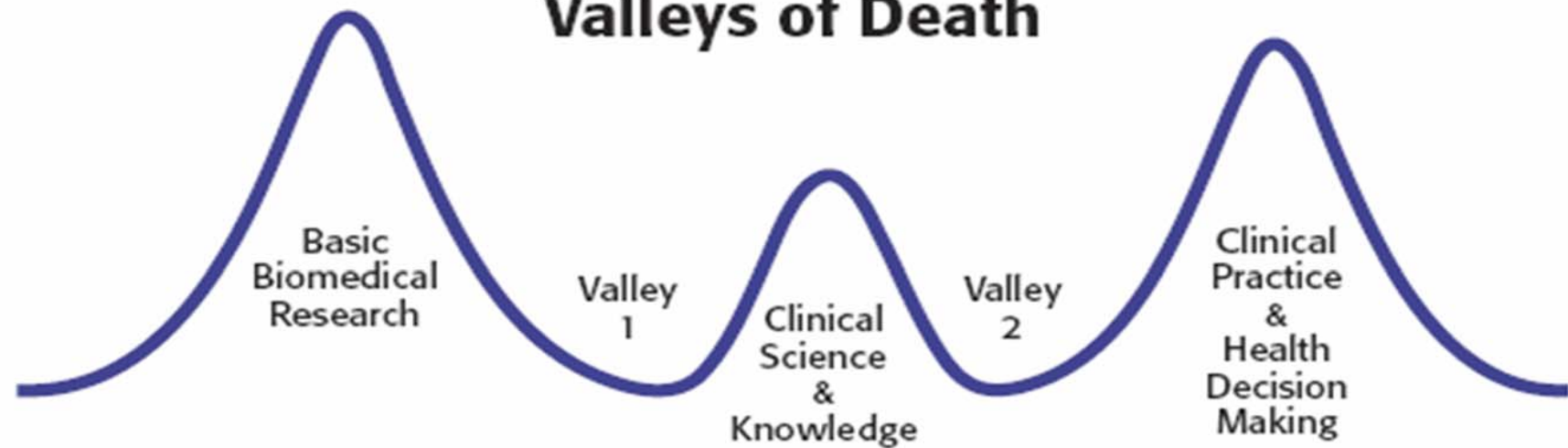
# NIHR Translational Research Partnerships (TRPs)



# Health Research Institutes



# Clinical & Translational Research: Valleys of Death



**Translational Continuum**

Copyright University of Pittsburgh 2006

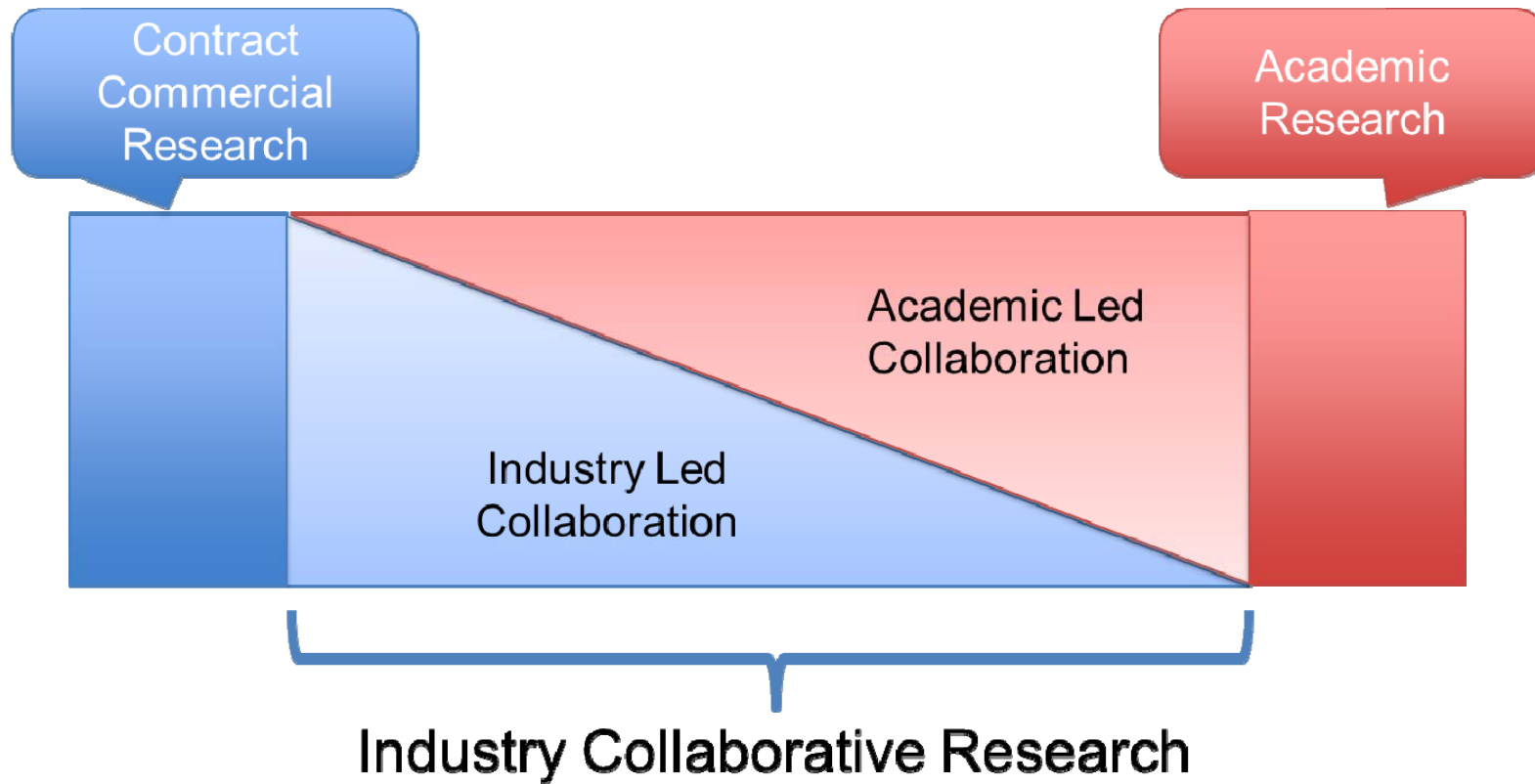


MINISTERIO  
DE ECONOMÍA  
Y COMPETITIVIDAD



Instituto  
de Salud  
Carlos III

## What is collaboration?



➤ Joint planning, study design, resourcing, ownership and control of data

## ISCIH innovation actions

- **AES : i-PFIS Contrats; Technological Development projects; ITEMAS platform**
- **FIPSE :**
  - **Foundation to foster innovation by private and public collaboration.**
  - **3 Step Financing Strategy:**
    - **Financing of Feasibility and Viability studies (up to 30K €)**
    - **Financing Proof of Concept (up to 300k €)**
    - **Financing creation of spin off and providing private equity**
  - **Business Accelerator Portfolio:**
    - **International mentoring**
    - **IP management**
    - **Market analysis**
    - **Industrial & Commercial Partnership**
- **AETS**



FIPSE is a private, non-profit social and health foundation for the promotion of innovation in the health sector and the transfer of knowledge and technologies in order to generate innovative responses to unmet medical needs and to the challenges that the Society in the field of health care.

**MISSION**

Ensure the necessary connections between the generating level of ideas of the Spanish health, the organizations that finance innovation, and the productive fabric, supporting in the financing and valorization of projects and promoting health innovation worldwide.

**VISION**

To become the international reference of the Spanish sanitary innovation and in the national referent in matter of technology transfer of the biosanitary sector.


**VALUES**


- International organization
- Leader in transfer and innovation
- Focused on sustainability, wealth creation and social return
- Commitment to cooperation and partnership
- Public-private collaboration
- Efficient management


Who support FIPSE?




## Benchmarking


• **STW Technology Foundation**   
 Fundación dependiente del Gobierno dedicada principalmente a la transferencia de conocimiento a través de la financiación de proyectos de I+D+i de excelencia

• **Canadian Innovation Exchange**   
 Fundación privada configurada como plataforma de relación de agentes de innovación con un importante Foro anual de Networking


• **CIMIT**   
 Consorcio sin ánimo de lucro centrado en la valorización de oportunidades tempranas y la aceleración de la innovación a partir de la creación de spinoffs

• **MIT - Deshpande Center**   
 Programa del MIT orientado a financiar proyectos de innovación en estados iniciales principalmente a través de donaciones

• **Innocentive**   
 Empresa privada configurada como Plataforma digital con actividades de Market Place tecnológico (encuentros online)

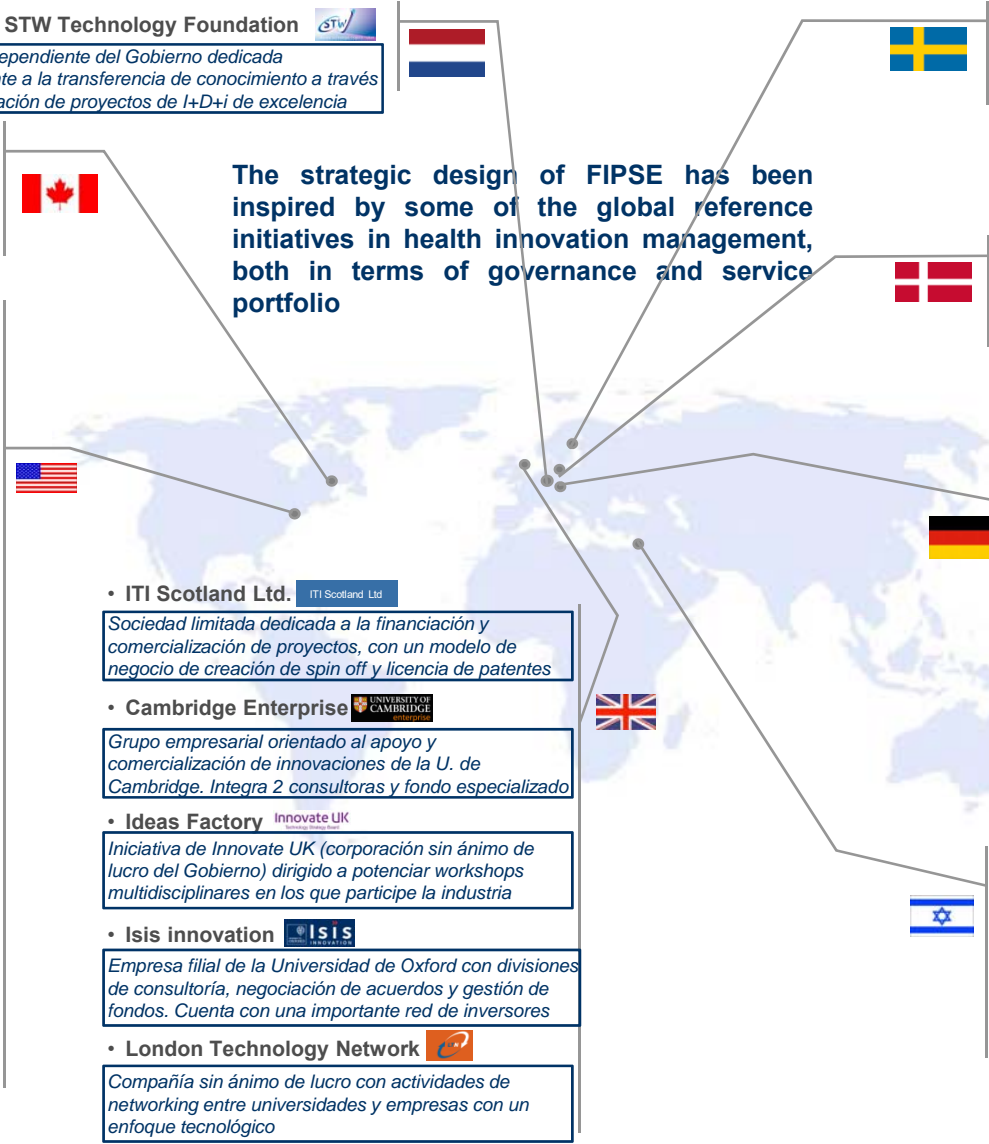
• **Mayo Clinic -Center For Innovation**   
 Programa de la Clínica Mayo configurado esencialmente como un laboratorio experimental de ideas


• **Nine Sigma**   
 Empresa privada configurada como plataforma de relación de sus clientes con otras empresas desde un enfoque de innovación abierta

• **Ocean Tomo**   
 Empresa pionera en transacciones de comercialización de PI. También ofrece servicios a empresas privadas (evaluaciones económicas, control del riesgo, etc.)

• **SRI - Acceleration Program SRI International**  
 Centro tecnológico de la U. de Stanford con un programa de aceleración para impulsar el desarrollo de nuevos productos según varios niveles de financiación

The strategic design of FIPSE has been inspired by some of the global reference initiatives in health innovation management, both in terms of governance and service portfolio





• **ITI Scotland Ltd.**   
 Sociedad limitada dedicada a la financiación y comercialización de proyectos, con un modelo de negocio de creación de spin off y licencia de patentes


• **Cambridge Enterprise**   
 Grupo empresarial orientado al apoyo y comercialización de innovaciones de la U. de Cambridge. Integra 2 consultoras y fondo especializado


• **Ideas Factory**   
 Iniciativa de Innovate UK (corporación sin ánimo de lucro del Gobierno) dirigido a potenciar workshops multidisciplinares en los que participe la industria


• **Isis innovation**   
 Empresa filial de la Universidad de Oxford con divisiones de consultoría, negociación de acuerdos y gestión de fondos. Cuenta con una importante red de inversores


• **London Technology Network**   
 Compañía sin ánimo de lucro con actividades de networking entre universidades y empresas con un enfoque tecnológico


• **Karolinska Institute**   
 Centro de formación e investigación de prestigio que cuenta con un holding empresarial que conforma un completo sistema de innovación de apoyo y creación de proyectos


• **Knowledge Foundatio**   
 Fundación dependiente del gobierno que proporciona financiación inicial y asistencia a proyectos


• **GTS, Advanced Technology Group**   
 Organización sin ánimo de lucro formada por 9 centros tecnológicos y orientada a la venta de servicios de investigación y tecnológicos principalmente a empresas

• **Kompetenznetze Deutschland - Networking for Innovation.**   
 Iniciativa para la unificación de las principales redes de innovación del país y con actividad de representación

• **Fraunhofer-Innovation Clusters**   
 Sociedad sin ánimo de lucro formada por 13 clusters de innovación con objeto de facilitar colaboraciones

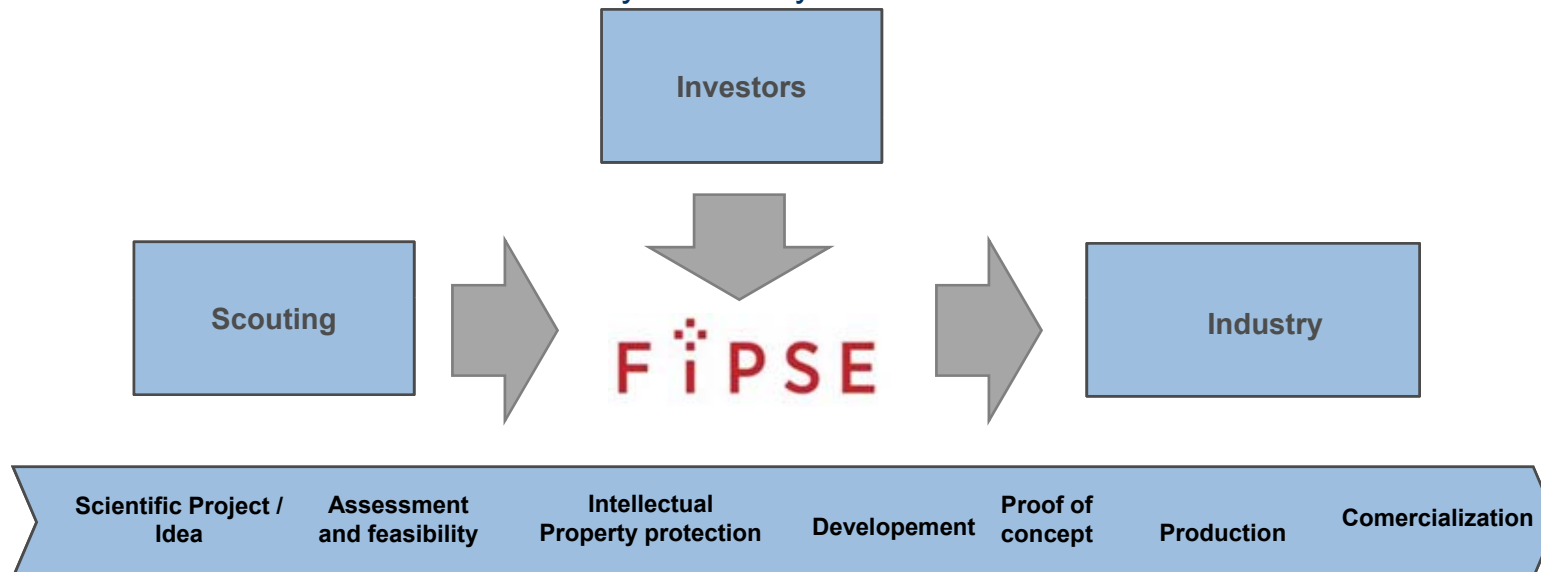
• **Fundación Steibeis**   
 Fundación privada organizada en una red de centros de transferencia entorno a actividades de I+D, consultoría y formación profesional

• **Yeda, del Instituto Weizmann**   
 Empresa de transferencia de tecnología del Instituto Weizmann. Interviene en la estrategia de protección y de valorización y gestiona un Fondo propio

• **Yissum, de la Universidad Hebrea**   
 Empresa privada para licenciar PI de la U. Hebrea. Basan su estrategia de transferencia principalmente en la licencia y cuenta además con un Fondo propio

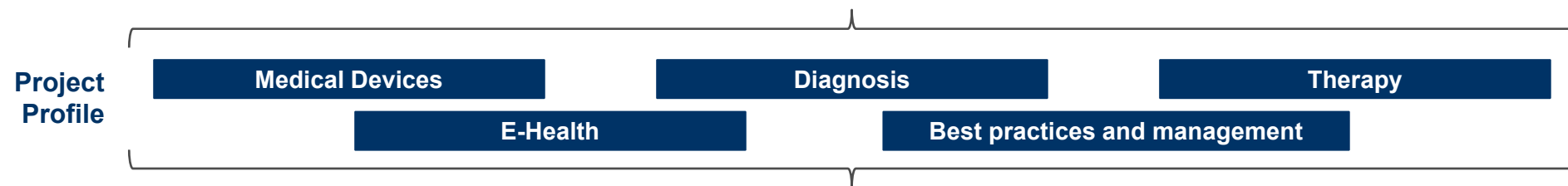
## ***FIPSE Strategy Model***

- To help structure and promote a portfolio of promising projects that stand out because of its closeness to the market that adds innovative capabilities at the national level.
- To support the valorization of the knowledge developed in the SNS for a return on public investment in research, as well as to channel the relationship between the innovation units / platforms (and the business entities that shape the demand at the international level in order to detect business opportunities In early stages.
- Define the necessary procedures to arouse the interest of the industry and of specialized investors interested in portfolio projects, as well as to boost the commercialization of projects of greater innovative value and transfer potential
- Support and accelerate selectively R & D projects with greater transfer potential, as well as support in the search for partners, negotiation and commercial exploitation.
- Incorporate increased models of sustainability into the system.

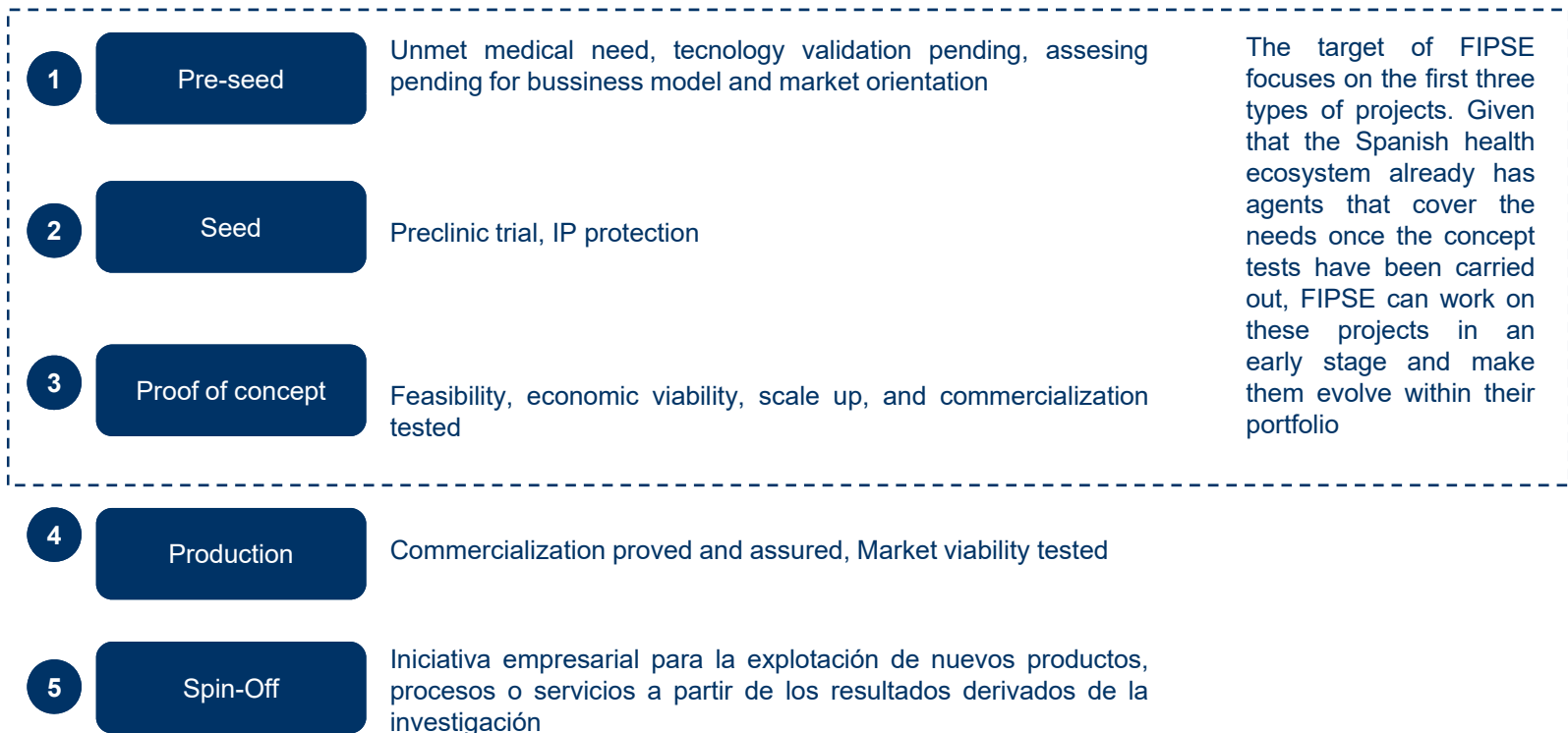


# What projects does FIPSE support?

Origin: Hospitals and Health system, Public Research centres, Universities, SMEs and Start-ups,



Enter point



The target of FIPSE focuses on the first three types of projects. Given that the Spanish health ecosystem already has agents that cover the needs once the concept tests have been carried out, FIPSE can work on these projects in an early stage and make them evolve within their portfolio

Target FIPSE

## FIPSE's financing support for projects

### Project Rol-out

#### Faesibility Studies (EV)

- Economic and commercial feasibility studies
- Technical feasibility studies
- Industrial Property Protection
- Business plan
- Preliminary Market Studies

Stage I

#### Proof of Concept (PC)

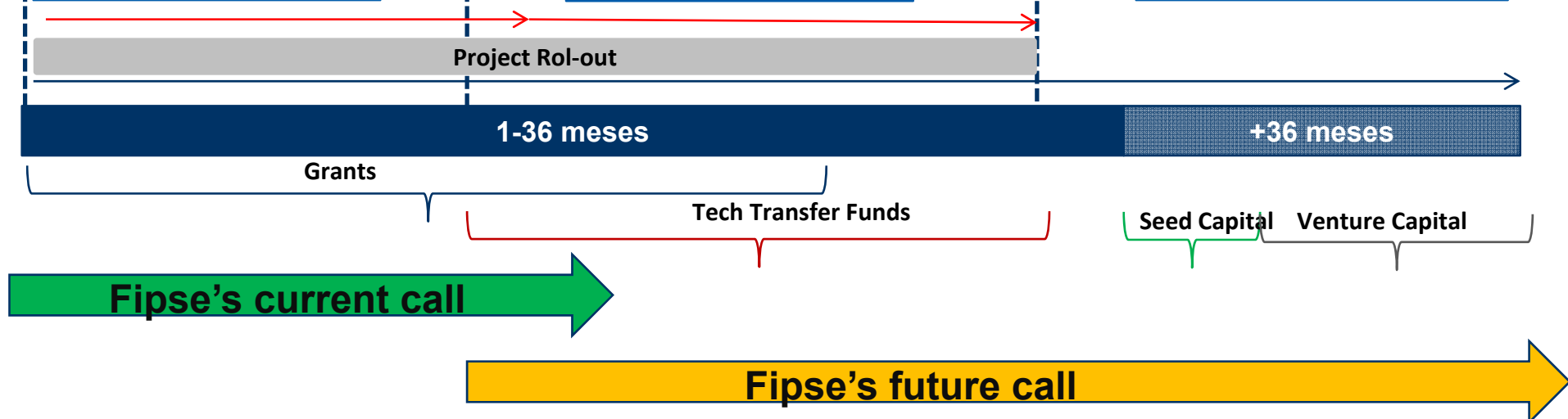
- Proof of concept
- Technology Partners
- Technological development and industrialization plan
- Preclinical
- Market orientation
- Regulatory studies

Stage II

#### Acceleration Fund (FA)

- Tech Transfer
- Company Formation
- Investment Partners
- Regulatory Approvals
- Advanced Clinical Phases
- Industrialization phase
- Patent portfolio development
- Customer Service

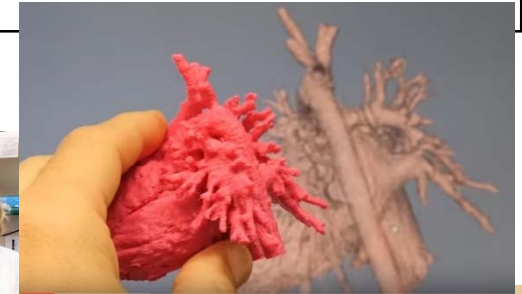
Stage III



## FIPSE's service portfolio

### Services Portfolio

- International Mentoring
- Commercial Acceleration
- Audiovisual Promotion



- Service in collaboration to MIT Idea2 programm
- 5 scheduled face to face meetings and 4 month on line mentoring
- 2 experts per project
- 30 pre-candidates among best scored FIPSE's database projects
- 6 projects selected by MIT assessment pannel.
- End of programm and results: 2017, feb 1st.

Kit for PET guided Biopsy	H. Universitario Araba
Early Neurocognitive Rehabilitation in Intensive Care	H. Parc Tauli
Probes for drug delivery and brain recordings	H. Marques de Valdecilla
Autologous Microspheres for articular cartilage regeneration	Incliva
Epigenetic diagnostic kit for idiopathic scoliosis	H. La Fe, Valencia
Reabsorbable dural Patch	H. Univ Dr. Peset, Alicante