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NOTRE

Technology voucher program in collaboration with Biogipuzkoa HRI (R&D Unit of Hospital Donostia) – San Sebastián

IE PLP webinar on “Supporting health-tech innovation and SMEs”

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Fomento de San Sebastián (ES)

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donostiasustapena
fomentos**sansebastián**

NOTRE project

Novel Methods Improving Production Innovation Potential with examples of senior care-related solutions

www.interregeurope.eu/NOTRE

Project main goal

Support the improvement of the Policy instruments targeting healthy ageing related innovation.



TOTAL
1.7 MEUR
funding

Mar 2023

Mar 2027



SMART

NOTRE will support the higher survival and expansion success rates of the new products and services developed by SMEs and start-ups targeting healthy ageing market

Donostia San Sebastián

Sociedad Fomento San Sebastián

1902



DONOSTIA
SAN SEBASTIÁN

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fomentosansebastián



Fomento San Sebastián

Who we are

1902

It was set up to launch projects that enhance the city



2023...

Leading organization to boost innovation in the city



DONOSTIA
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> MISSION

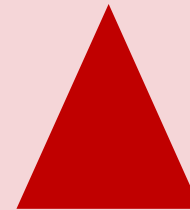
Municipal public company devoted to promoting and developing innovative projects that boost economy and employment in the city, with a focus on people through its collaborative model.

> VISION

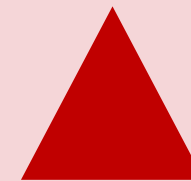
Grow as an organization and become a key agent to boost innovation in San Sebastián

> 49 employees

> Budget 2023: **23M€**



> **39%**
Public budget



> **36,8%**
Property income



> **24,2%**
EU programmes
and calls

Fomento San Sebastián

Strategic lines



Municipal
public
innovation



Innovative
entrepreneurship
hub



Science city and
innovation
platform



Job opportunities
for disadvantaged
groups



Local young
talent



International
innovation hub

01

Entrepreneurial Culture

02

Acceleration and growth of projects

03

Collaboration with agents

01

Promoting the impact of science

02

Boosting technology transfer

03

Competitive improvement of the
urban economy (commerce, leisure
and tourism sector, etc.)

Technology voucher program in collaboration with Biogipuzkoa HRI (R&D Unit of Hospital Donostia)

Why? Which is the objective?

To **connect** start-ups, small businesses and entrepreneurs with the city's technology centres.

- Because of the need of technology centres to transfer their technological capabilities and advanced services to the local business.
- Because of the need for the business of San Sebastian to use this technology to improve their projects, products and services; to improve their competitiveness.

Both actors **were distanced** from each other because of:

- The lack of knowledge of the local companies about what are the technical capacities offered by local technology centres, and what advantages they can give them.
- The lack of knowledge of the technology and research centres as to which companies they are, and what they need.
- The lack of budget of small companies to undertake technological projects in collaboration with technology centres due to the high cost of these advanced services.

Biogipuzkoa is the Health Research Institute and carries out its activity with the aim of promoting biomedical, epidemiological, public health and public health services research

Technology voucher program in collaboration with Biogipuzkoa HRI

Main features of the program

Target group

Start-ups, small innovative companies and innovative entrepreneurs based in San Sebastian.

Sectors

Innovative business projects that require advanced services in the health sector, specifically in the hospital sector.

Type of services

Biogipuzkoa offers a catalog with advanced services that companies can select from. Some examples:

- Laboratory in the field of health biotechnology
- Innovation support services
- Biohealth research focused on the patient

Type of Voucher / value of the Voucher

Voucher value up to (VAT not included)	Co-financing
8.000 €	Fomento 70% Biogipuzkoa 30%
12.500 €	Fomento 55% Biogipuzkoa 35% Start-up/SME/entrepreneur 10%

How does it work

- 1 open call per year / máx. 2 vouchers
- Evaluation by Fomento that the project is innovative due to assessment criteria: "business project report"
- Evaluation by Biogipuzkoa of the project and the service required based on : Justification of services, Probability of achieving the expected results and Degree of technological absorption of the company (equipment, previous experience).
- The voucher is approved and they have 6 months to carry out the work.
- Justification of the voucher: invoice, payment of the corresponding part to the company (VAT/10%), final report.

Technology voucher program in collaboration with Biogipuzkoa HRI

Main features of the program

Results:

This program of Technological Vouchers in collaboration with IIS Biogipuzkoa started in 2016.

Since then, 32 projects in the health / hospital field have been supported, with a total voucher economic value of 353.500€.

The projects that have participated have evolved and moved to the next level, either through laboratory testing, prototyping, clinical analysis and contrast with patients, etc.

Examples:

***Company 1(2022): 12.500€**

Step MS - System for individual monitoring and population trend analysis of Multiple Sclerosis patients

Company's technology, Step, is a system for monitoring and improving the quality of life of oncology patients.

***Company 2(2022): 8.000€:**

'Obtaining and characterising a cartilage model from collagen/chitosan'.

This study aims to validate the feasibility of a new native collagen bioink enriched with chitosan.

Company's activity: elaboration of bio-inks based on proteins and/or polysaccharides as consumables for 3D printers to obtain biomaterials for application in tissue engineering.

Technology voucher program

In collaboration with other Technology Centres

The technology voucher in collaboration with Biogipuzkoa is part of a more global program involving a total of 7 technology centres with their own technological capabilities.

It works in the same way.

This allows us to open the technological range to all kinds of sectors.

The important thing:

As we have multiple advanced technologies at our disposal, the sector of the project does not matter and we can help companies to benefit from whatever they need for their competitive improvement: AI, cybersecurity, nanotechnology, bionanotechnology, health, industry 4.0, big data, eyetracking, internet of things, visual technology, etc.

We started with Technology voucher program in 2014 (1 technology centre).

Since then:

- Technology vouchers approved: 335
- For an economic value of: 3.927.500€

Recommendations / To consider

To have the collaboration of the Technology centres. They must have the need to transfer their technology. They assume part of the cost. It is a joint commitment from both parts, for the city.

Try to involve the companies in the vouchers of higher value, to ensure the continuity of business projects, and that they don't do it just because it is 100% financed. It should be a strategic line for them.

Start with a pilot test and few technology centres.

Set a certain number of vouchers per year (to keep track of the budget)

It is important that it does not go by sector, i.e. any company from any sector can request a technology voucher from any technology centre.

Rely on the collaboration of the centres to attract business projects. This is a good tool for them to offer their services to new companies that they do not know.

Organise information sessions for companies about the programme together with each technology centre, but above all, about how the technology centre can help them in their competitive improvement and product improvement.

Important: each centre has its own technology transfer model and its own IP management. We don't get involved, but companies need to know about it before they ask for the technology voucher.

Thank you!
¡Gracias!
Eskerrik asko!

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Time for questions

