

IPN INSTITUTO PEDRO NUNES

**Low-cost innovations and open business models:
application to the health sector**

Workshop 2020 Regions – Acting for a Healthy Future

OPEN DAYS, 12th October, 2011

INSTITUTO PEDRO NUNES



**Created in 1991
by the University of Coimbra**

**Promotes innovation
Links university and industry**

Congregates 38 associates

- R&D Entities
- Public Organizations
- Municipalities
- Industrial Associations
- Companies



IPN CONTEXT

Coimbra University

- › 720 years old
- › Tradition in Law and Medicine
- › Strong in IT&Electronics, Biotech and Materials
- › 23.000 Students

Fac. Science & Technology

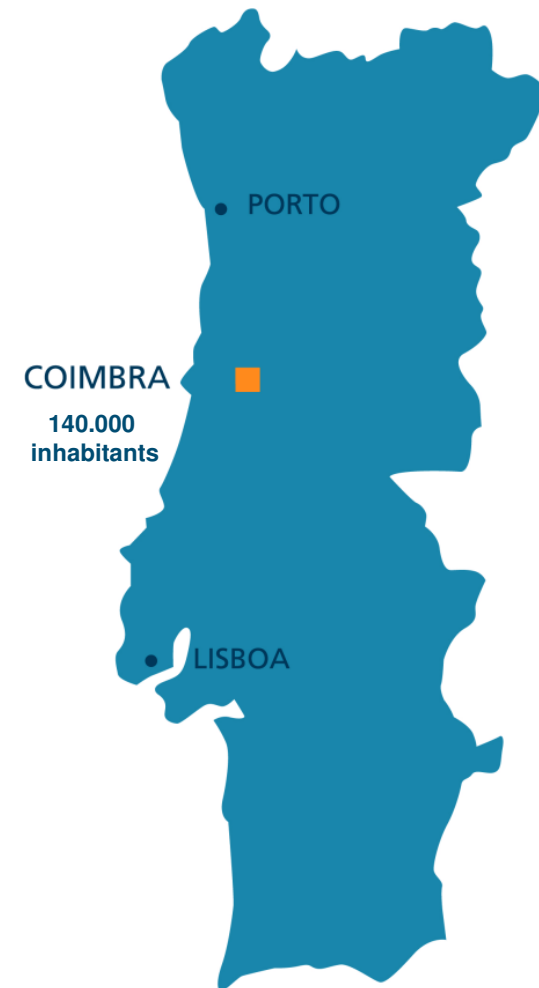
- › 8000 undergraduates
- › 1000 post-graduates
- › 650 teaching & research staff

Business /Institutional Environment

- › Emerging cluster of Tech-based industries
- › Excellence in the Health Sector

IPN location

- › Located in the Technology Campus of Coimbra University (POLO II).
- › Very near to the faculties of engineering and other research institutes.
- › In front of Polytechnic Institute of Coimbra.



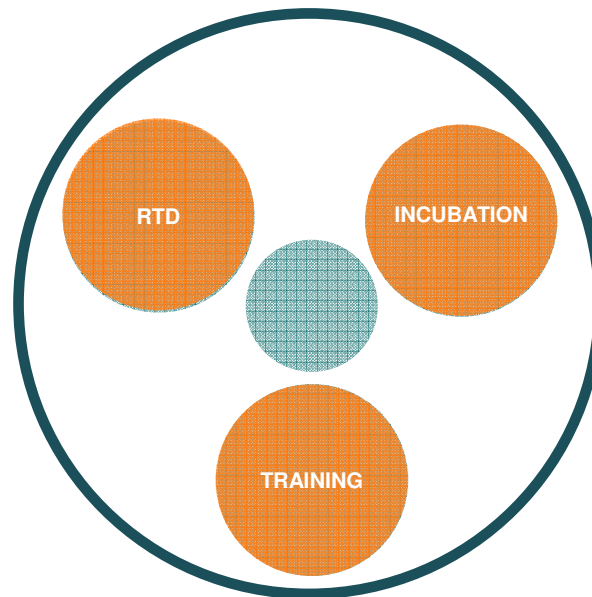


IPN MAIN ACTIVITIES

RTD LABORATORIES

SOME FIGURES

- RTD projects and technology transfer contracts > **200**
- Number of clients > **350**
- Weight of international projects
2000 – 17%
2010 – 43%



BUSINESS INCUBATOR

RESULTS (1996-2010)

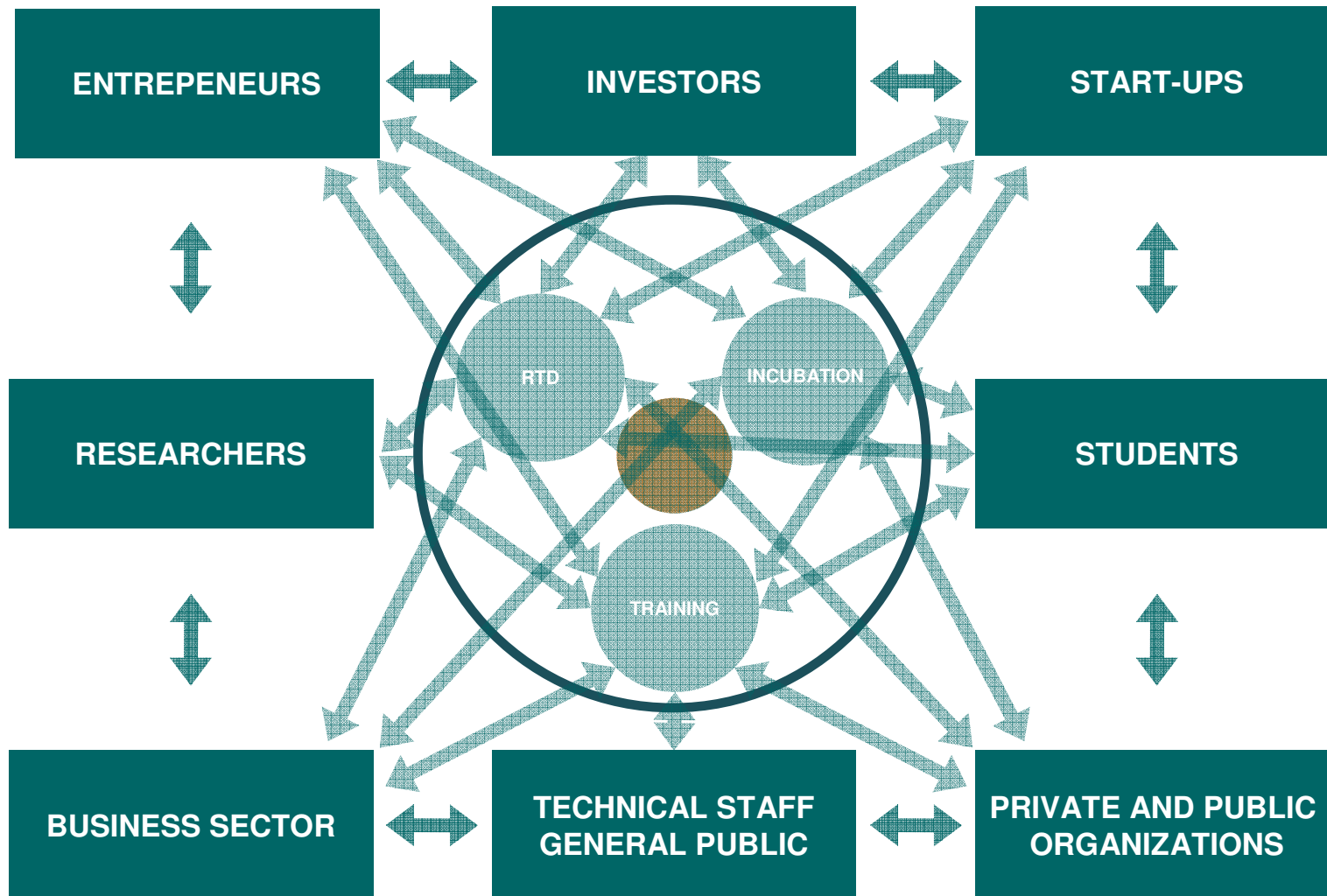
- Total firms supported (Dez. 2010) > **150**
- % of firms in activity > **80%**
- Annual Turnover (2010) > **70 M % exports > 35%**
- Direct Jobs created > **1.500**

TRAINING

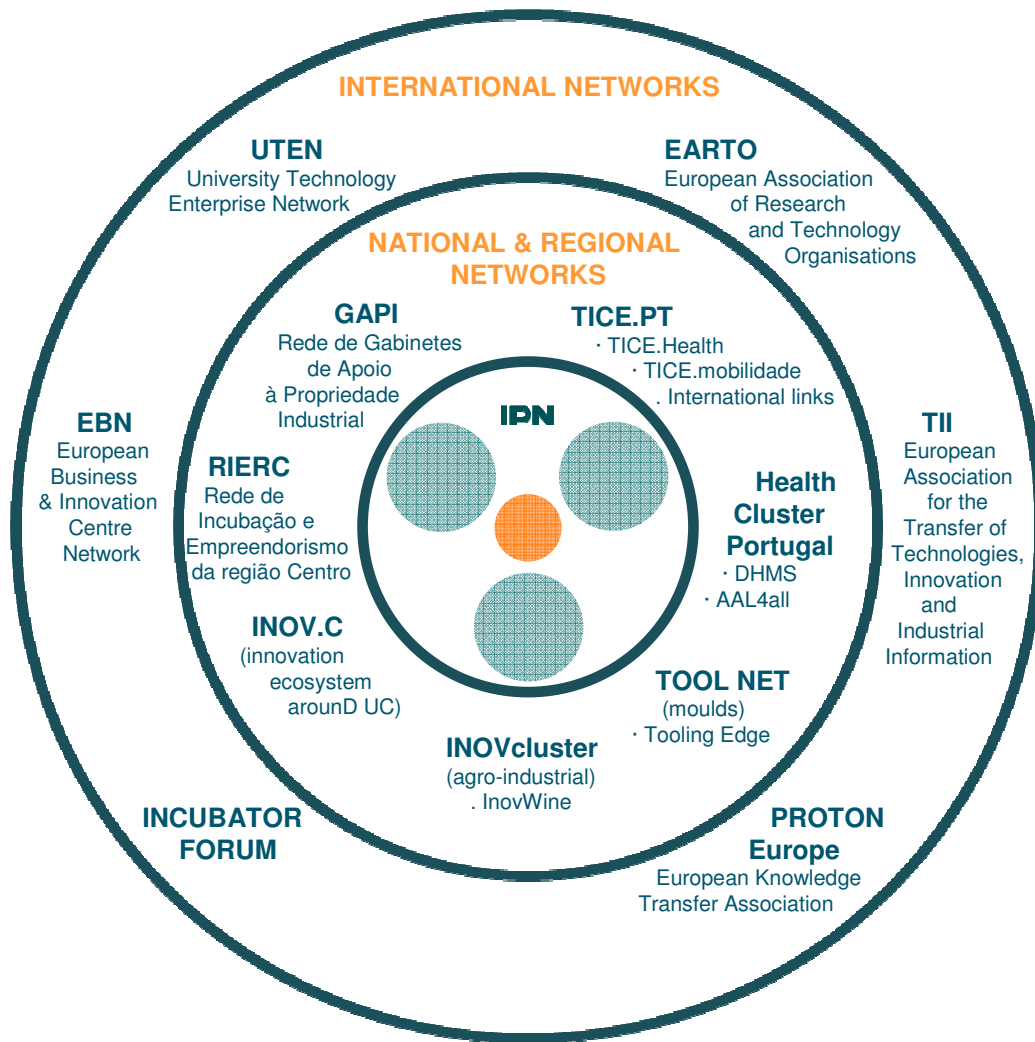
- Disseminating new technologies - workshops
- Training for entrepreneurs
- Diagnosis / action for training needs and consultancy (**40 SMEs / yr**)



IPN ENVIRONMENT



IPN ENVIRONMENT



XHMS & DHMS PROJECTS - OPEN INNOVATION in HEALTHCARE & MEDICAL SOLUTIONS



DHMS "OPEN INNOVATION"

R&D Network

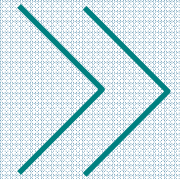
Market Network

Technology
Early Spot

Business Development

RTD

Routes to
Commercialization



ACTORS & LEVES

UNIVERSITIES
R&D INSTITUTIONS
HEALTH INSTITUTIONS

LOCAL LEVEL "ONE-TO-ONE"

UNIVERSITIES, R&D
DHMS ENTERPRISES,
INVESTORS (seed capital)

LOCAL/NATIONAL LEVEL

GLOBAL ENTERPRISES,
INVESTORS (venture capital)

NATIONAL/INTERNATIONAL LEVEL

RESULTS

NEEDS IDENTIFIED > 50
WORKSHOPS &
BROKERAGE EVENTS 7
RTD PROJECTS 10 (7,5 M EUROS)

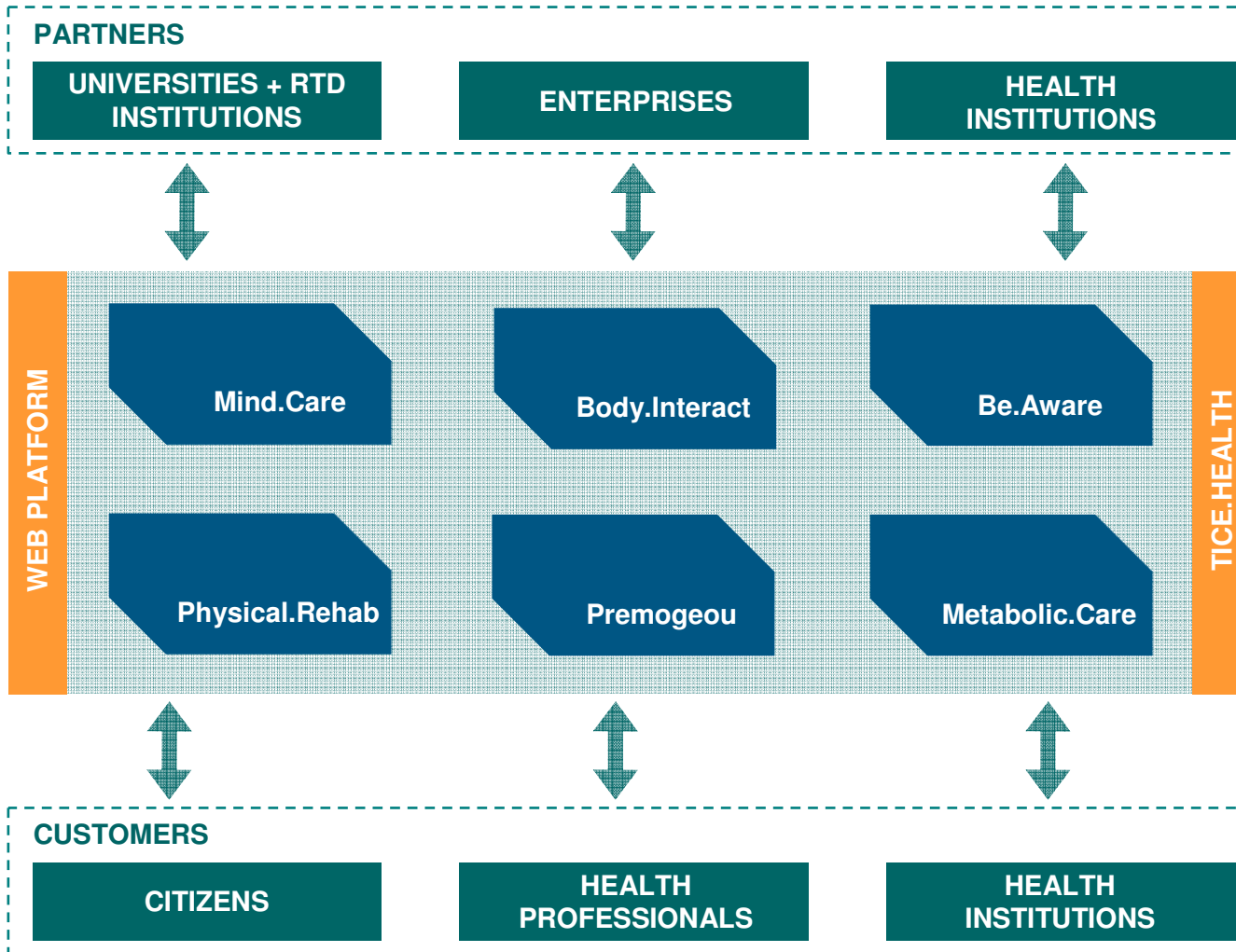
MARKET STUDIES 17
CREATION OF STARTUPS 15
TECHNOLOGY TRANSFER 20

SOME CAPITAL RAISED
CONTACTS WITH ENTERPRISES



TICE.HEALTHY PROJECT (NATIONAL) – OPEN INNOVATION EXAMPLE

PARTNERS > 8 RTD Institutions > 17 Enterprises > 7 Health Institutions

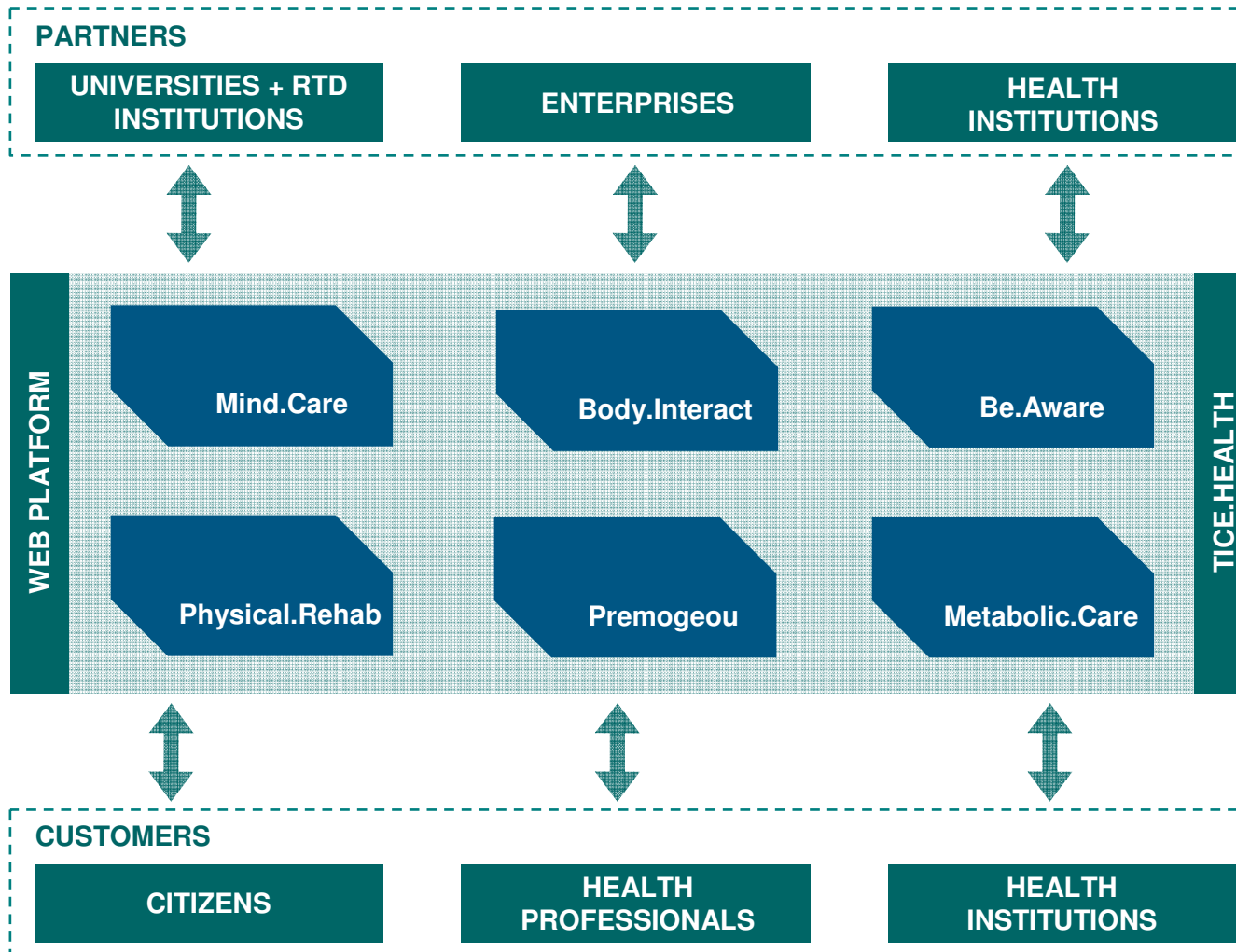


WEB Platform

Product and platform system
 Research and development
 Innovation management
 Business model innovation
 Partnerships and alliances
 Intellectual property
 Regulatory and compliance
 Market access and distribution
 Customer engagement
 Data and analytics
 Security and privacy
 Quality and safety
 Sustainability and social impact
 Financial performance
 Risk management
 Governance and ethics
 Partnerships and alliances
 Intellectual property
 Regulatory and compliance
 Market access and distribution
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IPN

INSTITUTO PEDRO NUNES

ASSOCIAÇÃO PARA A INOVAÇÃO E DESENVOLVIMENTO EM CIÊNCIA E TECNOLOGIA

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