

Enterprise Ireland Supports for Innovation in Healthcare

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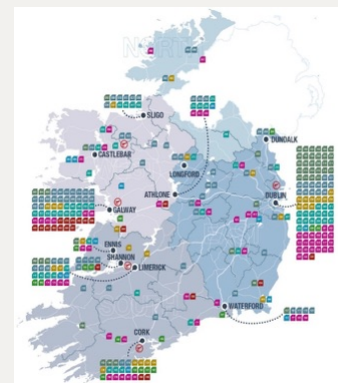
Ireland's Economy

- Ireland is in strong recovery mode – GDP growth of 5.2% for 2016, by far the strongest in Europe
- Pro-enterprise focus with a government culture receptive to companies looking to innovate, grow and compete globally
- Ranked 18th out of 190 economies by World Bank 2017 for 'ease of doing business'
- 189,000 enterprises in Ireland employing 1.5 million people
- 80% of companies are SME's / 20% foreign-owned multinationals
- High rate of entrepreneurship – almost 10% of adult population (Global Entrepreneurship Monitor Report 2013)
- Capable young workforce - youngest population in Europe with one third of the population under 25 years old
- Strong regulatory track record, excellent education system and talent availability.



Ireland's Lifesciences Sector

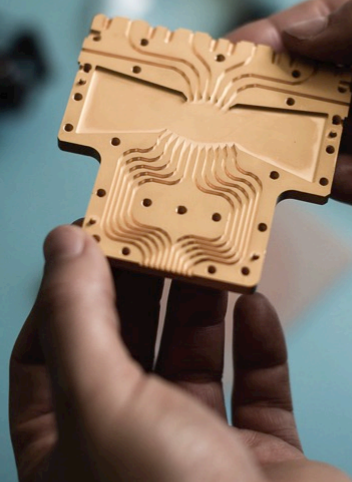
- Leading global cluster - over 500 companies
(Med devices, sub-supply, (bio)pharma, services, digital IT, etc)
- Integrated cluster - world-class researchers, innovative start-ups and established indigenous companies (EI); leading global multinationals (IDA); private investors and VCs; clinical specialists; and important ancillary service providers
- 17 of the top 25 global medical devices companies
- 9 of the top 10 global pharma/biopharma companies
- ~60% of companies are indigenous, hugely important component of the ecosystem
- The sector employs >50,000 people
- Ireland is the 7th largest exporter of medical and pharmaceutical products in the world >€50bn annually



START INNOVATE SCALE

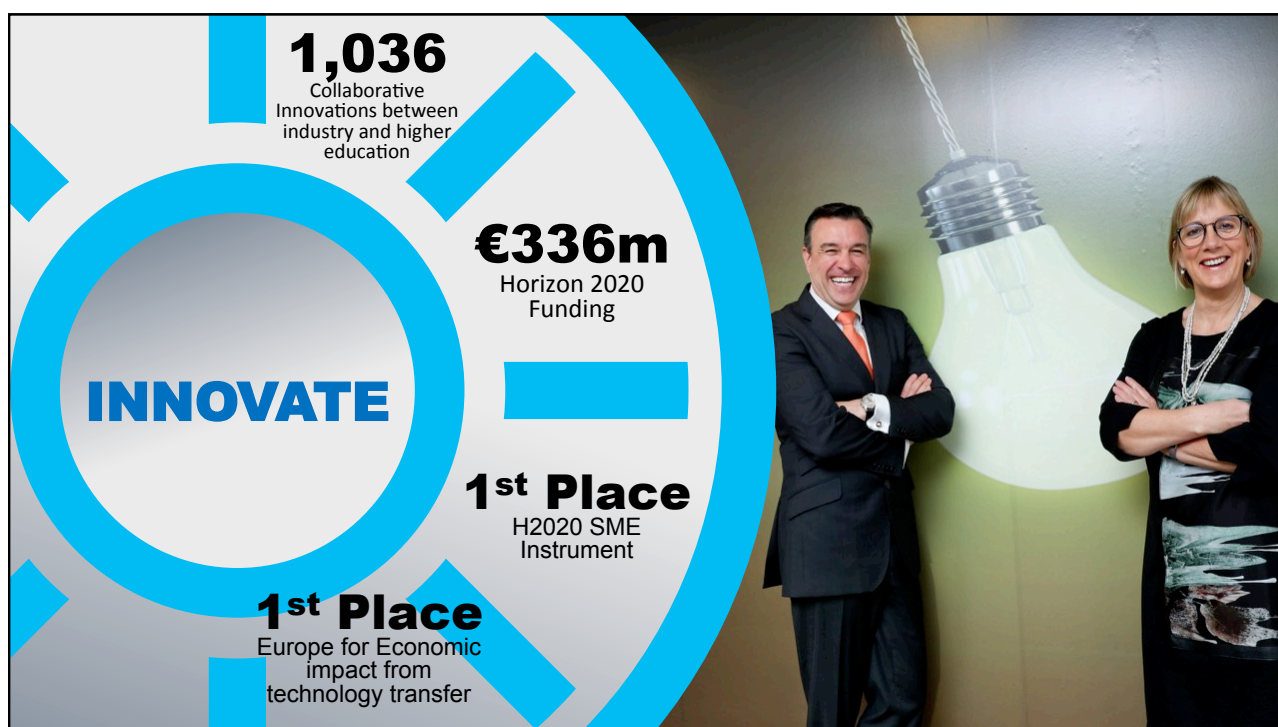
Global Ambition

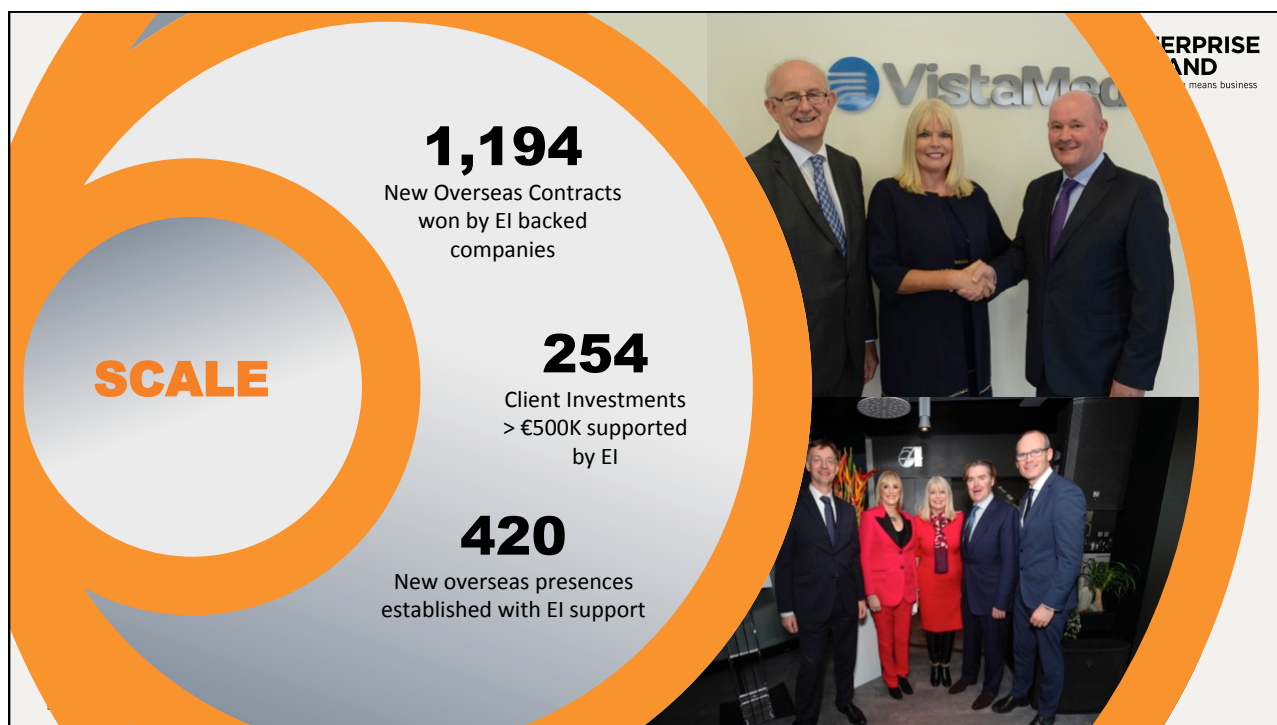
If you've got the ambition we'll help you take it global.



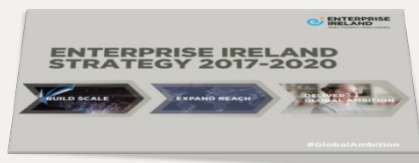
- **Enterprise Ireland** - Government agency responsible for supporting Irish businesses in the manufacturing and internationally traded service sectors
- €343M Annual Budget
- International network of 33 overseas offices
- 5,000+ client companies (Approx. 200 Large companies)
- Innovation activities across all Irish industry (Micro SME, SME, Large Indigenous, Foreign MNC)
- Supporting high growth industries including Food, Lifesciences, Construction, Medical technology, Agricultural technology and international financial services







New Strategy to deliver:



Build Scale, Strength & Ambition of Irish Companies



Expand the Global Export Footprint



START INNOVATE SCALE

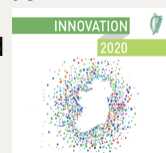
Place Innovation Centre Stage



INNOVATE

- Enterprise Ireland drives the capacity of Irish companies to deliver innovation
- Enterprise Ireland is the lead agency supporting the commercialisation of research and industry-led collaboration with the academic community
- Companies engaging in R&D perform better
- Fed by graduates and talent
- Access to significant international innovation funds
- New Government Strategy to support continued investment in research and innovation
- Healthcare Innovation driven by co-operation - Clinicians, Academia, Business to Business

Research and innovation



START INNOVATE SCALE



Supports for Innovation in Healthcare



We are the Last Mile (Technology Development & Diffusion)



Commercialisation Fund Programme



Address a significant customer/end-user need

Provide a unique solution over existing technologies

Have potential to positively impact the Irish economy

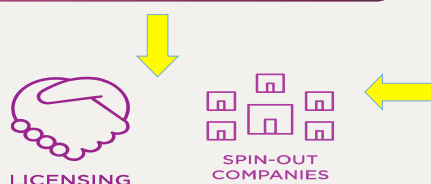
Commercial Case Feasibility Award

- ✓ Apply anytime - Get external expert help
- ✓ Scope the commercial case

€15,000

Commercialisation Fund Project Award

- ✓ develop and commercialise
- ✓ Fixed calls and Invited options
- ✓ 100% funding ~€100-€500K



600+ projects (since 2010)
21 institutions

Support the development of innovations at all stages of the commercial pipeline



Case Study – Class Medical



- Initial Idea – Urologist Dr Niall Davis (St Vincent's Hospital) approached Rory Mooney (Medtech engineer) and Dr Michael Walsh (Prof BioEng) at the University of Limerick about the problem of misplaced urinary catheters in the clinic.
- Through the Commercialisation Fund, the team developed a device to improve patient safety and comfort when a urinary catheter is put in place - almost 300,000 injuries a year from improper urinary catheterisation
- Around 115 million transurethral catheters are sold annually around the world, and with a global ageing population this number is set to rise
- Established spin-out Class Medical, close to completion of first-in-man studies, currently fund raising





BioInnovate Ireland



- Medtech innovation fellowship training programme in which clinicians, industry and academia can collaborate to develop novel medical technologies based on clinical needs assessment
- Needs assessment is done through clinical immersion (nationally and internationally) – active engagement with clinicians on the ground
- Trains new innovators based on the Stanford BioDesign Programme with support from Enterprise Ireland, and industry sponsors
- Unique in Europe & only international programme recognized by Stanford through its affiliate programme
- Goal is to develop new Medtech solutions to solve clinical problems



Case Study - Proverum



- Developed by Conor Harkin (Medical Doctor) and BioInnovate colleagues through Comm Fund – clinical needs based innovation
- Offers minimally invasive treatment for benign prostatic hyperplasia (BPH)
- BPH occurs when the prostate gland becomes enlarged and compresses the urethra
- More than €5 billion is spent annually in the US on medication for BPH
- Proverum treatment is carried out under local anaesthetic as a day procedure. It only takes 15 minutes and has significantly fewer side effects than surgery
- Funding raised in 2017
- CE approval likely by late 2017





Enterprise Ireland / Cleveland Clinic Innovation Award



- Award – to support clinicians and other healthcare professionals in Ireland in the translation of their innovative ideas into benefits for the health care system and medical technologies sectors
- Innovative technologies **at all stages** of development
- Projects must address a gap or need in patient care.
- Award -grant of €15,000 and the opportunity to work with Cleveland Clinic and Enterprise Ireland to develop the commercial feasibility of an innovative idea
- For successful projects, Enterprise Ireland can help identify engineers/scientists in the 3rd level to collaborate with to drive the opportunity forward.



Enterprise Ireland and Mayo Clinic Partnership



- 5 year partnership to support the commercialisation of medical technologies
- Support provided through Enterprise Ireland Commercialisation Fund (CF) aiming to spin-out new Medtech companies from academia
- Mayo Clinic is engaged through the BioInnovate Fellowship Programme – 9 Fellows trained at Mayo Clinic
- 4 CF projects funded to date 2 CF projects in financial pipeline and 5 CF prospects in development
- 1 CF feasibility ongoing





Health Innovation Hub Ireland



- A joint initiative between Department of Jobs, Enterprise and Innovation (DJEI) and Department of Health (Enterprise Ireland and HSE)
- 4 academic partners and associated hospital groups and Clinical Research Facilities
- Facilitates and accelerates the commercialisation of innovative healthcare solutions in public hospitals
- Innovation In / Innovation Out
- Officially launched on September 26th 2016



What will success look like by 2020?



Exports €26bn p.a



+60,000 new Jobs
Sustain existing



+50% R&D Spend



+€4bn Spend in Economy
p.a.



Greater scale in Irish enterprise
– at company, market, sector
and regional level

**Strategic shift in
the global footprint**
– in markets outside the UK

**Unprecedented contribution
by Irish enterprise to powering
the Irish economy**

Thank you

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