

A green-tinted background image of a microscope, showing the objective lens and eyepiece in focus, with a blurred slide and stage below.

# **BIOINCUBATECH**

**High Technology Incubator for the promotion of innovation  
and biotechnology transfer in the field of health and food  
technologies to micro-SMEs**

**2<sup>nd</sup> BioIncubaTech Call**



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# What is BioIncubaTech?

**High Technology Incubator for the promotion of innovation and biotechnology transfer in the field of health and food technologies to micro-SMEs.**

BioIncubaTech presents its 2<sup>nd</sup> call for incubation of biotech projects related with health and food technologies.

The call is open until 8<sup>th</sup> of September.

# Requirements

2<sup>nd</sup> BioIncubaTech Call is aimed at **micro-SMEs** and entrepreneurial projects from **Biotechnology Field**, especially in health and food technology sectors, including innovative approach with regard to other market solutions, fitting with:

## Pre-incubation Phase

Projects in initial phases, without start of activity and without business plan or with an invalid business plan.

Max. 42 months of life

## Incubation Phase

Incorporated companies, with an initial business plan and with incipient market access.

Max. 42 months of life

## Acceleration Phase

Incorporated companies, with a business plan already developed and with significant market access.

Max. 6 years of life

## Other Requirements



**Technology transfer**, understood as the scientific, technological or knowledge base on which the project is based, as well as those differentiating elements that the value proposition incorporates.



**RIS3**: Involvement of the project in one of the BIO areas of specialization in Health and Food will be an essential requirement: <http://www.ris3galicia.es/>

# Candidates

Proposals to receive support and use the resources available to projects incubated in BioIncubaTech will be applied through the **website platform** before **September 8, 2020**.

**22 projects** as maximum will be selected, with the following characteristics:

## Pre-incubation Phase

**14**  
Projects

Up to 14 projects in the Pre-incubation Phase, 4 of them may be housed in the coworking area, and the others in the virtual incubation mode.

## Incubation Phase

**4**  
Projects

Up to 4 projects in the Incubation Phase, 3 of them may have physical accommodation in laboratory or office modules (depending on availability) and the others in the virtual incubation mode

## Acceleration Phase

**4**  
Projects

Up to 4 projects in the Acceleration Phase, 3 of them may have physical accommodation in laboratory or office modules (depending on availability) and the rest in the virtual incubation mode.

[Consult the terms of the call](#)

[Download](#)

# Candidates

These are some of the beneficiaries of the 1<sup>st</sup> call.

## Physical Incubation

**HGBeyond:** Contact lenses for controlled-release of drugs  
*Project led by Prof. Dr. Carmen Álvarez and Prof. Dr. Ángel Concheiro*

**Diversa:** Drug-Delivery with nano emulsions  
*Project led by Dr. María de la Fuente Freire*

**Libera Bio:** Monoclonal-antibody intracellular delivery for Oncology  
*Project led by Prof. Dr. María José Alonso*

**Genomes & Disease:** Decision-making support tool based on massive screening, phenotypic analysis and artificial intelligence  
*Project led by Prof. Dr. José Tubío*

## Virtual Incubation

**Qubitech Health Intelligence:** Decision-making support tool based on artificial intelligence for neurodegenerative conditions

**Bflow:** Organ-on-a-chip and microfluidics solutions

**Taste Lab:** Sensory analysis services

**Traffikgene:** Drug-Delivery through cellular membrane  
*Project led by Dr. Javier Montenegro*

**Software 4 Science Developments:** Experimental services and data analysis consulting for the characterization of molecular interactions

Dare to join BioIncubaTech's disruptive ecosystem!  
Get in touch and accept the challenge!

# Objectives

BiIncubaTech offers a centralized infrastructure, with **high capacities** based on **high added value** services, which, with a qualified human team and **large experience** in both the scientific/technological and business areas, provides a set of coordinated services for business acceleration.



## Creation of micro SMEs

in the biotechnology sectors health and food sciences.



## Improvement of companies competitiveness

in bio health and food sciences technology sectors through technology transfer and incubation development actions, innovation promotion, mentoring, networking and communication actions.



## Technology transfer to productive system

making the double effect of improving competitiveness, but also the sustainability of the R + D + i action.



## International business advisory

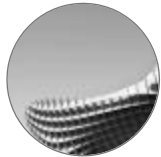
promoting the reach of technological and commercial agreements with national and international strategic partners, international business development and, ultimately, to achieve being outstanding actors in global markets.



## Internationalization support

of R + D + i activities, especially in the field of technology transfer, inter and intra sectorial collaboration, talent acquisition and the sharing use of cutting-edge equipment.

# Program of Activities



## Work Space

Selected micro-SMEs may expressly request a space in the facilities of BioIncubaTech, which will be equipped with the necessary logistical and technological infrastructure for the incubation and acceleration of the projects



## Technology Transfer

Actions that aim to introduce innovation in companies through different transfer vehicles: companies creation, technology license agreements or joint ventures.



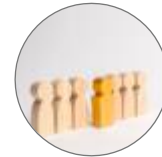
## Networking

Sensibilización, networking internacional y relación con el entorno



## Communication

Dissemination, promotion and publicity activities will be carried out continuously and in order to support the achievement of the main objectives of BioIncubaTech



## Talent

BioIncubaTech will facilitate the identification and incorporation of international talent, providing managerial and commercial professionalization.



## Business Plan Validation

With the support of a specialized team of tutors and mentors, the projects will be supported in their business plan validation, transfer and market positioning.



## Access to financial resources

BioIncubaTech technical staff will provide ongoing advice to micro SMEs about resources management to carry out their business plan.

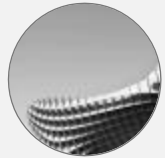


## Internationalization

Support in the internationalization process addressed to BioIncubaTech micro-SMEs



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## Work Space

Selected micro-SMEs may expressly request a space in the facilities of BioIncubaTech, which will be equipped with the necessary logistical and technological infrastructure for the incubation and acceleration of the projects. BioIncubaTech will allow participating projects to have a cutting-edge infrastructure that includes:

- Cell culture room
- Molecular biology room
- Sample storage area
- Supplies
- Equipment room

The experimental work areas for companies installed, are presented in two differentiated concepts:

**Incubation modules and common use areas:** as a coworking space with the aim of promoting synergies among the bioincubator users for sharing experiences, contacts, etc.; and a meeting space, in order to serve as a meeting point for incubated companies to develop commercial and / or technical meetings with their clients.



## Talent

BioIncubaTech will facilitate the identification and incorporation of international talent, providing managerial and commercial professionalization.

BioIncubaTech will work with consultants and headhunters to identify and recruit talent through a flexible, fast and efficient system.

It will allow a selection process and subsequent incorporation of national and international experts attending to the adjustment of the expectations of both parties. Thus, the company needs experts with high skills and experience in specific and vital areas to develop their business model. Reciprocally, the expert seeks a project that provides value and encouragement to his professional career, in addition to a remuneration commensurate with his worth.

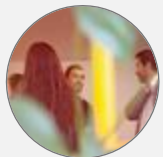
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## Technology Transfer

Actions that aim to **introduce innovation in companies through different transfer vehicles**: companies creation, technology license agreements or joint ventures.

The actions are aimed at detecting transferable technologies, raising awareness in the business sector, support in the transfer, companies creation, or a new skills service (directive update).



## Networking

Actions aimed at improving the performance of companies in the competitive environment, including actions of **awareness and international networking, as well as the relationship with traditional sectors, such as the food sector.**



## Business Plan Validation

With the support of a specialized team of tutors and mentors, the projects will be supported in their business plan validation, transfer and market positioning.



## Access to financial resources

BioIncubaTech technical staff will provide **ongoing advice to micro SMEs** about resources management to carry out their business plan.

It will work with the different resources available, either those specific to the bioincubator or the ones already existing. In this sense, BioIncubaTech **will collaborate with the financing initiatives** already existing at Galician, national and international level, specifically aimed at biotechnology companies.

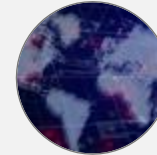
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## Communication

Dissemination, promotion and publicity activities will be carried out continuously and in order to support the achievement of the main objectives of BioIncubaTech:

- To organize an efficient internal communication between the project participating and collaborating entities.
- To publicize the project and its dissemination tools to other collaborating actors.
- To make the project known among micro-SMEs based on biotechnology and among potential entrepreneurs.
- To inform and communicate the project results and activities to public and private organizations and entities at international level.
- Professional and generalist social networks positioning as well as in internet in general.



## Internationalization

Support in the internationalization process addressed to BioIncubaTech micro-SMEs, with a methodology in three phases:

- International project competitiveness diagnostic report
- Information and referencing.
- International promotion and support.

# Research Environment

In the Autonomous Community of Galicia there are 3 Universities:



UNIVERSIDADE DA CORUÑA

Universidade de Vigo

2 Campus of International Excellence



## 3 Health Research Institutes

- Galicia Sur Health Research Institute (IISGS)
- A Coruña Institute for Research in Biomedicine (INIBIC)
- Health Research Institute of Santiago de Compostela (IDIS)

## 5 Research Centers of international Excellence

- Center for Research in Molecular Medicine and Chronic Disease CIMUS (USC)
- Center for Research in Biological Chemistry and Molecular Materials CIQUS (USC)
- Centre of Advanced Research CICA (UDC)
- Singular Research Center of Galicia CINBIO (Uvigo)
- Marine Research Centre CIM (UVigo)

## Open Innovation Programs

- Mixed Units: Roche FIDIS
- Pharma development: Fundación Kaertor, Program I2D2

# Business Environment

## Galicia is Biotech:

Galicia is the Spanish Autonomous Community where more biotech companies are created.

### Biotech in Galicia Indicators:



**+110**

#

Biocompanies



**+1600**

#

Employees



**+370**

M€/year  
Turnover

## Business clusters in Galicia, related to Bioincubatech:

- BIOGA, Life Sciences Technological and Business Cluster
- CTBio, Galicia – North of Portugal Crossborder Cluster
- Clusaga, Galician Food Cluster
- Galician Health Cluster
- Galician Aquaculture Cluster
- ANFACO-CECOPESCA, Sea Industry Cluster

## Institutional Support:

- Galician Innovation Agency, GAIN
  - Galician Biotechnology Strategy
  - RIS3
  - Innovative public purchasing
- Health Knowledge Agency, ACIS

# Social Environment



National and international connections through 3 international airports in the region and others nearby.

The entire ecosystem is connected by motorways in less than 1.5 hours from Santiago de Compostela.

## 10 good reasons for choosing Santiago de Compostela::

1. Important milestones throughout **HISTORY** have left their mark on the city.
2. The final destination of the **WAY** that bears its name, a holy city, a beacon of Christendom and the **CAPITAL OF GALICIA**.
3. A World **HERITAGE** City, an open-air museum, especially the old town.
4. A five-hundred-year-old **UNIVERSITY** with almost 30,000 students and about 2,000 lecturers and researchers, which gives Santiago exceptional educational interest and great **VITALITY**.
5. Santiago has an extremely interesting cultural programme. theatre, cinema, music, dance festivals and artistic expressions liven up Compostela's **CULTURAL LIFE** day and night.
6. Santiago, like the rest of Galicia, offers first-rate **GASTRONOMY**.
7. We will make you feel at home, because **HOSPITALITY** is one of our best renowned characteristics.
8. Although the city has a reputation for rainy winters, we enjoy a **PRIVILEGED CLIMATE** with mild temperatures throughout the year.
9. **A SUSTAINABLE CITY** with an extensive network of parks, the largest in Galicia.
10. Santiago is a city that is **VERY SAFE** and habitable, in which you can enjoy wandering around its streets at any time of the day or night.

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Socios:



Cofinanciado por:



Financiado por:



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**A WAY TO MAKE EUROPE**

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Get in touch and accept the challenge!

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