

SUCCESS STORY?

Zuzana Bilkova

Department of Biological and Biochemical Sciences

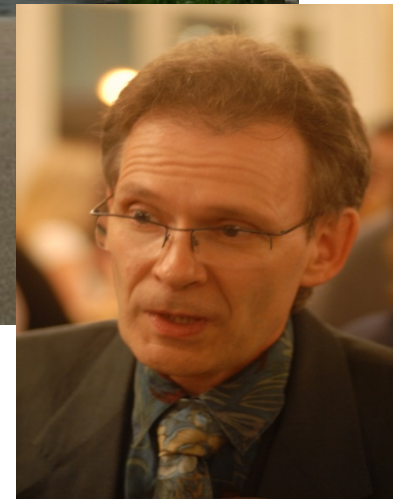
Faculty of Chemical Technology

University of Pardubice





2002 – postdoc position



Dr. Jean-Louis Viovy

Partner in the projects in the frame of 6th, 7th FP EU and Horizon 2020

NeuroTAS:



Development of “lab-on-chip” systems for the early diagnosis of neurodegenerative diseases; *Dr. Jörg Kutter, Copenhagen, Denmark*

CAMINEMS:



Integrated Micro-Nano-Opto Fluidic systems for high-content diagnosis and studies of rare cancer cells; *Dr. Jean-Louis Viovy, France*

NADINE:



NANosystems for the early DIagnosis of NEurodegenerative Diseases (Large-scale Integrating Collaborative Project), *Dr. Jörg Kutter, Copenhagen, Denmark*

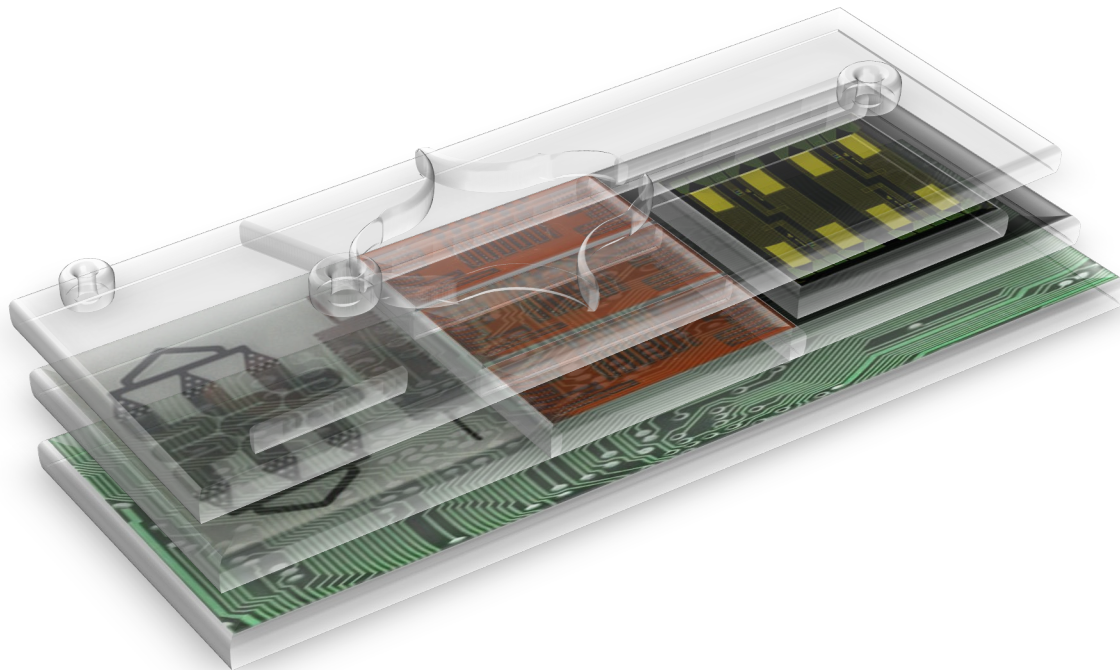
LOVE FOOD:



Love wave fully integrated Lab-on-Chip platform for food-pathogen detection, *Dr. Electra Gizeli, Greece*
+ LOVE FOOD 2 MARKET (Horizon 2020)



“Love wave fully integrated Lab-on-Chip platform for food pathogen detection”
2012-2016; <http://love-food-project.eu/doku.php>



Follow up project



“Portable MicroNanoBioSystem and instrument for ultra-fast analysis of pathogens in food: Innovation from LoveFood lab prototype to a pre-commercial instrument”

2016-2019; <http://lovefood2market.eu>

✓ Research partners

✓ Technology development



**NCSR-D
Greece**

Dr E. Gogolides
Dr A. Tserepi
Dr K. Tsougeni
Dr G. Kaprou
Dr G. Kokkoris
Dr S. Chatzandroulis



Uni. Pardubice, Czech Republic
Prof. Z. Bilkova

✓ Bioassays development



FORTH, Greece

Prof. E. Gizeli
Dr G. Papadakis
Dr A. Tsortos



Pasteur, France
Dr B. Dupuy

✓ Industrial partners and end-user



**Sensor,
France**

Dr D. Rabus
Dr F. Gegot



**Jobst Technologies,
Germany**

Dr G. Jobst
Dr I. Moiser
Dr M. Eck

MEVGAL

MEVGAL SA., Greece

Strategy for commercial exploitation

- **MARKET SEARCH** Needs and size

- What is the **PRODUCT DEFINITION** product

- **PRICING STRATEGY** How much

- **BUSINESS MODEL**

- By whom

- **CUSTOMERS**

- To whom

Communication within the project

Main information on NaDiNe partner and relations to work package tasks

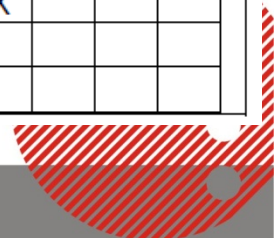
Partner	UPCE
Task leader for tasks	1.3
Collaborating partner for tasks	4.3, 4.4, 1.4, 4.2, 3.1, 5.2, 4.5, 1.2

Internal communication matrix

"X" indicates that two partners are either task leaders or collaborating partners on one or more tasks



	DTU	UPS	UPCE	MACRO	CI	UULM	UKES	DS	FG	MB	KTH	UEF	ICRM	ICN	ARM	RAM
DTU		X			X				X		X		X	X		
UPS	X		X	X	X	X	X		X		X		X	X		
UPCE		X		X	X			X		X			X	X		
MACRO		X	X		X			X		X				X		X
CI	X	X	X	X		X	X	X	X	X	X	X	X	X		
UULM		X			X		X		X		X	X	X		X	
UKES		X			X	X		X	X		X	X	X		X	
DS			X	X	X		X		X	X				X		
FG	X	X			X	X	X	X		X	X	X	X	X	X	X
MB			X	X	X			X	X					X		
KTH	X	X			X	X	X		X			X	X	X		
UEF					X	X	X		X		X					
ICRM	X	X	X		X	X	X		X		X			X		
ICN	X	X	X	X	X			X	X	X	X		X			
ARM						X	X		X							
RAM				X					X							



A breakdown in communication can **negatively** impact the project.

Lack of communication can lead to **the failure** of the project.

Significant risks involving issues such as:

- Lack of focus
- Lack of enthusiasm
- Low activity
- Underestimation of the tasks to be performed
- Lack of clearly defined scope of work
- Disagreement in expectations

What do I consider most important ?

- Strong and experienced person as coordinator
- The roles of all involved institutions well defined
- The professional focus of the partners forms a functional network
- The communication network is well thought out, set up and consistently implemented
- Well-disposed and creative atmosphere (regular meetings, review meetings in Brussels, team-members exchange !!)
- Mutual trust between partners, confidence, sharing the data, information, including industry partners



THANK YOU FOR YOUR ATTENTION