



Innovation is our nature

Management of industry-academia partnerships

MCAA Career Development Seminar
EMBL Heidelberg
2. May 2016

Dr. Vitor Vieira
Heidelberg
Vitor.Vieira@inova-de.eu

About me





We bridge the gap between the medical problem and the solution.

We provide assistance with:

- Innovation management
 - Finding the optimal Call
 - Project proposals writing and project management
- Software development
 - As partner in these R&D projects
 - As subcontractor

Leveraging Academia - Industry

Understanding the needs of both parties

Why do they want to collaborate?

What does the industry want

Academia

Scientific results

Publications

Patent / License results

Industry

New products / commercial value

Patents / IP

Human Resources



Wants and needs



What academics have to offer

Base Science

Large Enterprises that use that science

Companies that have a new product

Product

Collaborating companies that want to exploit the project results

Look for competitors of that product

Create your own company

Know what you want

**“If you don’t know where you’re going,
any road will take you there.”**

George Harrison





**We bridge the gap between the
medical problem and the solution.**

inova^{DE}

Inova DE GmbH

Vitor.Vieira@inova-de.eu

www.inova-de.eu