

Newsletter

an innovative support structure for indigenous companies in the west, midwest, and southwest

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Údarás na Gaeltachta



Notice Board: Up & Coming Seminars

NCBES +
Clinicians info
sharing session
spring 2008

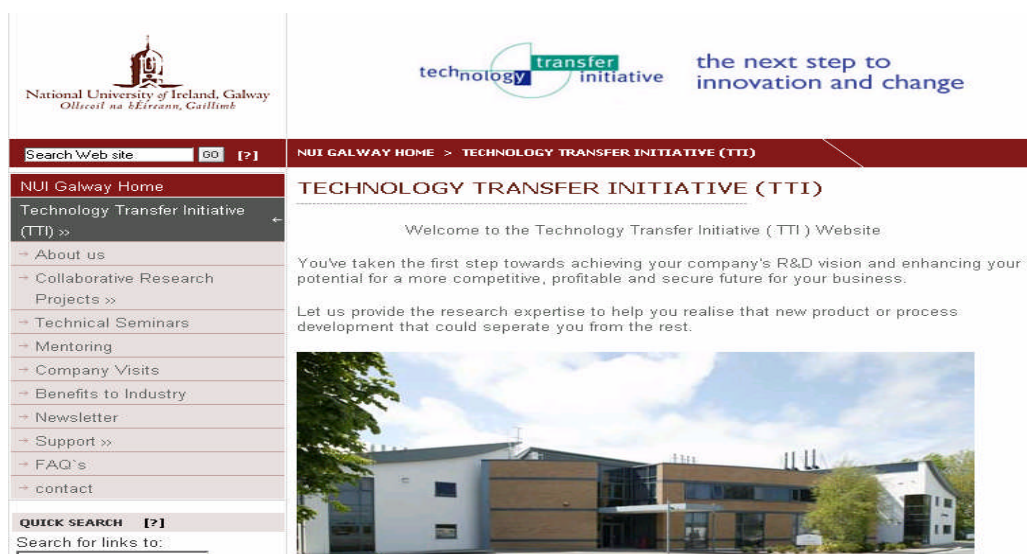
Do you have
an idea for
a seminar?

New Look TTI Website

The TTI team at NUI Galway have re-designed their website as part of the new NUI Galway "look and feel" site and it will be completed in early 2008. The team maintain this site with updates of all activities relative to new programmes, initiatives, news and events, technology seminars, newsletters and all other TTI offerings.

The major drive for the TTI is research and development of innovative collaborative projects, which in turn lead to product or process creation, Intellectual Property and commercialisation.

So why not log on to www.technologytransfer.ie at the end of January and let us know what you think – Remember that if you would like us to come and visit you - just send an email and we will make contact.



Success for Galway Company Shortlisted for Record Seedcorn Prize Fund

In November 2007 Embricon, which is based in the incubation centre at NUI Galway, was announced the winner of the Best International Emerging Company after the Connacht regional final in the fifth All-Island Seedcorn Business Competition 2007.

Embricon was founded in February 2005 and is now developing a novel and innovative technology for the surgical treatment of varicose veins. The new solution is designed to improve patient recovery time and greatly reduce post operative pain as well as increasing the effectiveness of the procedure.

Ann Heraty, CPL Group, Dublin, a judge for the finals, was very impressed by the entrants, "The quality of the submissions of the business plans from all the finalists was extremely high. The breadth of projects across several sectors clearly demonstrated exceptional innovation and creativity," she said

Dr. Daniel O'Mahony, Director, TTO, NUI Galway stated "This is a tremendous achievement for Embricon and it also highlights the tangible benefits of the recent Enterprise Development Program (EDP) managed by TTO team at The National University of Ireland, Galway. As a next stage in the evolution of such support programmes for enterprise development, Niamh Corcoran and Clodagh Barry at the Technology Transfer Office at NUI, have recently rolled out a Campus Commercialisation Programme (CCP) targeting researchers and principal investigators at NUI Galway".



Left to Right: Mr. Sherif Sultan, CMO, Embricon Ltd., Mr. Marto Hoary, CTO, Embricon Ltd. and Ms. Mary Ainscough, Board Member, Intertrade Ireland

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NUI Galway ramps up its support structure for delivering exciting new technologies to the market

NUI Galway continues to provide dynamic support structures for entrepreneurs and in 2007 extended this service to cater for the commercialisation requirements of the research community. In 2006 an NUI Galway TTO team managed the Enterprise Development Programme across the BMW region which has since delivered six HPSUs. To build upon the successes, depth of experience and to demonstrate continued commitment to enterprise development, the TTO launched a new two-stage programme in early 2007.

The first step is the Campus Commercialisation Programme (CCP) tailored to the needs of the research community. Two CCP programmes were run, one in March and the other in October 2007, involving a total of 26 researchers across a spectrum of NUI Galway key research sectors, including Web2.0, biomedical, renewable energy, applied optics, marine sciences, and power electronics. The TTO team continues to build their reputation by being first to the market in delivering a *unique tailored professional product offering* for researchers. The TTO team look forward to opening up this programme to other campuses in 2008.

Feedback on the programme has been very positive. An Electronic Engineering CCP Participant stated that "The CCP has opened my eyes to the feasibility of commercialisation. I now feel confident of my ability to tackle the steep learning curve put in front of me. The level of support, professionalism and clarity shown by the TTO, the University and Enterprise Ireland is outstanding. With people working as hard and effectively as those within the TTO, this region cannot help but become a leader of a worldwide knowledge economy".

The second step is the launch of their new enterprise programme (**Start Up Solution – SUS**). This programme is a mix of Industry and the research community and the first cycle is *Market Validation*. The objective is to achieve a detailed market validation of their technology and be in a position to determine its value in a known market place. Niamh Corcoran, Programme Manager, TTO reports "We are very excited and look forward to the challenges of our new provision. The design is an exciting new departure which seeks to go further in meeting the needs of those with a new technology to bring to the market."

If you have a new technology/ idea or if your company would like to get involved with NUI Galway's new Entrepreneurial forum please register your interest by sending an email to clodagh.barry@nuigalway.ie.

TTI Christmas Networking Event

Left to Right: Michael Fitzgerald, Cucuco Ltd.; Martin Brett, NeutekBio; Hughie McCormack, TTI and Pat Kelly, TTO



Skillnets Success in NUI Galway

BESTNet (Biomedical Engineering and Science Training Network) is an enterprise-driven network which was formed in 2005 through funding from a Skillnets Development Grant. BESTNet received funding for 2006/7 from Skillnets under the Accel Programme and over the last two years has delivered courses to the biomedical sector in the Galway region including the development of a distance learning Masters in Biomedical Science. The network has expanded rapidly since its establishment and now has over 65 member companies who identified training needs in the area of Biomedical Science Photonics (Laser and Optics), and professional development. A wide range of industry sectors are now represented in this network including Medical Devices, Pharmaceutical, Biopharma and ICT Manufacturing. The funding awarded from Skillnets, a grant of over €650,000 for 2008 – 2009 will enable the network to deliver a wide range of technical and professional skills courses to its members in the coming years.

HPSU Skillnets 'Network under Development' and TTO, NUI Galway are delighted to announce their success in an application submitted to Skillnets in September 2007. Funding is now secured for the network to develop and grow the membership base while achieving synergies between members and securing industry appropriate, relevant and tailored solutions in the BMW region. This is a significant step in addressing a core need that exists for HPSU companies in the

Company Profile



Company

Proxy Biomedical is a Galway based medical device company that designs, develops, manufactures, and markets advanced procedure specific biomaterials and delivery systems. Established in 2002, Proxy Biomedical is focused on biomaterials and instrumentation used to repair acquired defects, regenerate tissue, and treat debilitating conditions.

Background

Proxy Biomedical currently employs 15 highly qualified staff and has recently moved into a purpose built medical device manufacturing facility at Spiddal, Co. Galway. The founder of Proxy Biomedical; Peter Gingras, has over 20 years experience working in the area of biomaterials and medical devices. He has developed several products from the initial concept stage. The company was incorporated in Galway for a number of compelling reasons, amongst them being the fact that Galway has a highly skilled and educated work force and an extremely responsive attitude from regulatory authorities, which is important in the medical device field.

Products

Proxy Biomedical is a leading innovator in the development of next generation soft tissue implants using proprietary biomaterials technology and minimally invasive delivery instrumentation using state-of-the-art materials and processes. The company's core technologies consist of synthetic polymers fabricated into high performance implants that offer advantages over traditional textile based implants. This core technology is used in general surgery, urology/gynaecology, bariatric surgery and plastic surgery. The company has recently launched a new product platform; MotifMESH™ Tissue Engineering Biomaterial. This is a product with unsurpassed biologic and mechanical properties that can be used to create a controlled extra cellular matrix (ECM) through guided tissue regeneration. The tissue engineering biomaterial can be used independently or in combination with molecules, growth factors, cytokines, and other factors that have a favourable impact on cell expansion, differentiation, and remodelling.

Customers

Proxy signed a strategic alliance partnership with Boston Scientific Corporation in 2006 for global distribution of women's health implants. General surgery implants are managed in part through agreements with Cardio Medical for the United States markets and various medical device distributors throughout Europe. The company is in the process of targeting the Asian market and hopes to have an alliance in place with Korea and China in early 2008. Exports represent almost 100% of Proxy's turnover and future plans promise high growth and development for the company.

Key Milestones

- ISO 13485:2003 Quality Approval.
- Launch of four FDA approved products within the US.
- Launch of five CE Marked approved products within the EU.
- Strategic partnership with Boston Scientific
- 2005 InterTrade Ireland Connacht regional final winner
- State of the art Medical Device Manufacturing facility at Spiddal, Co. Galway, with 3,000 ft² of class 100,000 clean room space plus 1000 ft² of bioincubator lab space on the NUI Galway campus for research-based projects.

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growth and start up phase and we are thrilled to be in a position to move this forward. We are very grateful to Skillnets funding under the Training Networks Programme 2008/2009 and look forward to the year ahead. If you are a HPSU who is in operation for longer than 12 months and would like further information, please contact: clodagh.barry@nuigalway.ie