

## **Publishable Executive Summary**

The Spidera for life project is composed by the following partners: Atos Origin (ES), Beacon Tech (IS), Athenas University (GR), APRE - Agenzia per la Promozione della Ricerca Europea (IT), ALMA Consulting Group (FR), Università degli Studi di Siena (IT), Ecademy (UK), Quintelligence (SI), Time.lex (BE), Kaunas University of Technology (BMEI KUT) (Lithuania and Fraunhofer IPA (GE).

The Spidera platform leverages a relatively new concept for promoting active and meaningful collaboration between Industry and Academia in the field of Life Science.

SpidERA for LIFE utilises the concept of web-based online networking to assist in the rapid creating of new business relationships between individuals and organisations in order to create collaborative partnerships. The network platform leverages powerful Social Network analysis capabilities, to help facilitate and promote these new relationships and collaborations between SMEs and Academia. The ultimate objective is to accelerate research, dissemination of information and increase the competitiveness of European health-related industries and businesses. The ultimate objective is to improve the health of European citizens and address global health issues including emerging epidemics.

Promotion of collaboration between individuals always starts with the basic element of communication. Representatives from Academia and the private sector meet each other at scientific conferences, professional gatherings, workshops and other similar events and, following these physical meetings, relationships are established, leading to collaborations and mutual work.

Larger numbers of collaborations should lead to accelerated technology transfer and have a positive impact on the commercial aspects, as well as the academic ones.

A key objective of the Spidera platform is to further develop existing relationships through on-line collaboration, whilst also increasing the size, reach and effectiveness of people's personal networks by connecting to others who have relevance to their objectives. This means that people who have never met face-to-face can start to collaborate and can build trust and rapport on-line through a variety of methods of interaction.

The Spidera concept puts the individual (either from Industry or Academia) in the centre and enables each one of these individuals to 'grow' his/her network around them, by a combination of contacting, being contacted and introductions from mutual contacts, similar to the way people communicate and meet at conferences and other physical events, but here it is done over the web. This concept has an immediate impact on any individual using this system, regardless of obstacles that may exist between the individual and their peers, e.g. location, time zones, languages and cultures.

Spidera enables professional virtual networking, trust building and collaboration, without the need to physically travel and meet. It can be done from within any office/home computer that has reasonable access to the Internet (broadband is the practical minimum), and with simple-to-use and friendly software tools. The implementation of Spidera will leverage existing technologies and software currently in use.

The project website is: <http://www.spidera.eu/>, and the project logotype is:



For further information please contact the Spider for Life project's coordinator Malena Donato from Atos Origin: [malena.donato@atosorigin.com](mailto:malena.donato@atosorigin.com)

## 1.1 The partners

### Atos Origin (Spain)



ATOS ORIGIN, the first European IT services Company, has always based its strategy on turn of client visions to profitable results, in a seamless combination of trust customer relationship and a vast technology command.

The ATOS Research and Innovation (ARI) group concentrates on the realisation of international projects, combining the most up-to-date technological developments with a high awareness of the human factors. The department is composed of specialised units in different fields of application such as e-learning, ICT for businesses, ICT for innovative government and security, e-health and biotechnologies, GIS and Environmental Applications, Grid systems and services and software and services.

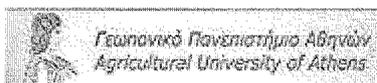
### Beacon Tech (Israel)



BeaconTech provides world-class professional, scientific, partnering and administrative accompaniment for researchers and companies seeking to participate in European Union-funded Research and Technology Development (RTD) programs.

Based in Tel-Aviv, Beacon Tech is a small enterprise active primarily as a liaison between Israel and Europe. The company focuses on providing Innovation Management services to its clients, technology-oriented and innovation-driven firms. These services include: obtaining R&D co-financing, locating strategic partners, coaching and management of innovation processes, technology audits, and roadmap exploration.

### Athenas University (Greece)



The Agricultural University of Athens (formerly Highest Agricultural School of Athens) is the third oldest University in Greece. AUA, the Agricultural University of Athens is one of the oldest (established 1920) higher education institutions of Greece. Its spin-off organization, EMBIO, invents, develops, manufactures and distributes highly sophisticated know-how and products in the field of Biotechnology. EMBIO has been initiated through the E.U. PRAXE program in 2004. EMBIO biotechnology is classified in three different product groups:

- Biosensors (EMBIOSensors) capable of the immediate, cost-efficient, sensitive and reliable detection of viruses and bacteria in humans, animals and plants as well as metabolic indicators of disease (cancer, coronary, liver) via the accurate measurement of oxidative stress.
- Growth regulators (LUCROP/FastGrow) that accelerate the development of various organisms.
- Bioreactors for the mass, scale-up production of pharmaceuticals.

### **APRE - Agenzia per la Promozione della Ricerca Europea (Italy)**



APRE- Agency for the Promotion of European Research (Italy). APRE is a non-profit organisation based in Italy that provides information, assistance and training in order to promote Italian participation in European research, development and technological innovation.

APRE was created upon the joint initiative of the Italian Ministry of Research and the European Commission in 1989 and is supported by approximately 80 member organisations, which comprise public and private research centres, industries, industrial associations, chambers of commerce, science parks and 37 universities.

APRE's head office is situated in Rome and can count on a network of regional helpdesks located throughout Italy. Our free of charge services include: a help line, organisation of info-days, partner search, web-based information, publications and training sessions. APRE has been active in this sector since 1990. Further information can be obtained at <http://www.apre.it>.

### **ALMA Consulting Group (France)**



ALMA Consulting Group carries out operational audits and consultancy activities, particularly as a support to the management of innovation activities. The Innovation Department of Alma Consulting Group has been assisting the European industrial and public research organizations in the field of Life Science and Health for ten years through EC Framework Programs and related procedures. The company has participated or is involved in more than 15 EU programs in the field of Life Sciences and Health from specific measures for SMEs (co-operative research, collective research, ETI,..) to new instruments as Integrated project or Network of excellence.

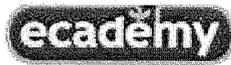
### **Universita degli Studi dei Siena (Italy)**



The University of Siena is the legal seat of the European Research Centre for Drug Discovery and Development UNISI-NatSynDrugs ([www.natsyndrugs.org](http://www.natsyndrugs.org)) an international multidisciplinary research network that encompasses Universities and Institutes having a major commitment to the development of innovative drugs. UNISI-

NatSynDrugs is a collaborative partnership between European Research Institutes and Universities and is constituted by core groups who have the knowledge and skills for each stage of drug development: from basic molecular research through proof-of-principle to pre-clinical testing. Each research group contributes complementary skills to the Centre to facilitate a complete drug development programme. UNISI-NatSynDrugs is committed to create an high qualified research network to facilitate the development of drug-development programmes.

### **Ecademy (United Kingdom)**



connecting business people

Ecademy's cause is "to build the world's premier trusted network, connecting business people to share knowledge, contacts, support and transactions."

trust-ed net-work/noun: a business exchange that connects users to knowledge, contacts, support and transactions using unique tools for building trust and relationships online and face to face. Ecademy (<http://www.ecademy.com>) is an SME by nature, a Trusted Business Network built on the philosophy that 'winning by sharing' is key to success. Members join to learn and practice business networking for contacts, knowledge, support and transactions through the website's unique networking tools and face to face at networking events.

### **Quintelligence (Slovenia)**



Quintelligence d.o.o. is a young company (SME) established in January 2001 as a part of a Technology Park Ljubljana, Slovenia. Quintelligence has been established with the mission of achieving knowledge transfer from the academic to the commercial world. In particular, the focus is to develop its own software solutions and/or to take over projects and solutions in their initial stages from academic worlds and transfer them into the working industrial strength modules available for marketing. Quintelligence is primarily working on establishment and development of information systems and tools supporting knowledge management and related technologies in different ICT areas in close cooperation with Slovenian academic institutions.

### **Time.lex (Belgium)**



Time.lex is a law firm that specialises in telecommunications, IT/IP, media and e-business - time-law. The firm offers strategic and operational legal support in the creation, management and exploitation of information and technology, in all of its diverse forms.

### **Kaunas University of Technology (BMEI KUT) (Lithuania)**



Has traditionally good collaboration with the industry and SMEs: more than half of University income is gained from the projects and contracts. BMEI KUT will use the experience gained in the field of EU eHealth related projects and networks as well as Lithuanian Biomedical Engineering Society (lead by Prof. A. Lukosevicius and consisting of university and SME's members) for linking Lithuanian academic society and companies working in health sector. BMEI KUT will use R&D competence in technological and methodical support of the network by decision support, web based services and telemedicine technologies. BMEI KUT will also act in dissemination in Lithuania and in the neighbour country Latvia.

### **Fraunhofer-Gesellschaft (Germany)**



**Fraunhofer**

Institut  
Fabrikbetrieb  
und -automatisierung

The Fraunhofer-Gesellschaft is Germany's leading organisation of institutes for applied research.

The Fraunhofer-Gesellschaft works within the framework of the European Union's technology programs, working to improve the competitiveness of European industry by enhancing technical systems and processes. Contracted and funded by the federal and state governments, the Fraunhofer-Gesellschaft undertakes strategic research projects which contribute to the development of innovations in key technologies and spheres of major public concern such as energy, transport and the environment.