

# Are you working with biomarkers?

Then apply for pilot testing and become a part of the transnational cooperation project BIC to support the various phases of biomarker commercialization to reach their full potential for future medicine!

Find more information and find your local contact point under:

[www.biomarker.nu](http://www.biomarker.nu)



## Local project partners

Under the lead of the Danish Ideklinikken/Aalborg University Hospital, the project brings together nine partners from the Baltic Sea Region:



- Danish Ideklinikken/Aalborg University Hospital
- Biopeople/University of Copenhagen (Denmark)
- Tartu Biotechnology Park OÜ (Estonia)
- University of Turku (Finland)
- Turku Science Park Ltd (Finland)
- ScanBalt (Denmark)
- BioCon Valley® GmbH (Germany)
- Vilnius University (Lithuania)
- Wroclaw Technology Park (Poland).

BIC receives EUR 1,96 million of co-financing from the ERDF through the Interreg Baltic Sea Region Programme.

## Open Invitation PILOT TESTING FOR BIC TOOLS



BIC

## The BIC Project

The discovery of biomarkers is becoming increasingly important in research and industry. It is expected to increase economic growth and to open up new possibilities for diagnostics and treatment. Despite the strong potential of biomarkers for new markets, there is a general lack of experience on how to bring biomarkers through the innovation process and into clinical practice. The challenges for market uptake are significant, as the development and commercialization of biomarkers is time consuming, difficult and expensive. The Interreg Baltic Sea Region project **BIC – Biomarker Commercialization** will tackle these challenges at every stage. It will accompany the biomarker development process, and facilitate participation of stakeholders like pharmaceutical and diagnostic enterprises, SMEs and investors as early as possible in the development process.

The results of 76 interviews conducted by the BIC consortium confirm previous empirical experience: many biomarker projects do not reach market maturity due to a multitude of hurdles. The transfer of research results into clinical application regularly fails because necessary steps are not known or too little attention is paid to them.

Researchers and in particular technology transfer offices (TTOs), who are at the beginning of the development process, see the need for clear guidance for the process of commercialization at an early stage. Knowledge of downstream process steps could reduce the rate of failures. The BIC consortium has therefore developed a tool that illustrates the necessary steps on the way to biomarker commercialization in detail and provides assistance to new biomarker projects.

requirements of IVD industry.

The tool will be browser or MS Excel based.

## The Tool

The program is committed to develop simple tools to enable a logical design of research, also taking into account basic



## The Pilots - Objective

The tool is based on:

- the expertise and experience of the project partners involved,
- proposals and recommendations of the Project Advisory Board (PAB)
- findings from the interviews and
- small regional workshops

The pilots aim to test the Biomarker Commercialization Tool against a subset of the intended target groups. Thereby, a wider range of user experience is collected to get a better understanding of how the tool will be used and to collect feedback and suggestions for further improvement.

Additionally, feedback from experienced and successful SMEs should be collected for refinement of the tool. At least nine pilot sites will be selected to evaluate the tool in terms of its user-friendliness and usefulness over a longer period of time. The tool should be used in the daily work. Due to the relatively long development time for biomarker tests, some evaluations will also be based on a retrospective assessment of the pilot sites: What would the process (for a concrete product/project) have looked like if the tool had already been available at that time?

## The Pilots - Procedure

The piloting is carried out in four phases. In phase one, interested researchers, TTOs and SMEs will have the opportunity to apply for participation

The most suitable candidates will be selected from the applications received and the candidates proposed by the project partners or the PAB in a joint coordination process.

In phase two, the selected pilot sites will be introduced to the tool by the local partners and it will be explained how the tool should be tested and evaluated.

The individual pilot sites should then ac-

tively use the tool during a test period of about 3 months and evaluate it continuously (phase three). The local partner is always available for queries or early feedback on the tool.

The final evaluation of the tool takes place in phase four at the end of the test period. First, an online survey is carried out, followed by a detailed interview with the local project partner.

The results are then incorporated into an evaluation report that forms the basis for the revision and adaptation of the tool to user requirements.