DELIVERABLE D6.1

RESULTS OF THE SURVEY ON BIOTECH AND SME NEEDS AND SERVICE GAPS

WP6 – Industry Collaboration and Open Innovation Models

Lead Beneficiary: EATRIS-ERIC

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Contributing Partner(s): Biocat

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EXECUTIVE SUMMARY

EATRIS-Plus is a flagship project aiming to consolidate our infrastructure's capacities in the field of personalised medicine. One of the main objectives of the project is to accelerate outreach to SMEs and build long-term engagement with bioclusters.

In order to be able to reach more potential industry users and further diversify EATRIS' revenue streams, this task will pilot a collaboration programme with Biocat (comprising 1,060 companies, 580 of which biotech, medtech and pharma). Activities designed to raise the profile of the research infrastructure (RI) towards industry associations and their member companies will be evaluated, with impactful activities to be further expanded to other cluster regions.

As one of the first activities, Task 6.2 - *Accelerate outreach to SMEs: build long-term engagement with bioclusters* aimed to further these efforts, Biocat has now performed a survey of SMEs' needs in relation to infrastructure support and access to academic expertise and high-end facilities. The results and discussion are summarised in this Deliverable 6.1.

The results of the survey will help EATRIS-Plus consortium partners refine their engagement strategy towards SMEs.

PROJECT OBJECTIVES

Our flagship project EATRIS-Plus aims to build further it's capabilities including the delivery of innovative scientific tools to support the long-term sustainability strategy of EATRIS as one of Europe's key research infrastructures for Personalised Medicine.

The project spans 4 years (2020-2023), with a consortium that consists of 19 partners within a total budget of 4,9 mil euros. Activities are divided into 9 WPs overseen by the Steering Committee consisting of each WP leader.

The main goals of the EATRIS-Plus project will be to:

- Consolidate EATRIS capacities in the field of PM (particularly omics technologies) to better serve academia and industry and augment the number of EATRIS Innovation Hubs with large pharma;
- Drive patient empowerment through active involvement in the infrastructure's operations.
- Expand strategic partnerships with research infrastructures and other relevant stakeholders;
- Further strengthen the long-term sustainability of the EATRIS financial model.

DETAILED REPORT ON THE DELIVERABLE

BACKGROUND

EATRIS-Plus aims to establish a sustainability plan that ensures the consolidation of the infrastructure as a key player in the European multi-omic research ecosystem. The diversification of the infrastructures' revenue streams through the engagement of industry is vital to achieve this goal.

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Understanding companies' unmet needs in relation to infrastructure support and access to academic expertise - as well as the barriers they face to access such support - is essential to create a tailored industry engagement strategy. This strategy is designed to build long-term and mutually beneficial relations with biotechnology and pharma companies.

With this purpose, Biocat and EATRIS have prepared the first survey "**EATRIS Plus: Survey on SMEs' needs in relation to infrastructure support and access to academic expertise and high-end facilities**". Two surveys of this type will be conducted during the project development, the results of which will be critical to improving EATRIS' positioning and visibility, allowing companies to get the most out of the infrastructures' capabilities, and thus accomplish the EATRIS+ project goals.

The survey was prepared in the first quarter of 2020 and distributed in July 2020 to more than 200 biotech and pharma companies (most of them from Catalonia) and 50 European bioclusters through the communication channels of Biocat, EATRIS and the Council of European Bioregions (CEBR). The results obtained are detailed in the next section and will serve as a key asset to define the infrastructure's industry engagement strategy.

The 35 answers that were collected were 30% less than below than may be expected for such a survey. This might be due to the increased number of surveys that have been distributed to companies in the last year to better understand their needs in this time of widespread uncertainty during the present health emergency for COVID-19, which may have affected the level of responsiveness of the recipients.

Nevertheless, the authors of this deliverable (Biocat and EATRIS) consider that the answers received are sufficient to extract the key findings described in this report.

DESCRIPTION OF WORK

The following pages will be dedicated to the description of significant results obtained in each of the four sections the survey was divided into.

In this first survey, the emphasis was put in understanding what are the main research service gaps found by pharma and biotech companies and the barriers they face when establishing collaborations with academic partners. The 24-question survey is divided into four sections aiming to: (1) understand the profile and general features of the respondents, (2) learn about the R&D activities they carry/foresee and the ones they outsource or plan to outsource, (3) identify the main needs they have when establishing academic collaborations and the barriers they face, and (4) assess the level of awareness of research infrastructures such as EATRIS among the industry.

1. Respondent details

The first page of the questionnaire (4 questions) was devoted to collecting details about the profile, sector, and country of the respondents. The first question, regarding the company name, was kept non-mandatory in order to give participants the option to keep their anonymity.

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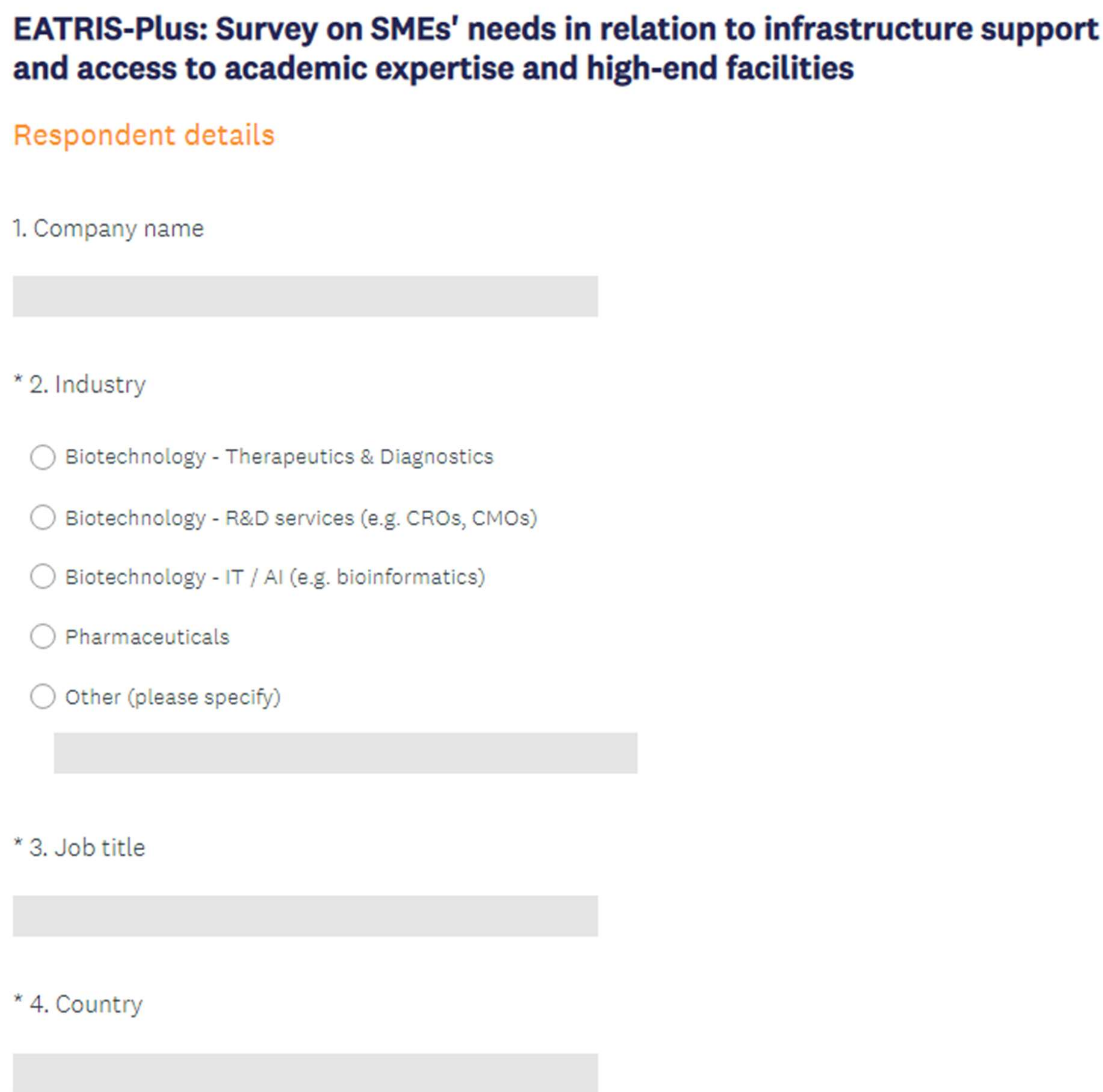

EATRIS-Plus: Survey on SMEs' needs in relation to infrastructure support and access to academic expertise and high-end facilities

Respondent details

1. Company name

* 2. Industry

- Biotechnology - Therapeutics & Diagnostics
- Biotechnology - R&D services (e.g. CROs, CMOs)
- Biotechnology - IT / AI (e.g. bioinformatics)
- Pharmaceuticals
- Other (please specify)

* 3. Job title

* 4. Country

Figure 1. Survey Q1 to Q4 (Section 1) as seen by respondents

Answers collected show that most of the respondents work in the biotech sector (83%), comprising of companies working on therapeutics/diagnostic, R&D services, and Information Technologies/Artificial Intelligence (IT/AI), while the rest work in pharma (14%) and other services (6%) (see Figure 2). The majority of the respondents (almost 90%) occupy managerial positions, most of them (60%) as CEOs/General Directors in their company, and the rest (29%) occupy diverse positions in different areas, including but not limited to operations, business development, R&D, communication, and quality assurance. The remaining 10% identified themselves as program/project managers or preferred not to share their positions.

With respect to the location of companies surveyed, the vast majority of respondents were based in Spain (89%) and a small part of the answers came from other countries around the globe (namely USA, Australia, Bulgaria and France).

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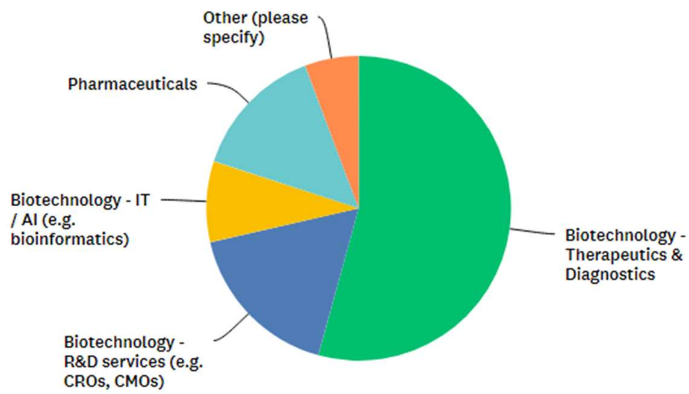
Industry

Answered: 35 Skipped: 0



ANSWER CHOICES		RESPONSES	
Biotechnology - Therapeutics & Diagnostics		54.29%	19
Biotechnology - R&D services (e.g. CROs, CMOs)		17.14%	6
Biotechnology - IT / AI (e.g. bioinformatics)		8.57%	3
Pharmaceuticals		14.29%	5
Other (please specify)	Responses	5.71%	2
TOTAL			35

Figure 2. Answers to Q2 regarding the industry of respondents

2. Activities

In section 2 of the survey the aim was to gain a deeper understanding of the activities and procedures implemented by respondent companies. With that purpose, respondents were asked 3 questions regarding the R&D activities they carry out and outsource.

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Activities

* 5. Current and foreseen R&D activities
(Please specify the main R&D activities carried out in your company)

- ☐ In vitro assays
- ☐ In vivo models
- ☐ Ex vivo assays
- ☐ Circulating biomarker validation/studies
- ☐ Tissue biomarker validation/studies
- ☐ Non-invasive (imaging) biomarker validation/studies
- ☐ Other (please specify)

* 6. Do you outsource any of those activities?

- ◯ Yes
- ◯ No

7. If so, please indicate which activities do you outsource and where do you outsource them
Example: *Service outsourced (Name of service provider)*

Service outsourced 1

Service outsourced 2

Service outsourced 3

Figure 3. Survey Q5 to Q7 (Section 2) as seen by respondents

Answers to Q5 indicate that the most commonly practiced R&D activities among surveyed companies are in vitro assays (57%) and in vivo models (47%). A notable amount of respondent companies also indicated being involved in circulating and/or tissue biomarker validation/studies (a 33% and a 30% respectively). A less significant fraction of respondents appear to be engaged in other practices such as ex vivo assays and imaging biomarker validation (13% in both cases).

Other R&D activities mentioned by respondents in “Other” option (open field) are genetic modification, toxicology, vaccine manufacturing, clinical trials, software development and analytical chemistry.

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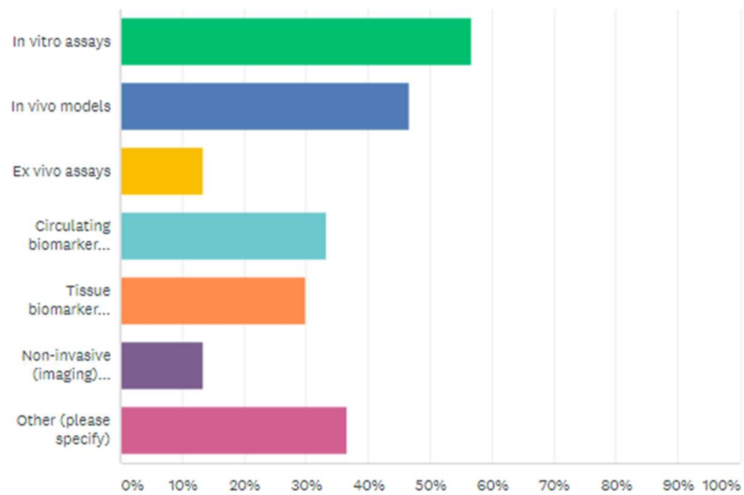
Current and foreseen R&D activities(Please specify the main R&D activities carried out in your company)

Answered: 30 Skipped: 5



ANSWER CHOICES		RESPONSES	
In vitro assays		56.67%	17
In vivo models		46.67%	14
Ex vivo assays		13.33%	4
Circulating biomarker validation/studies		33.33%	10
Tissue biomarker validation/studies		30.00%	9
Non-invasive (imaging) biomarker validation/studies		13.33%	4
Other (please specify)	Responses	36.67%	11
Total Respondents: 30			

Figure 4. Answers to Q5 regarding R&D activities carried out/foreseen by respondents

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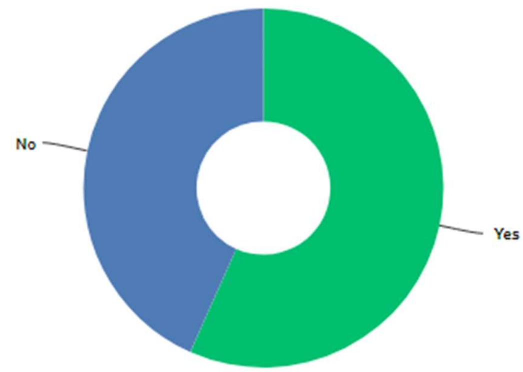
Do you outsource any of those activities?

Answered: 30 Skipped: 5



ANSWER CHOICES	RESPONSES	
Yes	56.67%	17
No	43.33%	13
TOTAL		30

Figure 5. Answers to Q6 regarding the outsourcing of R&D services

As seen in figure 5, more than half of respondents stated that they outsource some of these R&D services, while 43% indicated that they do not. 33 answers from 14 respondents were collected with respect to the specific services outsourced and the service providers they collaborate with (Q7). The most common answers with regards to the services outsourced were, as expected, in vivo models and in vitro and ex vivo assays. Other services mentioned include analytical chemistry, prototype development, toxicology studies, qualified presumption of safety (QPS), sequencing, patients recruitment/sample collection and freeze-drying, among others. As for the service providers, most activities were outsourced to research institutes and organisations (IDIBELL, Irsicaixa, IBEC, VHIO, CNIO, IBT BioServices) and CROs (Covenance, Scope, Sequani). A significant amount of these services were outsourced to universities (University of Minnesota, Autonomous University of Barcelona), laboratories and medical centers (Hospital de Sant Pau, Hospital Vall d'Hebron) and technological centers (Leitat, Eurecat).

3. SMEs' needs and barriers

Questions in Section 3 focused on getting a deeper understanding of the needs and barriers biotech and pharma companies face when establishing collaborations with academic partners, the tools and mechanisms they use to establish such collaborations and their level of involvement and awareness of European initiatives.

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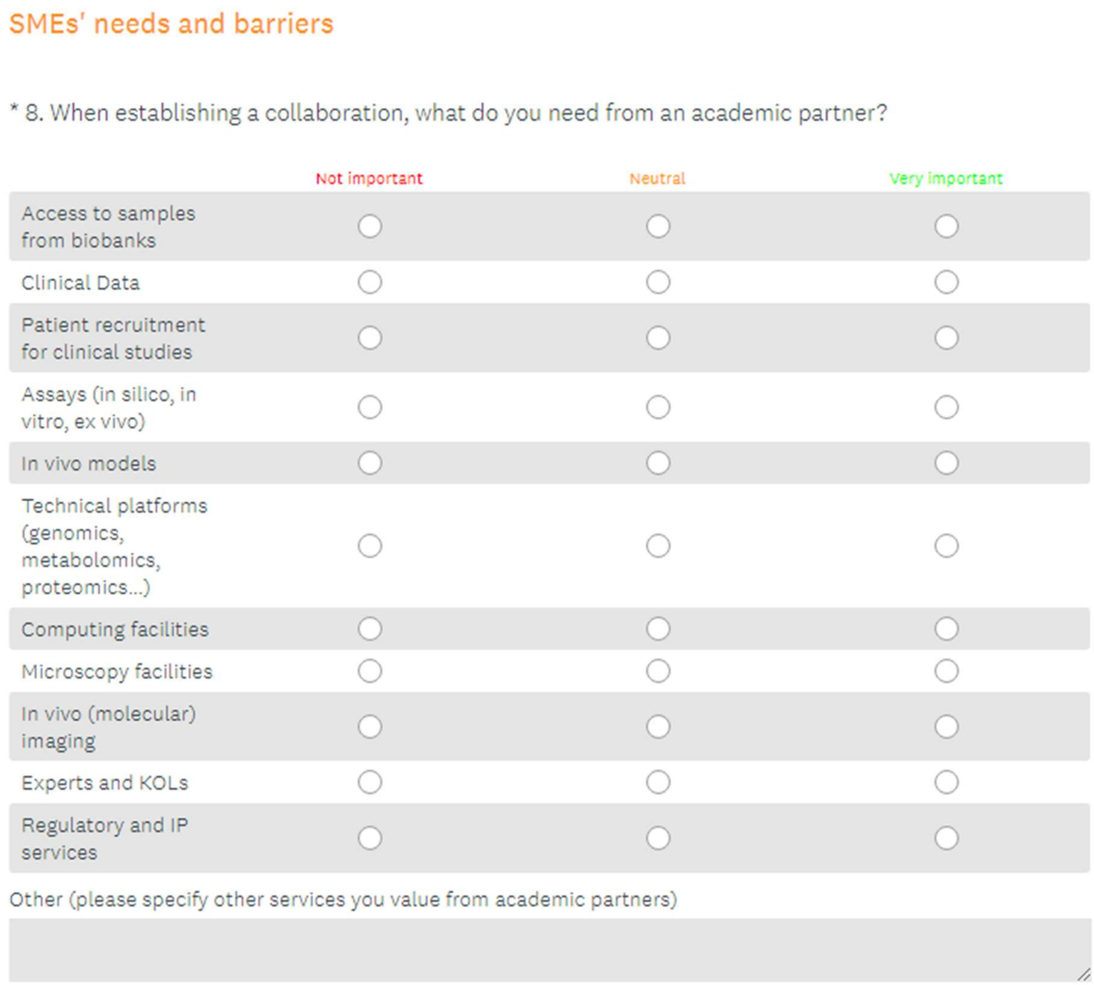

SMEs' needs and barriers

* 8. When establishing a collaboration, what do you need from an academic partner?

	Not important	Neutral	Very important
Access to samples from biobanks	○	○	○
Clinical Data	○	○	○
Patient recruitment for clinical studies	○	○	○
Assays (in silico, in vitro, ex vivo)	○	○	○
In vivo models	○	○	○
Technical platforms (genomics, metabolomics, proteomics...)	○	○	○
Computing facilities	○	○	○
Microscopy facilities	○	○	○
In vivo (molecular) imaging	○	○	○
Experts and KOLs	○	○	○
Regulatory and IP services	○	○	○

Other (please specify other services you value from academic partners)

Figure 6. Survey Q8 (Section 3) as seen by respondents

According to the results of Q8, the services/activities most demanded by companies when establishing collaborations with academic partners are patient recruitment for clinical studies, assays (in silico, in vitro, ex vivo) and in vivo models (54% consider the three of them very important), together with connection with experts and key opinion leaders (KOLs) (52%) and access to clinical data (48%). Other services such as computing and microscopy facilities appear to be of less importance to a good part of respondents (92% and 85% respectively marked them as neutral or not very important), followed by in vivo imaging (80%) and regulatory and IP services (75%).

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	NOT IMPORTANT	NEUTRAL	VERY IMPORTANT
Access to samples from biobanks	29.63% 8	29.63% 8	40.74% 11
Clinical Data	18.52% 5	33.33% 9	48.15% 13
Patient recruitment for clinical studies	23.08% 6	23.08% 6	53.85% 14
Assays (in silico, in vitro, ex vivo)	19.23% 5	26.92% 7	53.85% 14
In vivo models	23.08% 6	23.08% 6	53.85% 14
Technical platforms (genomics, metabolomics, proteomics...)	20.00% 5	44.00% 11	36.00% 9
Computing facilities	37.50% 9	54.17% 13	8.33% 2
Microscopy facilities	38.46% 10	46.15% 12	15.38% 4
In vivo (molecular) imaging	44.00% 11	36.00% 9	20.00% 5
Experts and KOLs	12.00% 3	36.00% 9	52.00% 13
Regulatory and IP services	33.33% 8	41.67% 10	25.00% 6

Figure 7. Answers to Q8 regarding respondents' main needs when establishing academic collaborations

* 9. Which barriers do you encounter when establishing academic collaborations?

- ☐ Identification of suitable experts or facilities
- ☐ Lack of availability/speed in the desired time period
- ☐ Reliability of partner is a risk
- ☐ Lack of experienced legal department for negotiations
- ☐ Lack of clarity regarding the available services
- ☐ Access to information (literature, protocols, etc.)
- ☐ Access to resources (samples, data, platforms, contacts, etc)
- ☐ Other barriers (please specify)

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10. Please indicate which search tools/networks you use to identify experts and partnership opportunities

- [ ] My own networks
- [ ] My cluster organisation networks
- [ ] Search in SMEs platforms (such as EEN)
- [ ] Search in EU databases (such as CORDIS)
- [ ] Search in Cluster platforms (like CEBR or ECCP)
- [ ] Industry partnering events (such as BIO-Europe)
- [ ] Google search
- [ ] Other (please specify)

Figure 8. Survey Q9 and 10 (Section 3) as seen by respondents

With regards to the barriers that are encountered when establishing these collaborations, the most predominant answer refers to the lack of availability/speed in the desired time period (70%). Other significant barriers for companies appear to be the identification of suitable partners or facilities (33%), the reliability of the partner being a risk (33%) and the lack of an experienced legal department for negotiations (22%). Respondents have not expressed to find as many barriers when it comes to the clarity regarding available services and the access to resources (11%) or the access to information (4%).

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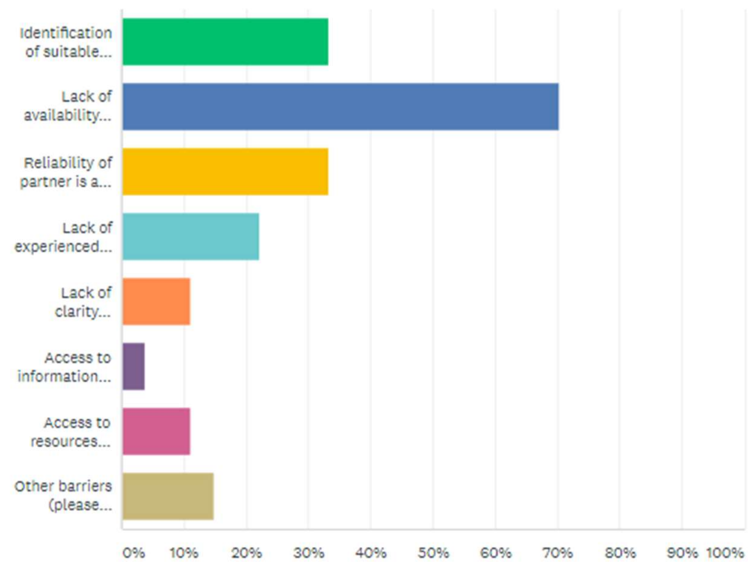
Which barriers do you encounter when establishing academic collaborations?

Answered: 27 Skipped: 9



ANSWER CHOICES		RESPONSES	
Identification of suitable experts or facilities		33.33%	9
Lack of availability/speed in the desired time period		70.37%	19
Reliability of partner is a risk		33.33%	9
Lack of experienced legal department for negotiations		22.22%	6
Lack of clarity regarding the available services		11.11%	3
Access to information (literature, protocols, etc.)		3.70%	1
Access to resources (samples, data, platforms, contacts, etc)		11.11%	3
Other barriers (please specify)	Responses	14.81%	4

Figure 9. Answers to Q9 regarding barriers respondents find when establishing academic collaborations

With respect to the tools and mechanisms used to identify partners, all respondents use their own networks to establish these collaborations. Apart from their own networks, half of respondents also rely on their cluster organization's networks and a similar amount rely on google search (45,83%) and industry partnering events (41,67%). Barely one 1/8 of respondents use SME platforms (e.g., EEC) to identify potential partners, and other tools like EU databases (e.g., CORDIS) and cluster platforms (e.g. CEBR, ECCP) appear to be even less exploited options (<5%) by companies responding to the survey.

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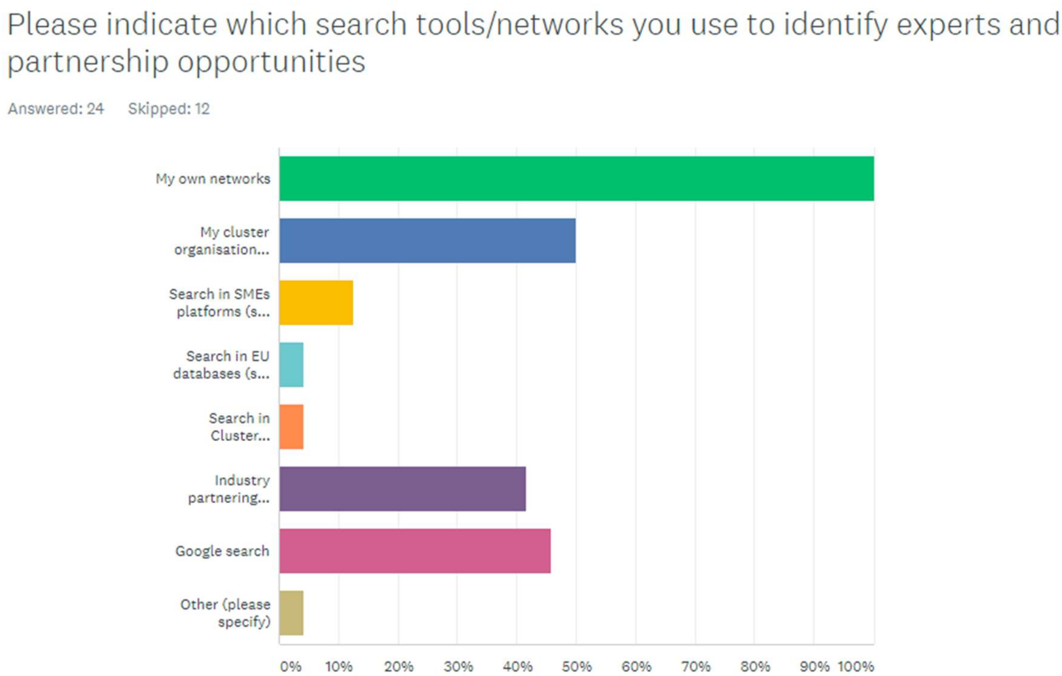

Figure 10. Answers to Q10 regarding tools used to identify partnership opportunities

Q11 aimed at finding out which training topics are more interesting for companies seeking to establishing academic partnerships for R&D purposes.

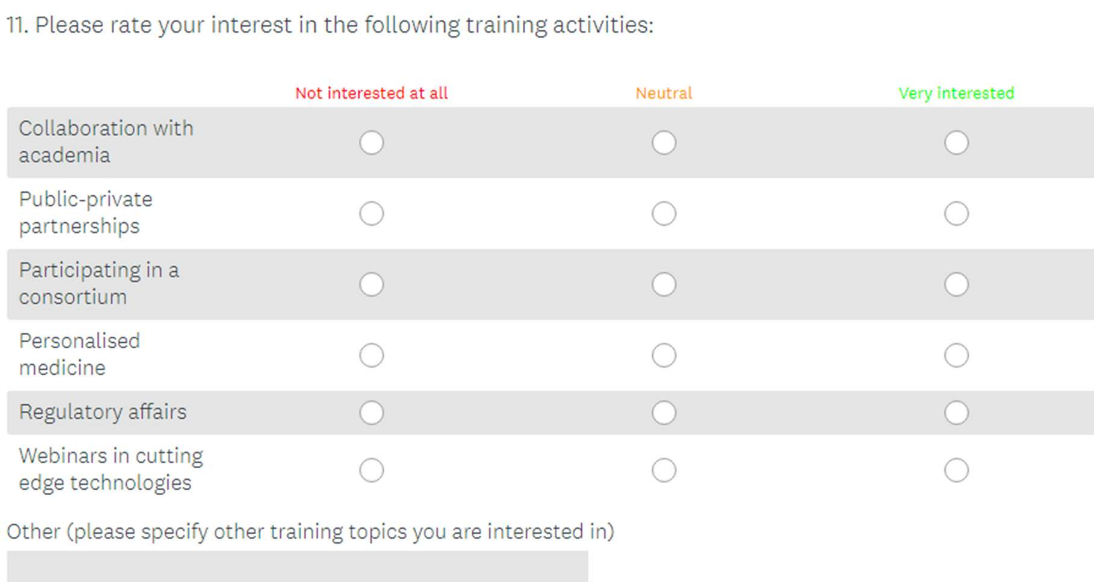

Figure 11. Survey Q11 (Section 3) as seen by respondents

Almost two thirds of the surveyed companies (62%) indicated that they would be interested in receiving training about participating in a consortium, and 59% are interested in the topic of public-private partnerships. More than 40% of respondents expressed that they would be open to receiving training on collaboration with academia, regulatory affairs and/or personalised medicine. Cutting-edge technologies, on the other hand, appear to be the less demanded training topic among surveyed companies, with a 74% stating to be neutral or not interested.

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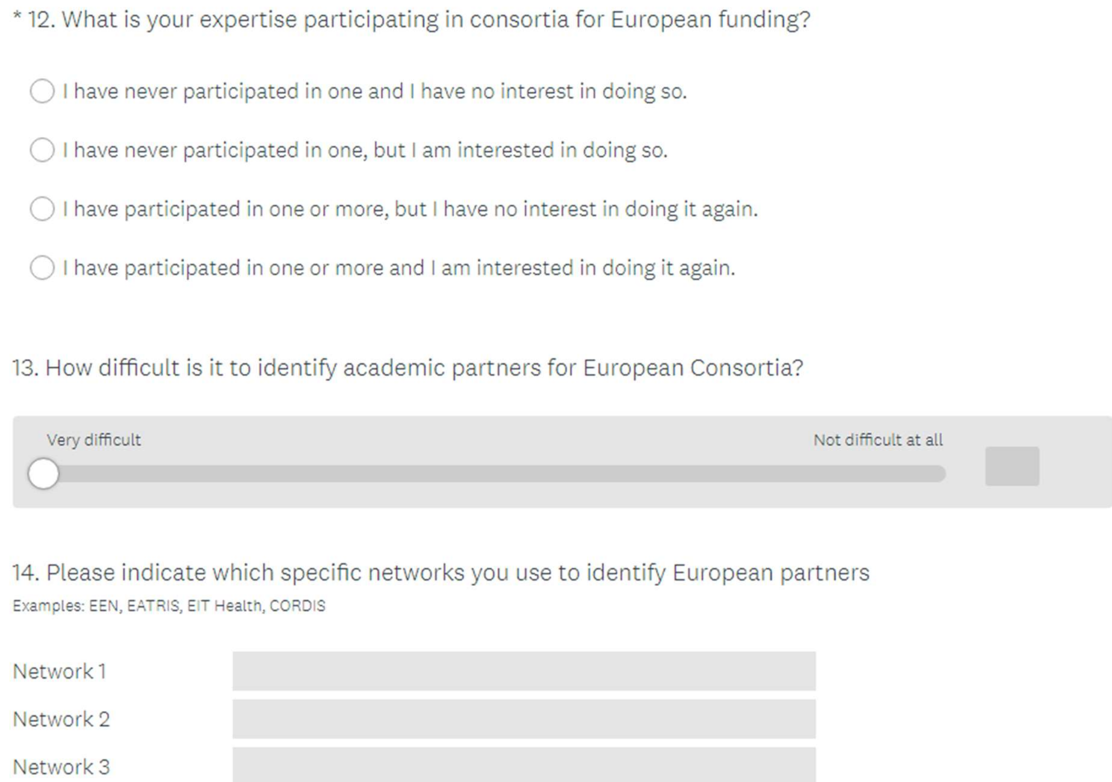
The last questions of section 3 revolved around the topic of European Consortia and aimed to assess the level of experience of respondents in such initiatives and the networks and mechanisms they use to engage in them.



* 12. What is your expertise participating in consortia for European funding?

- I have never participated in one and I have no interest in doing so.
- I have never participated in one, but I am interested in doing so.
- I have participated in one or more, but I have no interest in doing it again.
- I have participated in one or more and I am interested in doing it again.

13. How difficult is it to identify academic partners for European Consortia?

Very difficult — Not difficult at all

14. Please indicate which specific networks you use to identify European partners

Examples: EEN, EATRIS, EIT Health, CORDIS

Network 1

Network 2

Network 3

Figure 12. Survey Q12 to Q14 (Section 3) as seen by respondents

The majority of respondents (63%) have experience participating in European Consortia and are interested in doing it again, while 27% have no experience but would be keen on it. While all of the respondents with previous experience show interest in doing it again, two of them manifested to have neither interest nor experience in these initiatives.

As for the level of difficulty to identify academic partners for European consortia, answers obtained do not lead to significant conclusions. 20% of respondents indicated to find it very difficult while another 20% indicated to find it not difficult at all and the remaining 60% stayed neutral.

Results of Q14 show that the two most commonly used networks to identify European partners by the 14 respondent companies are EIT Health (33,33%) and CORDIS (28,57%). Other answers include Europe Enterprise Network (EEN), IMI2 partner search tool and LinkedIn.

4. EATRIS

The last section of the questionnaire is devoted to gathering inputs relevant for the improvement of the current industry engagement strategy. With that purpose, eight questions were asked in order to assess the awareness level of European Research Infrastructures (EATRIS in particular), the fit between their service offer and the needs of biotech and pharma companies and the willingness of respondents to consider EATRIS as a potential partner for academic collaborations.

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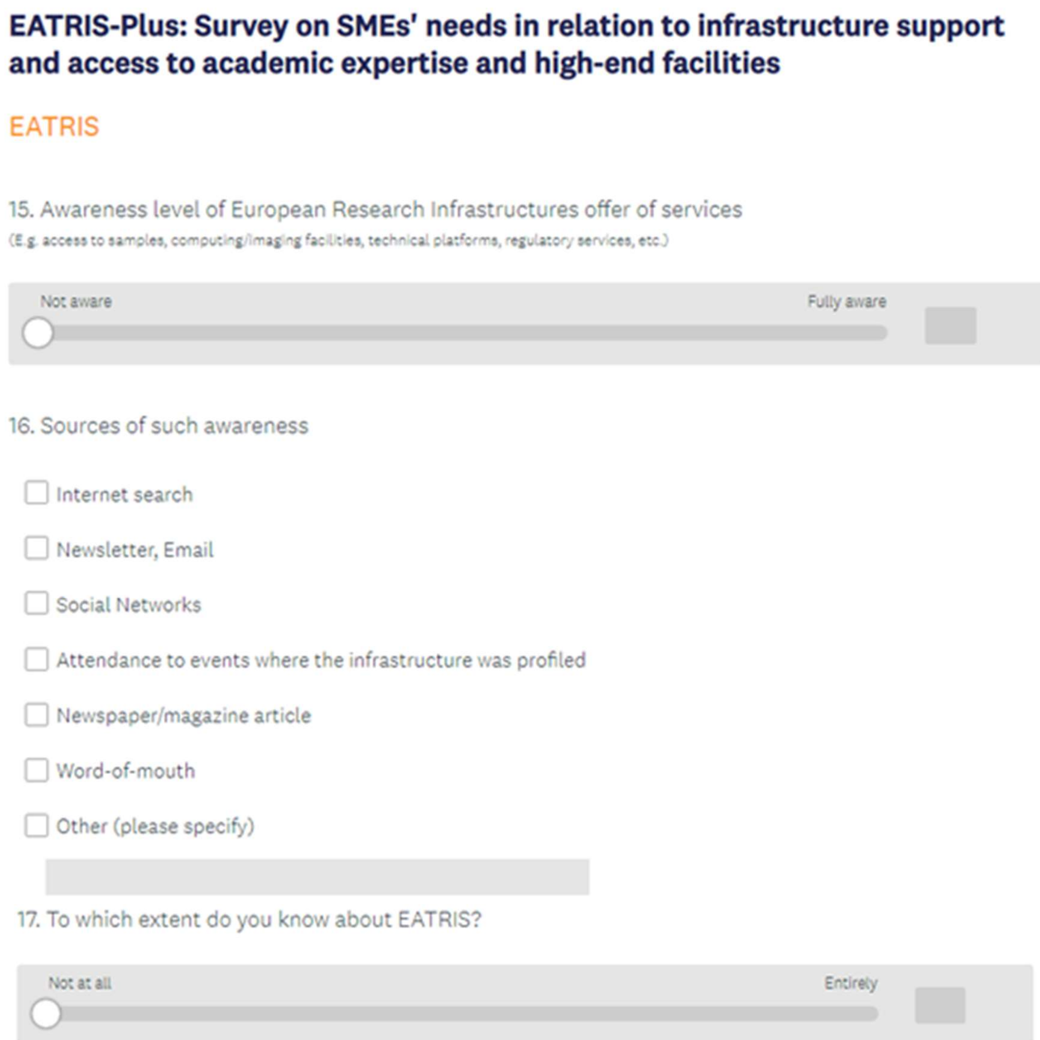
EATRIS-Plus: Survey on SMEs' needs in relation to infrastructure support and access to academic expertise and high-end facilities

EATRIS

15. Awareness level of European Research Infrastructures offer of services
(E.g. access to samples, computing/imaging facilities, technical platforms, regulatory services, etc.)

Not aware — Fully aware

16. Sources of such awareness

- [ ] Internet search
- [ ] Newsletter, Email
- [ ] Social Networks
- [ ] Attendance to events where the infrastructure was profiled
- [ ] Newspaper/magazine article
- [ ] Word-of-mouth
- [ ] Other (please specify)

17. To which extent do you know about EATRIS?

Not at all — Entirely

Figure 13. Survey Q15 to Q17 (Section 4) as seen by respondents

Regarding the level of awareness of European Research infrastructures offer of services, 70% of respondents manifested to have little to no awareness of them, 25% indicated that they have a certain degree of knowledge and only a 10% expressed to be highly aware of them. As for the level of awareness of EATRIS, only 9 answers were collected, which indicated a generally low level of awareness (77% stated to have little to no knowledge about it).

Results of Q16 show that their awareness arises mainly from internet searches (75%), newsletter and email communication (60%) and word of mouth (50%). Attendance to events (40%) and social networks (30%) are also relevant sources of awareness, while newspapers and magazines appear to be less frequently used as information sources (15%).

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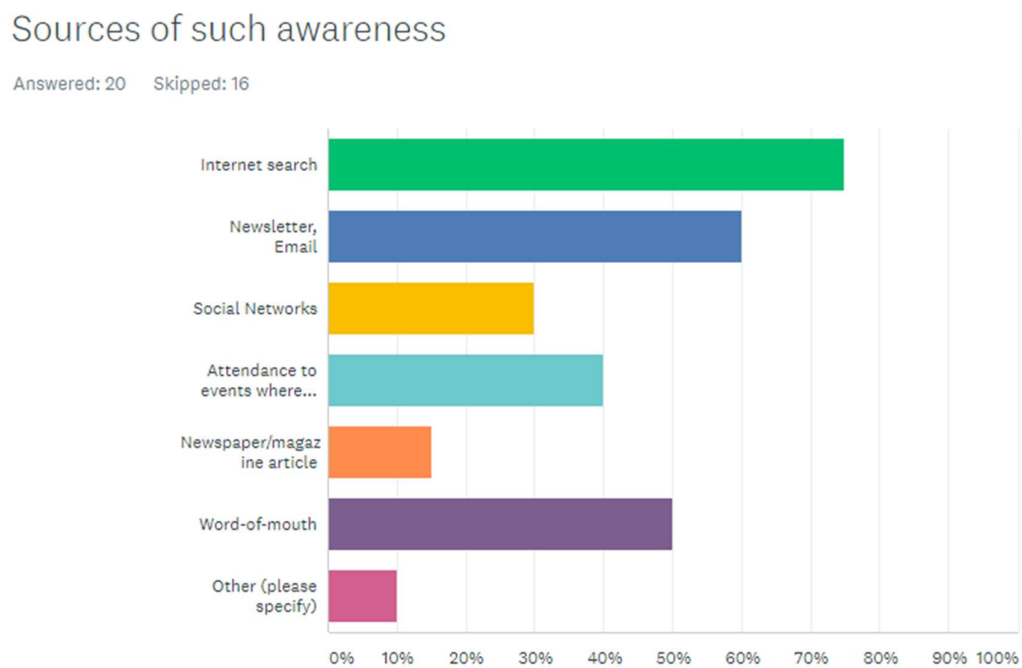

Figure 14. Answers to Q16 regarding sources of awareness of European RI

Questions 18 and 19 aimed to study the fit between EATRIS' offer of services and industry needs by asking respondents to mark the best fitting services and to describe those they find missing.

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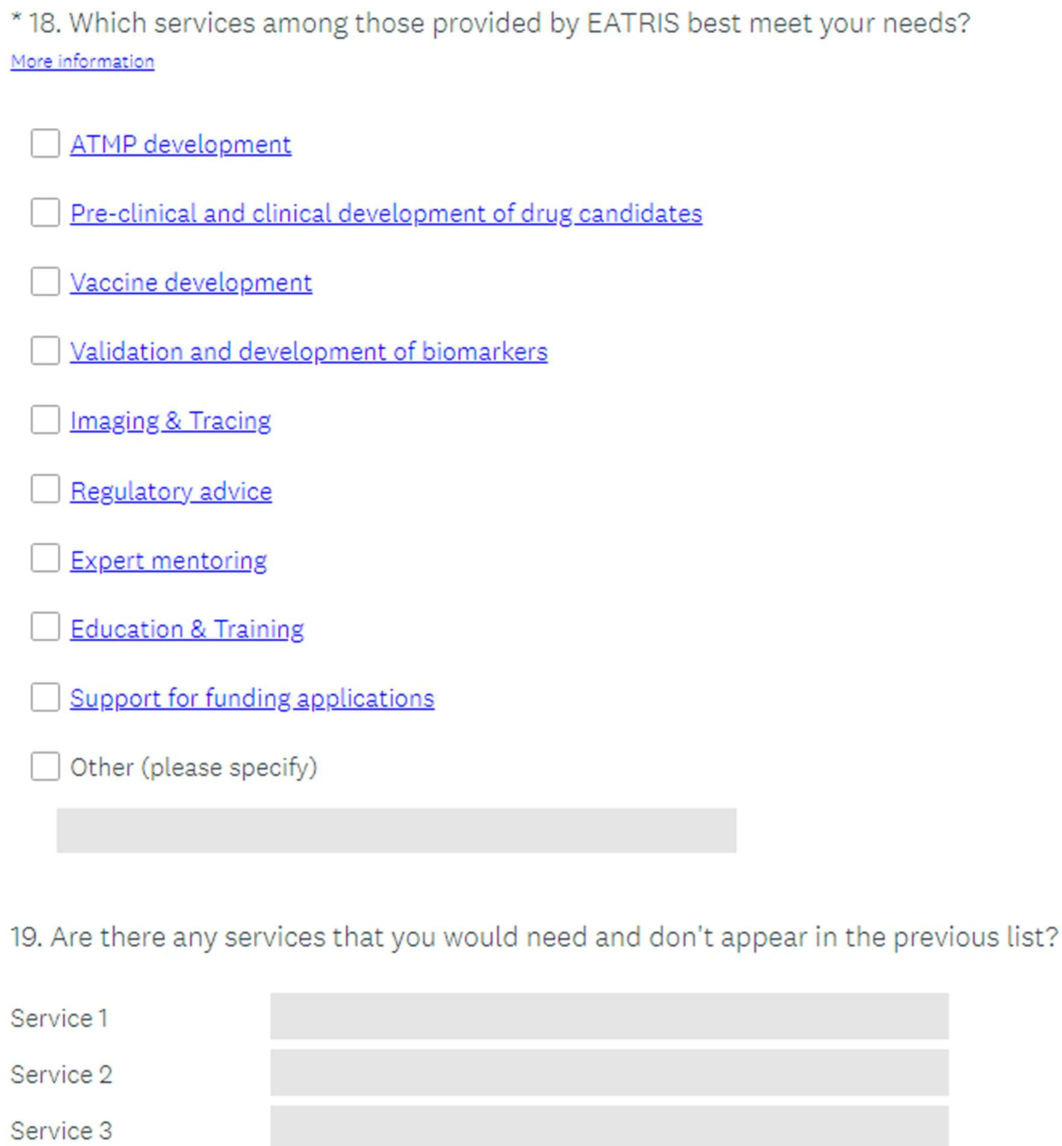

* 18. Which services among those provided by EATRIS best meet your needs?

More information

- [ ] ATMP development
- [ ] Pre-clinical and clinical development of drug candidates
- [ ] Vaccine development
- [ ] Validation and development of biomarkers
- [ ] Imaging & Tracing
- [ ] Regulatory advice
- [ ] Expert mentoring
- [ ] Education & Training
- [ ] Support for funding applications
- [ ] Other (please specify)

19. Are there any services that you would need and don't appear in the previous list?

Service 1

Service 2

Service 3

Figure 15. Survey Q18 and Q19 (Section 4) as seen by respondents

Answers to Q18 clearly show that the generally most demanded/fitting service for most respondents is the pre-clinical and clinical development of drug candidates (67%). Other services with a remarkable fit with respondent companies' needs are Regulatory Advice (48%), Support for Funding Applications (43%) and Validation and Development of Biomarkers (39%). ATMP development (10%), Imaging and Tracing (10%) and Vaccine Development (14%), on the other hand, appear to be the least relevant/fitting services for most surveyed companies.

As for the services they find missing, most respondents decided to skip this question. Only one respondent mentioned that they were missing matchmaking services in the offer.

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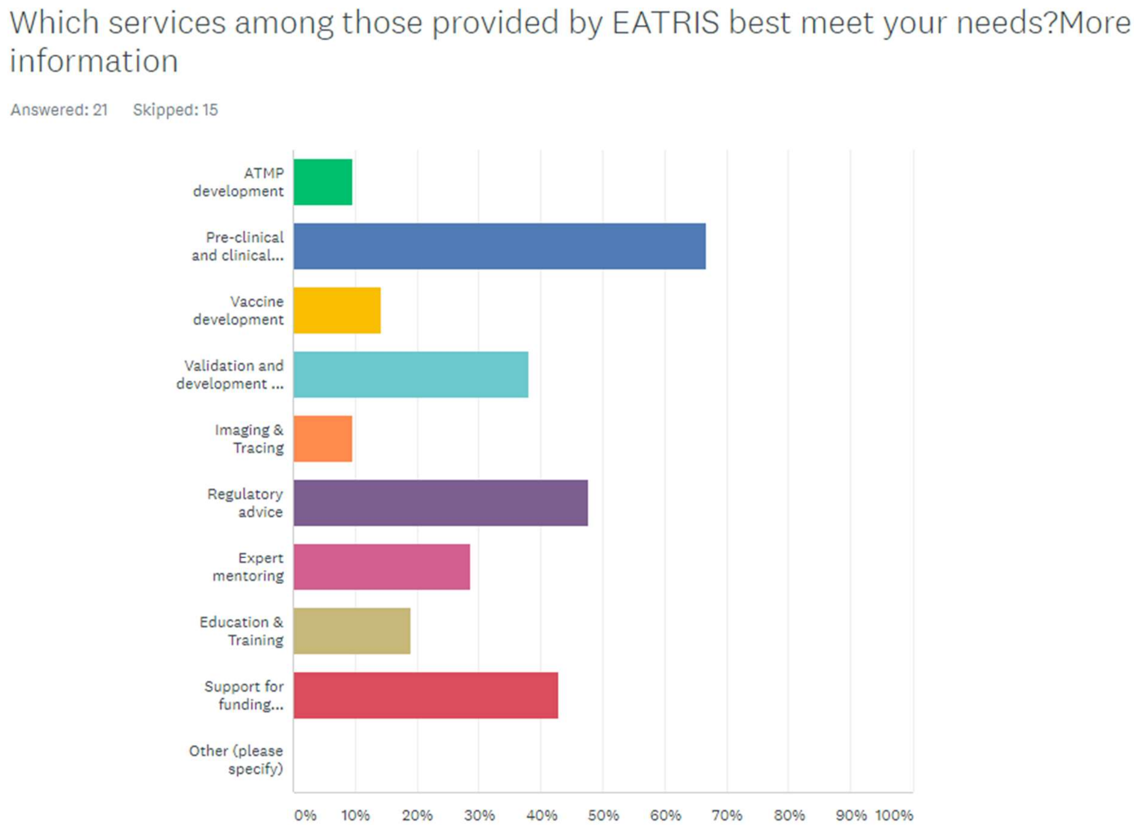

Figure 16. Answers to Q18 regarding the fit between respondents' needs and EATRIS' offer of services

The last questions of the survey aimed to create connections to explore collaboration opportunities with respondents. As stated, one of the goals of EATRIS-Plus project is to raise awareness and consolidate EATRIS capacities in the field of Personalised Medicine to better serve academia and industry, as well as expand strategic partnerships with research infrastructures and other relevant stakeholders. Thus, the last questions of the survey were aimed at assessing to which extent is this infrastructure identified as a potential source of partners.

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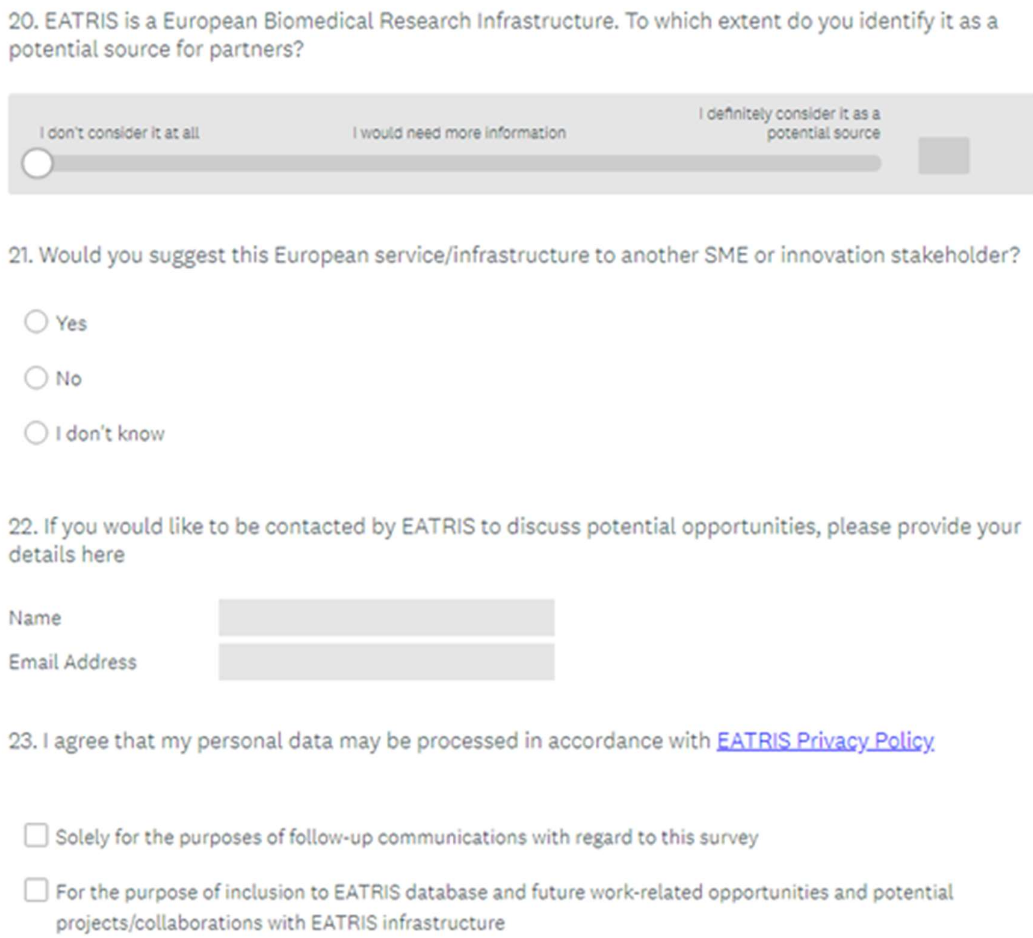


20. EATRIS is a European Biomedical Research Infrastructure. To which extent do you identify it as a potential source for partners?

I don't consider it at all | I would need more information | I definitely consider it as a potential source

21. Would you suggest this European service/infrastructure to another SME or innovation stakeholder?

- Yes
- No
- I don't know

22. If you would like to be contacted by EATRIS to discuss potential opportunities, please provide your details here

Name

Email Address

23. I agree that my personal data may be processed in accordance with EATRIS Privacy Policy

- Solely for the purposes of follow-up communications with regard to this survey
- For the purpose of inclusion to EATRIS database and future work-related opportunities and potential projects/collaborations with EATRIS infrastructure

Figure 17. Survey Q20 to Q23 (Section 4) as seen by respondents

In Q20, seven respondents (37%) stated that they clearly identify EATRIS as a potential source for academic partners while 58% (11) stayed neutral but open to explore the options. Only one respondent expressed "not to find EATRIS a suitable partner" for academic collaborations. Almost a fifth (19%) of respondents agreed that they would recommend EATRIS to other SMEs or innovation stakeholders, while the remaining 81% expressed that they did not know if they would. It can be assumed that most SMEs do not have enough understanding about partnership opportunities with EATRIS to decide whether they would recommend it to their peers.

A total of 12 companies provided their data to be contacted by EATRIS and discuss potential partnership opportunities with the research infrastructure.

NEXT STEPS

The survey results will be further discussed during the Annual General Assembly of EATRIS-Plus planned for February 2021. Feedback from the companies will help refine the engagement and marketing strategies of EATRIS, including all nodes (e.g. target relevant partnering events, emphasize specific technologies and expertise available within EATRIS institutions). EATRIS Business Development Manager will also be responsible for exploring possible collaboration with the 12 companies that agreed to be contacted.

This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No 871096

ABBREVIATIONS

EATRIS – European Advanced Translational Research Infrastructure in Medicine

SMEs – Small and Medium-sized Enterprises

RI – Research Infrastructure

WP – Work Package

PM – Personalised Medicine

CEBR – Council of European BioRegions

R&D – Research and Development

IT/AI – Information Technologies / Artificial Intelligence

CRO – Contract Research Organisation

CMO – Contract Manufacturing Organisation

CEO – Chief Executive Officer

QPS – Qualified Presumption of Safety

IDIBELL – Bellvitge Institute for Biomedical Research

IrsiCaixa – IrsiCaixa AIDS Research Institute

IBEC – Institute for Bioengineering of Catalonia

VHIO – Vall d'Hebron Institute of Oncology

CNIO – Spanish National Cancer Research Center

IBT Bioservices – Integrated BioTherapeutics, (IBT) Bioservices

KOLs – Key Opinion Leaders

IP – Intellectual Property

EEN – Enterprise Europe Network

CORDIS – Community Research and Development Information Service (European Commission)

ECCP – European Cluster Collaboration Platform

EIT Health – European Institute of Innovation & Technology - Health

IMI2 – Innovative Medicines Initiative (2014-2020)

ATMP – Advanced Therapy Medicinal Products

DELIVERY AND SCHEDULE

This project has received funding from the European Union's Horizon 2020
research and innovation programme under grant agreement No 871096

This deliverable was submitted within the due date 31/12/2020.

ADJUSTMENTS MADE

n/a

APPENDICES

Annex 1 – Survey results

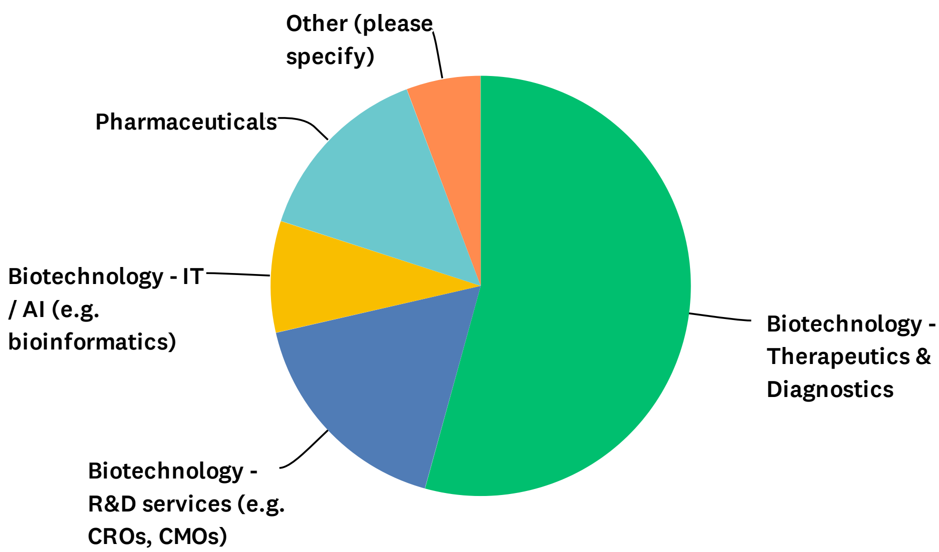
This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No 871096

Q1 Company name

Answered: 32 Skipped: 3

Q2 Industry

Answered: 35 Skipped: 0



ANSWER CHOICES	RESPONSES	
Biotechnology - Therapeutics & Diagnostics	54.29%	19
Biotechnology - R&D services (e.g. CROs, CMOs)	17.14%	6
Biotechnology - IT / AI (e.g. bioinformatics)	8.57%	3
Pharmaceuticals	14.29%	5
Other (please specify)	5.71%	2
TOTAL		35

Q3 Job title

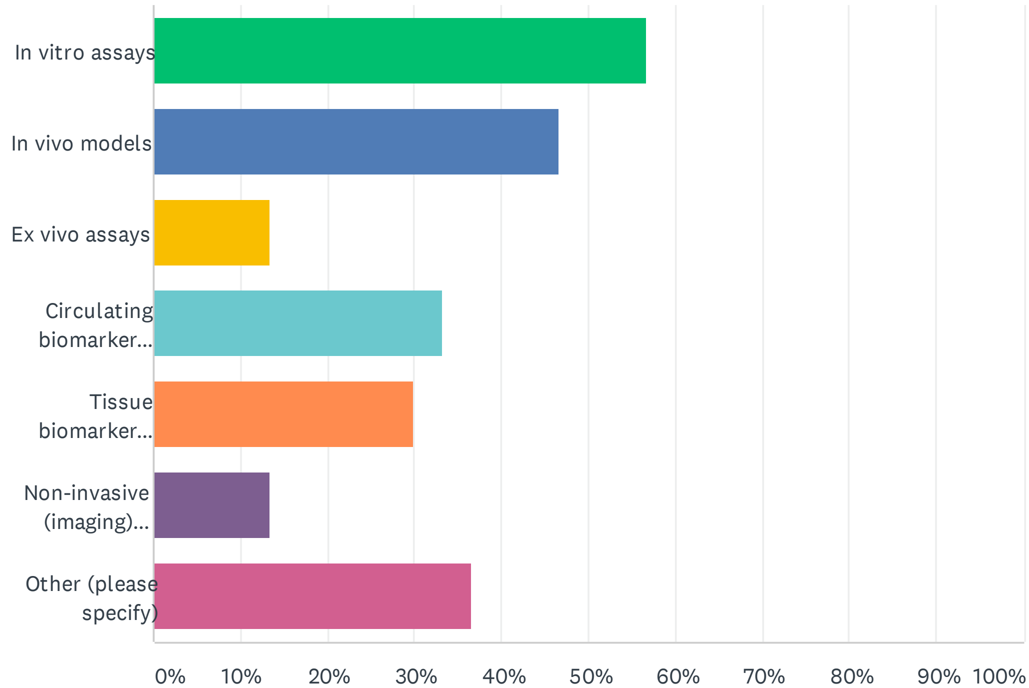
Answered: 35 Skipped: 0

Q4 Country

Answered: 35 Skipped: 0

Q5 Current and foreseen R&D activities(Please specify the main R&D activities carried out in your company)

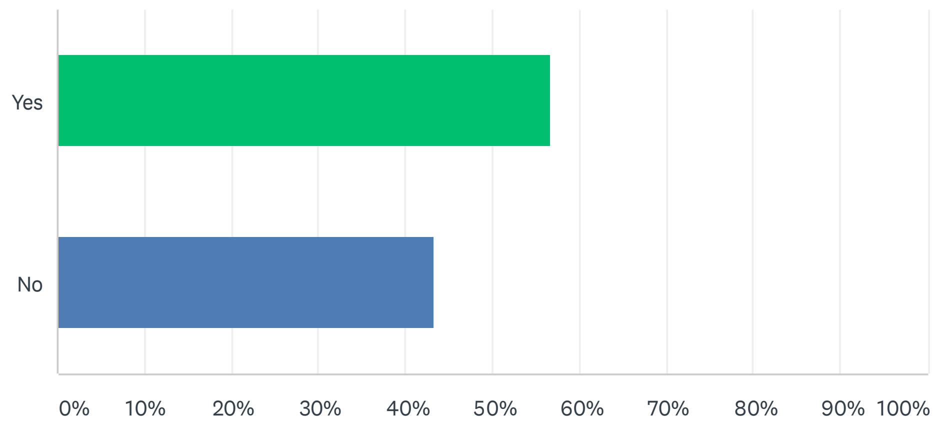
Answered: 30   Skipped: 5



ANSWER CHOICES	RESPONSES	
In vitro assays	56.67%	17
In vivo models	46.67%	14
Ex vivo assays	13.33%	4
Circulating biomarker validation/studies	33.33%	10
Tissue biomarker validation/studies	30.00%	9
Non-invasive (imaging) biomarker validation/studies	13.33%	4
Other (please specify)	36.67%	11
Total Respondents: 30		

Q6 Do you outsource any of those activities?

Answered: 30   Skipped: 5



ANSWER CHOICES	RESPONSES	
Yes	56.67%	17
No	43.33%	13
TOTAL		30

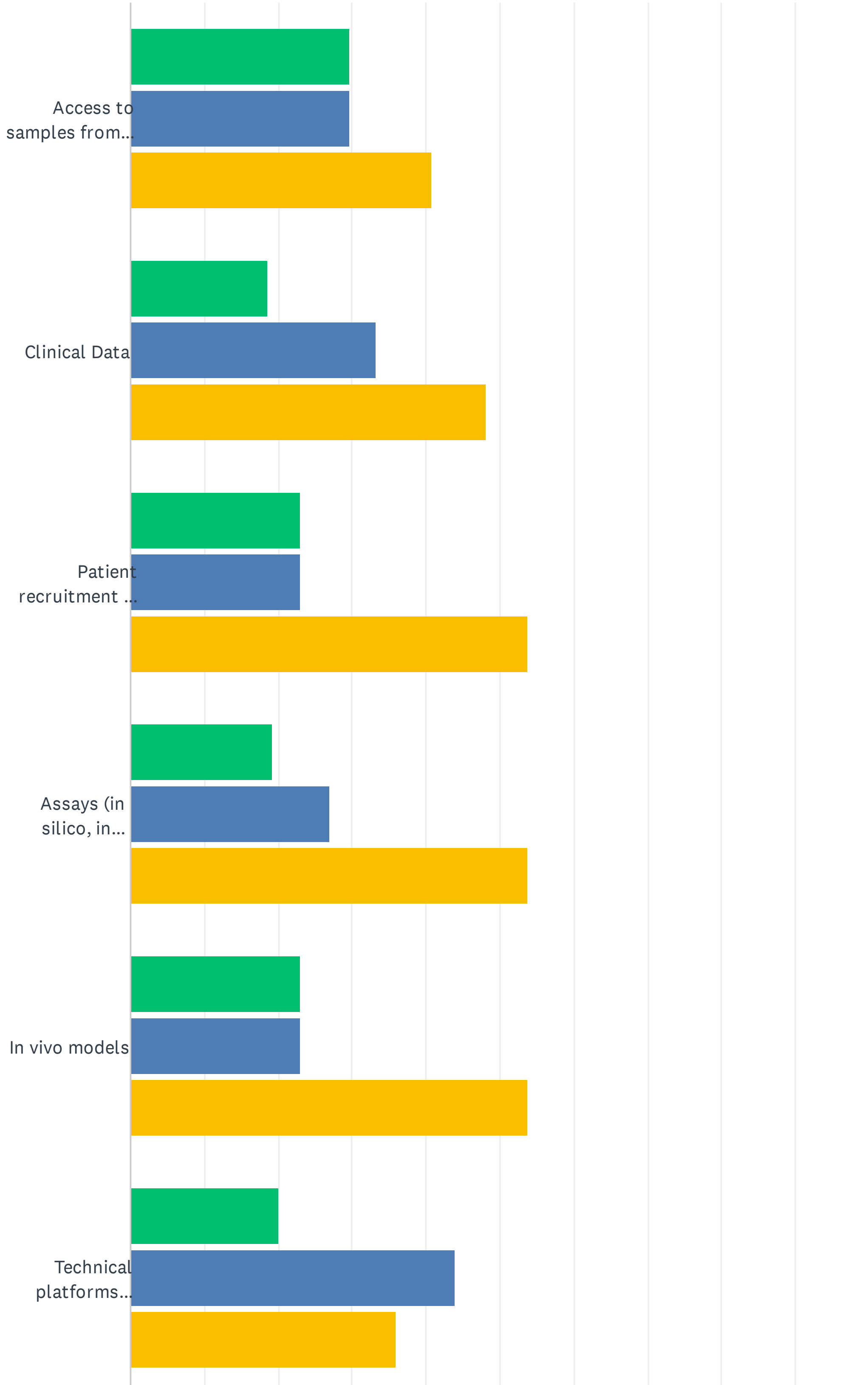
Q7 If so, please indicate which activities do you outsource and where do you outsource themExample: Service outsourced (Name of service provider)

Answered: 14 Skipped: 21

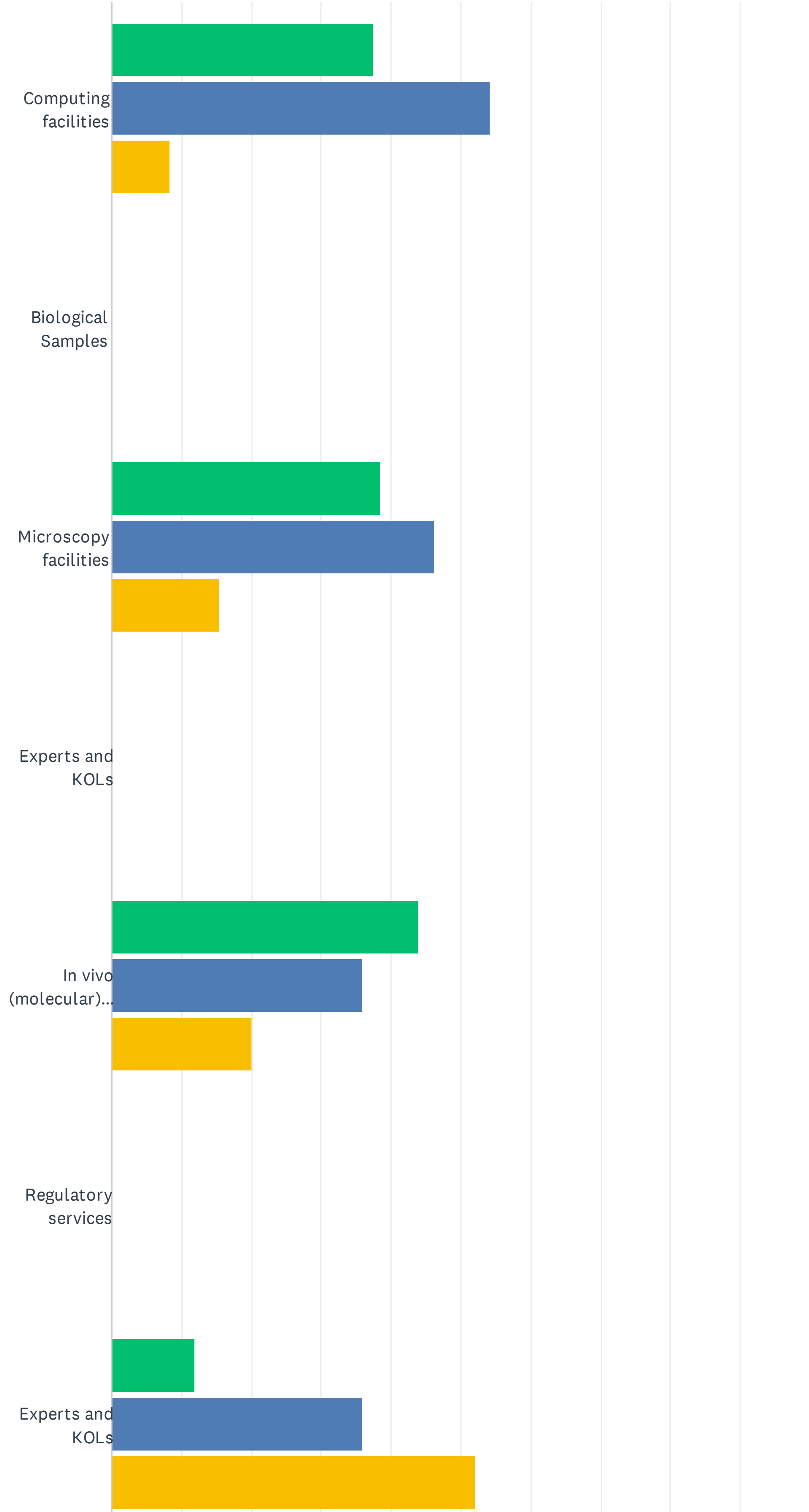
ANSWER CHOICES	RESPONSES	
Service outsourced 1	100.00%	14
Service outsourced 2	92.86%	13
Service outsourced 3	35.71%	5

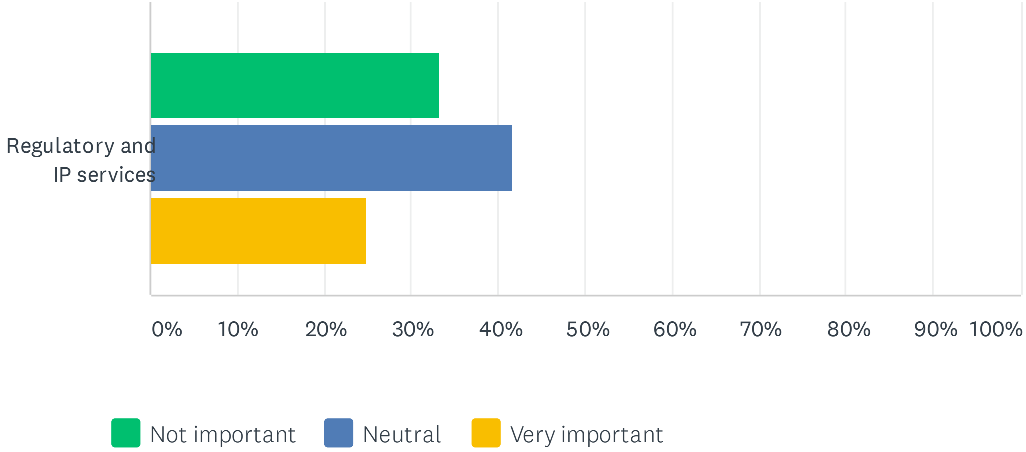
Q8 When establishing a collaboration, what do you need from an academic partner?

Answered: 27 Skipped: 8



EATRIS-Plus: Survey on SMEs' needs in relation to infrastructure support and access to academic expertise and high-end facilities

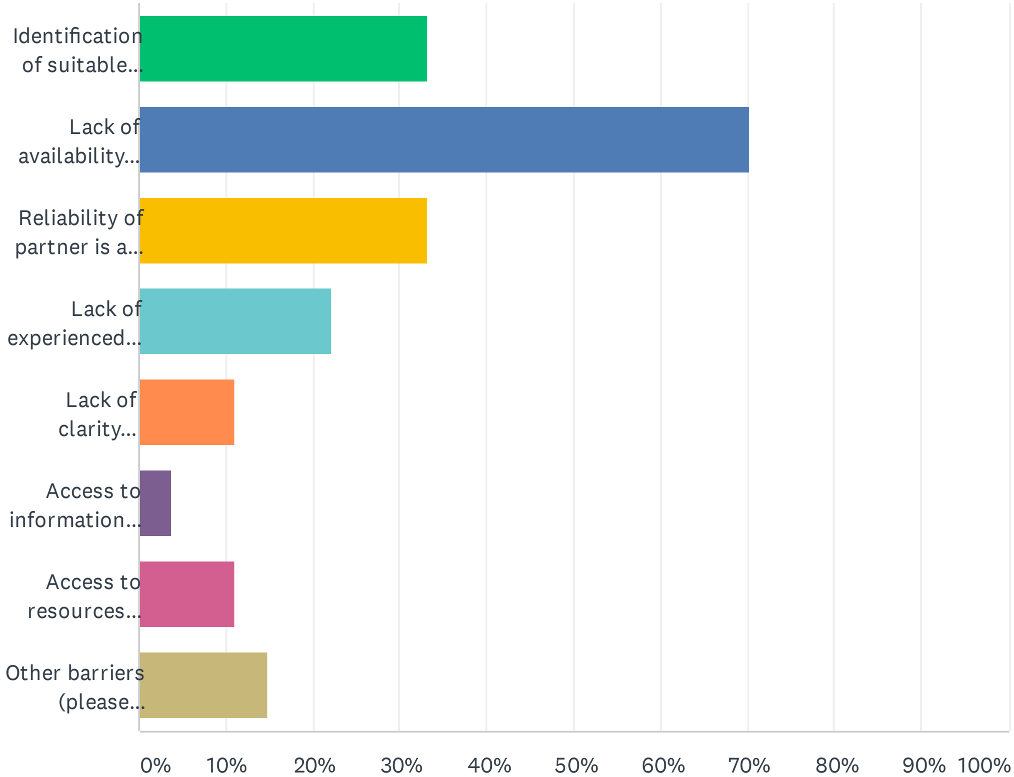




	NOT IMPORTANT	NEUTRAL	VERY IMPORTANT	TOTAL
Access to samples from biobanks	29.63% 8	29.63% 8	40.74% 11	27
Clinical Data	18.52% 5	33.33% 9	48.15% 13	27
Patient recruitment for clinical studies	23.08% 6	23.08% 6	53.85% 14	26
Assays (in silico, in vitro, ex vivo)	19.23% 5	26.92% 7	53.85% 14	26
In vivo models	23.08% 6	23.08% 6	53.85% 14	26
Technical platforms (genomics, metabolomics, proteomics...)	20.00% 5	44.00% 11	36.00% 9	25
Computing facilities	37.50% 9	54.17% 13	8.33% 2	24
Biological Samples	0.00% 0	0.00% 0	0.00% 0	0
Microscopy facilities	38.46% 10	46.15% 12	15.38% 4	26
Experts and KOLs	0.00% 0	0.00% 0	0.00% 0	0
In vivo (molecular) imaging	44.00% 11	36.00% 9	20.00% 5	25
Regulatory services	0.00% 0	0.00% 0	0.00% 0	0
Experts and KOLs	12.00% 3	36.00% 9	52.00% 13	25
Regulatory and IP services	33.33% 8	41.67% 10	25.00% 6	24

Q9 Which barriers do you encounter when establishing academic collaborations?

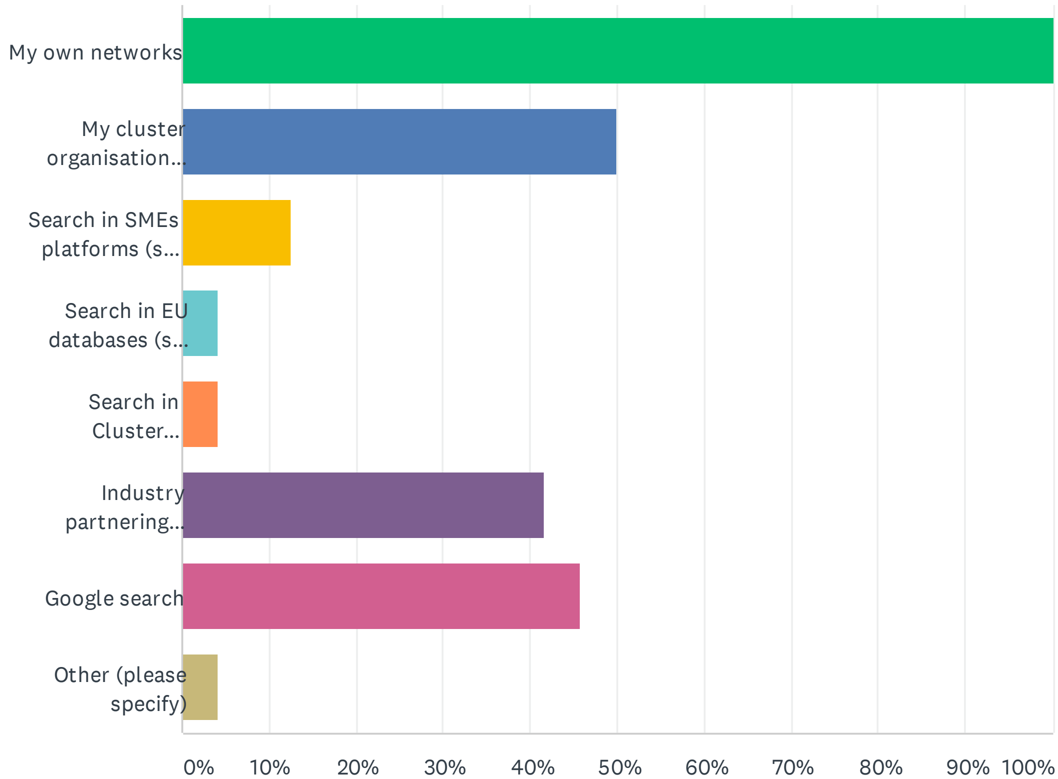
Answered: 27   Skipped: 8



ANSWER CHOICES	RESPONSES	
Identification of suitable experts or facilities	33.33%	9
Lack of availability/speed in the desired time period	70.37%	19
Reliability of partner is a risk	33.33%	9
Lack of experienced legal department for negotiations	22.22%	6
Lack of clarity regarding the available services	11.11%	3
Access to information (literature, protocols, etc.)	3.70%	1
Access to resources (samples, data, platforms, contacts, etc)	11.11%	3
Other barriers (please specify)	14.81%	4
Total Respondents: 27		

Q10 Please indicate which search tools/networks you use to identify experts and partnership opportunities

Answered: 24   Skipped: 11

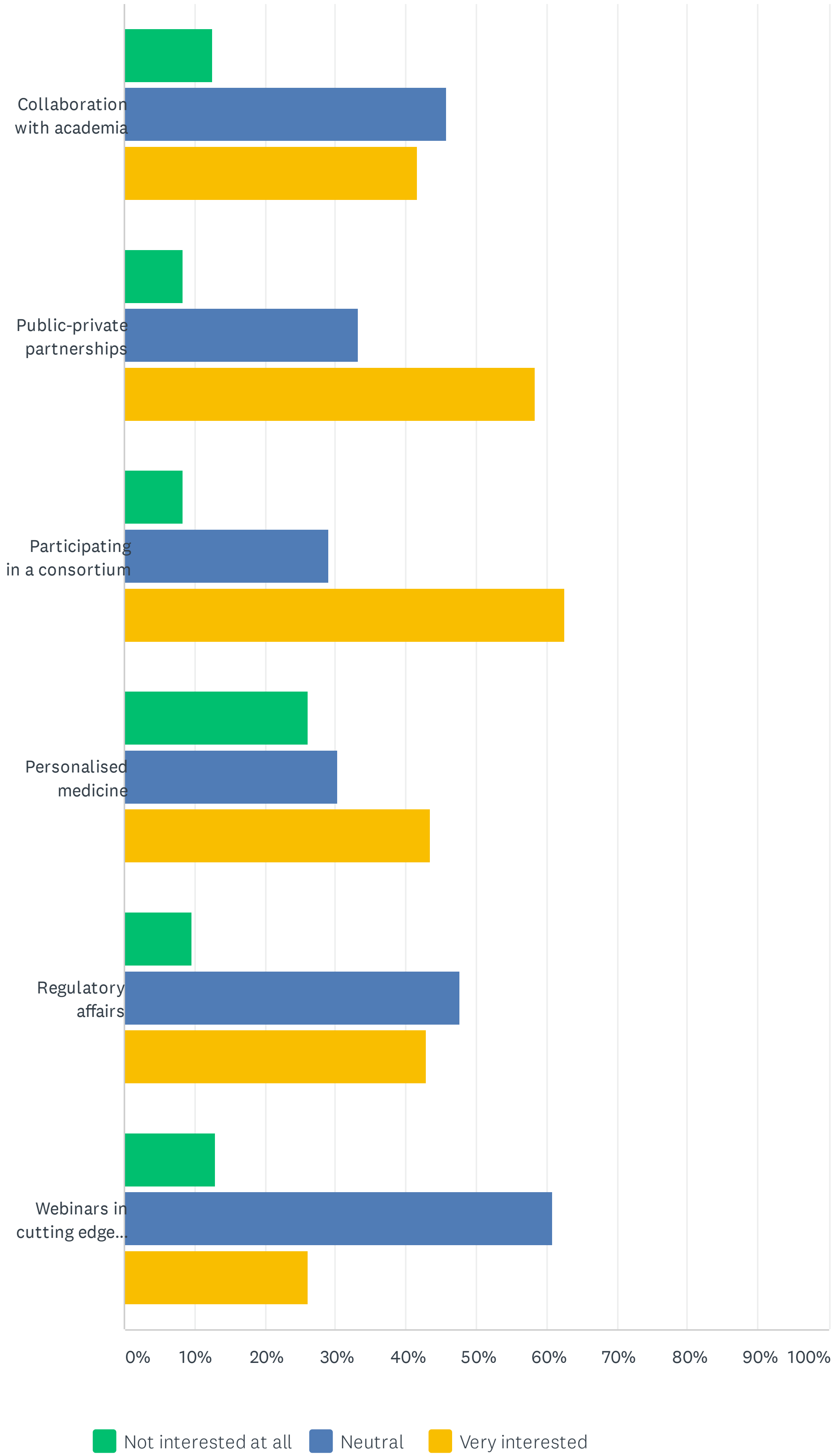


ANSWER CHOICES	RESPONSES	
My own networks	100.00%	24
My cluster organisation networks	50.00%	12
Search in SMEs platforms (such as EEN)	12.50%	3
Search in EU databases (such as CORDIS)	4.17%	1
Search in Cluster platforms (like CEBR or ECCP)	4.17%	1
Industry partnering events (such as BIO-Europe)	41.67%	10
Google search	45.83%	11
Other (please specify)	4.17%	1
Total Respondents: 24		

Q11 Please rate your interest in the following training activities:

Answered: 24 Skipped: 11

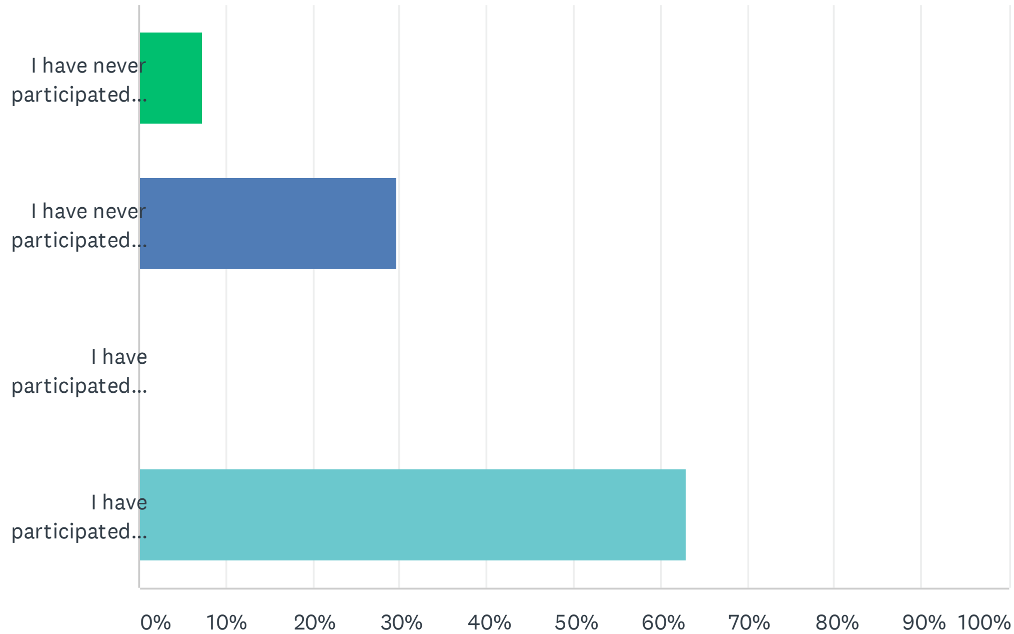
EATRIS-Plus: Survey on SMEs' needs in relation to infrastructure support and access to academic expertise and high-end facilities



	NOT INTERESTED AT ALL	NEUTRAL	VERY INTERESTED	TOTAL	WEIGHTED AVERAGE
Collaboration with academia	12.50% 3	45.83% 11	41.67% 10	24	2.29
Public-private partnerships	8.33% 2	33.33% 8	58.33% 14	24	2.50
Participating in a consortium	8.33% 2	29.17% 7	62.50% 15	24	2.54
Personalised medicine	26.09% 6	30.43% 7	43.48% 10	23	2.17
Regulatory affairs	9.52% 2	47.62% 10	42.86% 9	21	2.33
Webinars in cutting edge technologies	13.04% 3	60.87% 14	26.09% 6	23	2.13

Q12 What is your expertise participating in consortia for European funding?

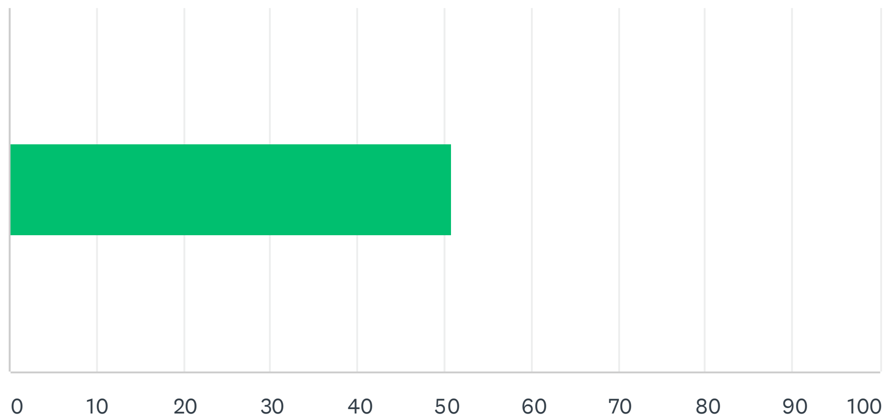
Answered: 27 Skipped: 8



ANSWER CHOICES	RESPONSES	
I have never participated in one and I have no interest in doing so.	7.41%	2
I have never participated in one, but I am interested in doing so.	29.63%	8
I have participated in one or more, but I have no interest in doing it again.	0.00%	0
I have participated in one or more and I am interested in doing it again.	62.96%	17
TOTAL		27

Q13 How difficult is it to identify academic partners for European Consortia?

Answered: 24 Skipped: 11



ANSWER CHOICES	AVERAGE NUMBER	TOTAL NUMBER	RESPONSES
	51	1,222	24
Total Respondents: 24			

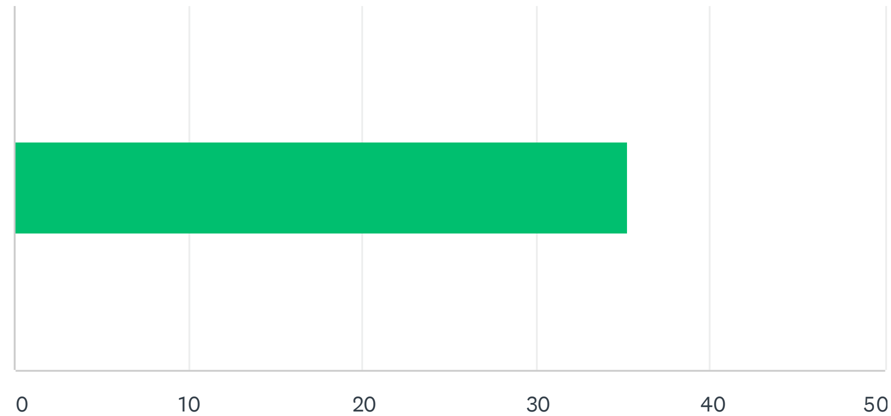
Q14 Please indicate which specific networks you use to identify European partnersExamples: EEN, EATRIS, EIT Health, CORDIS

Answered: 14 Skipped: 21

ANSWER CHOICES	RESPONSES	
Network 1	100.00%	14
Network 2	50.00%	7
Network 3	0.00%	0

Q15 Awareness level of European Research Infrastructures offer of services(E.g. access to samples, computing/imaging facilities, technical platforms, regulatory services, etc.)

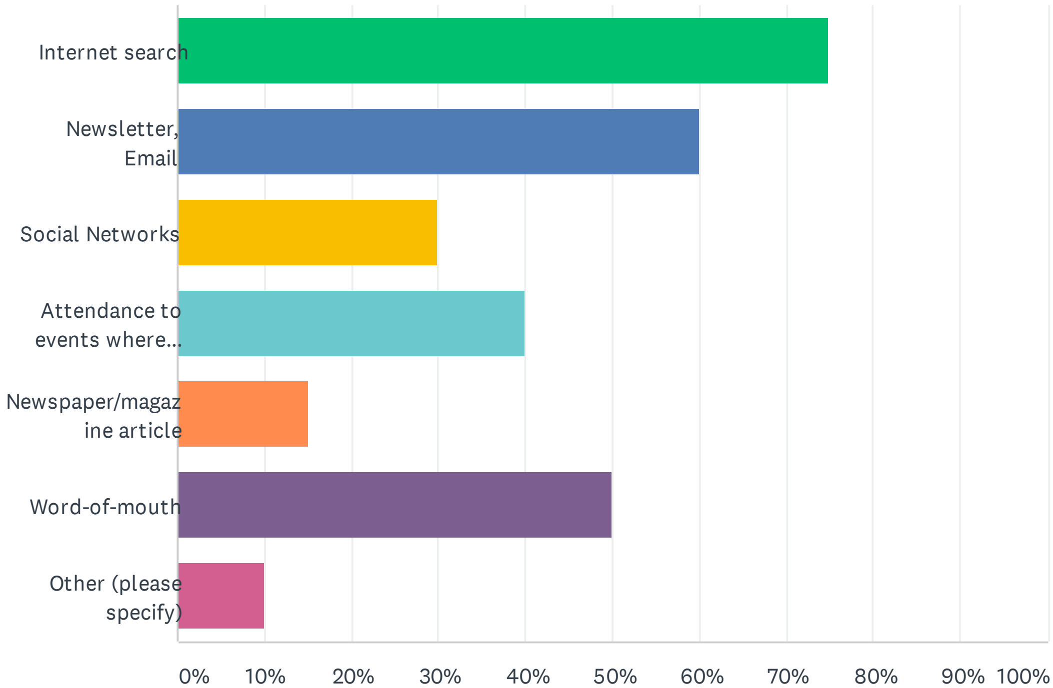
Answered: 20 Skipped: 15



ANSWER CHOICES	AVERAGE NUMBER	TOTAL NUMBER	RESPONSES
	35	705	20
Total Respondents: 20			

Q16 Sources of such awareness

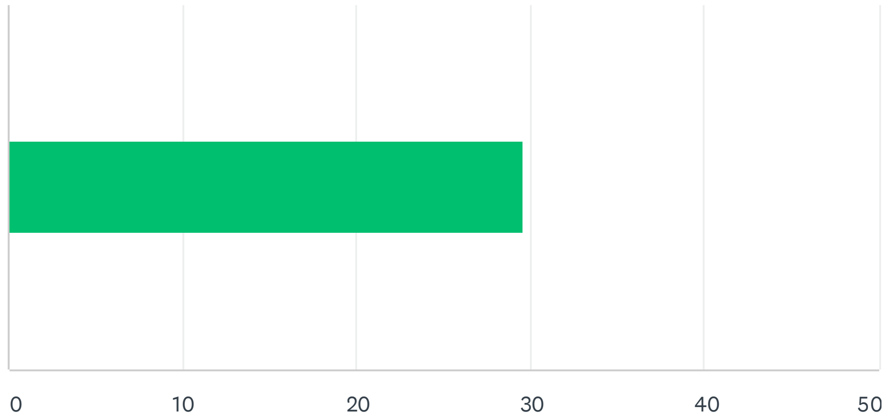
Answered: 20 Skipped: 15



ANSWER CHOICES	RESPONSES	
Internet search	75.00%	15
Newsletter, Email	60.00%	12
Social Networks	30.00%	6
Attendance to events where the infrastructure was profiled	40.00%	8
Newspaper/magazine article	15.00%	3
Word-of-mouth	50.00%	10
Other (please specify)	10.00%	2
Total Respondents: 20		

Q17 To which extent do you know about EATRIS?

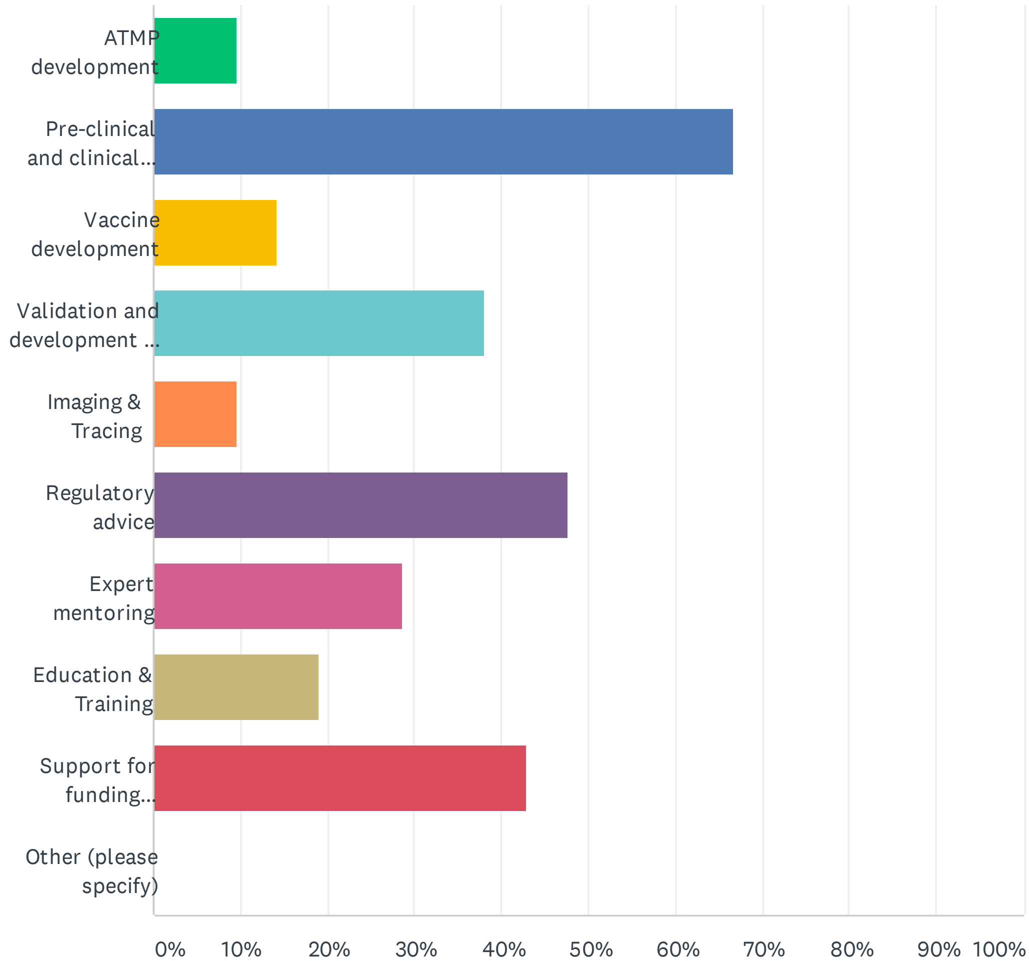
Answered: 9 Skipped: 26



ANSWER CHOICES	AVERAGE NUMBER	TOTAL NUMBER	RESPONSES
	30	266	9
Total Respondents: 9			

Q18 Which services among those provided by EATRIS best meet your needs?More information

Answered: 21 Skipped: 14



ANSWER CHOICES	RESPONSES	
ATMP development	9.52%	2
Pre-clinical and clinical development of drug candidates	66.67%	14
Vaccine development	14.29%	3
Validation and development of biomarkers	38.10%	8
Imaging & Tracing	9.52%	2
Regulatory advice	47.62%	10
Expert mentoring	28.57%	6
Education & Training	19.05%	4
Support for funding applications	42.86%	9
Other (please specify)	0.00%	0
Total Respondents: 21		

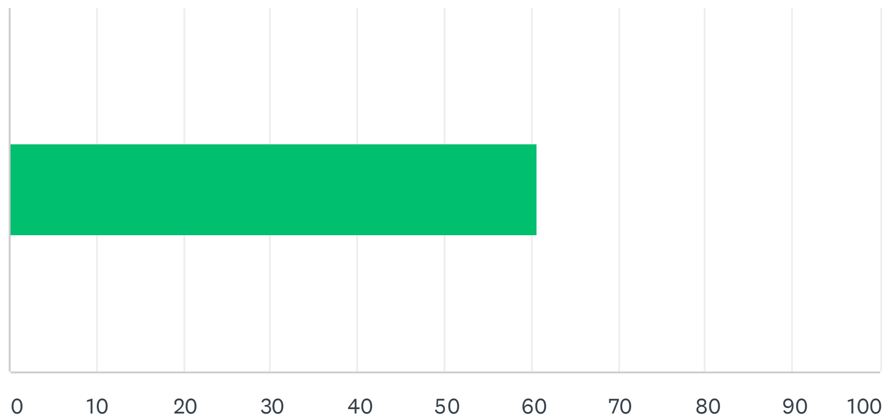
Q19 Are there any services that you would need and don't appear in the previous list?

Answered: 1 Skipped: 34

ANSWER CHOICES	RESPONSES	
Service 1	100.00%	1
Service 2	0.00%	0
Service 3	0.00%	0

Q20 EATRIS is a European Biomedical Research Infrastructure. To which extent do you identify it as a potential source for partners?

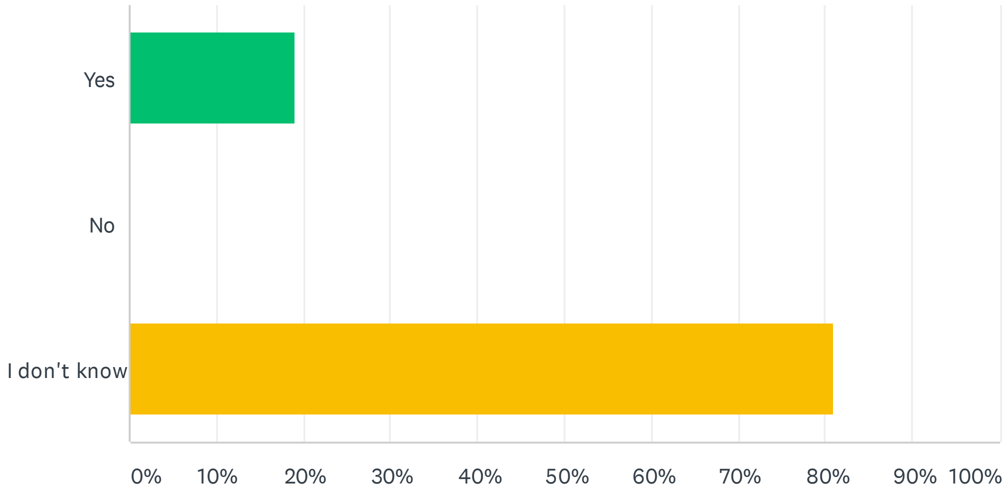
Answered: 19 Skipped: 16



ANSWER CHOICES	AVERAGE NUMBER	TOTAL NUMBER	RESPONSES
	61	1,152	19
Total Respondents: 19			

Q21 Would you suggest this European service/infrastructure to another SME or innovation stakeholder?

Answered: 21 Skipped: 14



ANSWER CHOICES	RESPONSES	
Yes	19.05%	4
No	0.00%	0
I don't know	80.95%	17
TOTAL		21

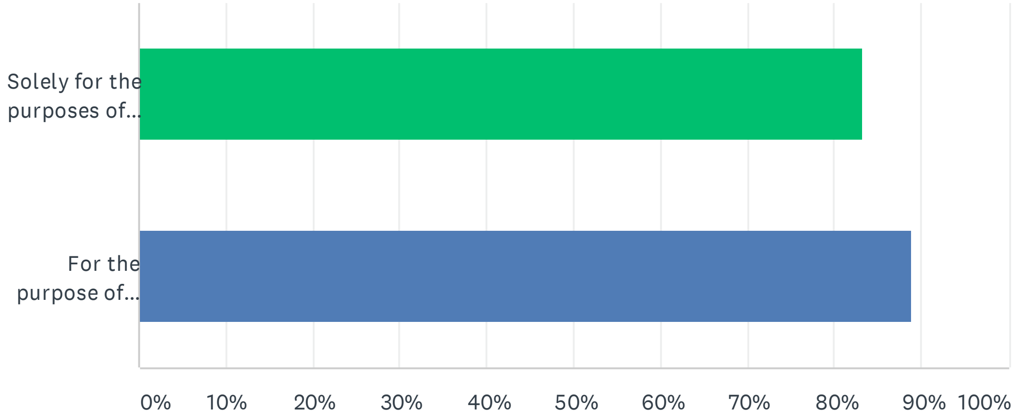
Q22 If you would like to be contacted by EATRIS to discuss potential opportunities, please provide your details here

Answered: 12 Skipped: 23

ANSWER CHOICES	RESPONSES	
Name	100.00%	12
Company	0.00%	0
Address	0.00%	0
Address 2	0.00%	0
City/Town	0.00%	0
State/Province	0.00%	0
ZIP/Postal Code	0.00%	0
Country	0.00%	0
Email Address	100.00%	12
Phone Number	0.00%	0

Q23 I agree that my personal data may be processed in accordance with EATRIS Privacy Policy

Answered: 18 Skipped: 17



ANSWER CHOICES	RESPONSES	
Solely for the purposes of follow-up communications with regard to this survey	83.33%	15
For the purpose of inclusion to EATRIS database and future work-related opportunities and potential projects/collaborations with EATRIS infrastructure	88.89%	16
Total Respondents: 18		