Snapshot of ScanBalt BioRegion

Drivers:
- Demographic shifts
- Extensive digitalization in health care
- Large scale modernization and expansion in hospital sector

(from “The Health Economy in the Baltic Sea Region – Challenges and Opportunities, a Market Analysis”, Nord/LB for the BSHR HealthPort project Nov 2013).
A Global Hotspot in Biotechnology Based Innovation

Fig: 2016 Scientific American Worldview ranking

Denmark (3)
Finland (7)
Sweden (9)
Germany (12)
Netherlands (14)
Norway (19)
Estonia (25)
Lithuania (33)
Poland (36)
Latvia (39)

But: Strong niches in the East Baltics!
Specific Bottle Necks


• lack of commercial exploitation of ideas from health care systems

• low uptake of innovative solutions into health care systems

This we can do something about by BSR collaboration!
BSR as One Test Site for Development of Health Care Products and Services

A benefit for:

• **Patients** as it improves the health care offered

• **Regions** as it means more efficient use of existing research and innovation infra-structure and economic development

• **Rural areas** as it promote technologies improving health care monitoring and delivery

• **SMEs** which faster and easier can bring their innovations to the market

*From ScanBalt Strategy 2015 – 2018 “Solving Societal Challenges on Top of Europe”*
Towards Northern Europe’s Leading Accelerator for Inter-regional Cooperation

2001

Some high lights

- 2001 First round table
- 2002 First NICE pilot
- 2004 ScanBalt fmba established
- 2004 First EU project “CompetenceRegion”
- 2007 First time ScanBalt EU project coordinator
- 2009 EU S BSR flagship
- 2009 Focus on SME-Clinic interaction initiates
- 2012 Return of investments for members > 19:1
- 2015 ScanBalt Business Club established
- 2016 Strategic shift: Thematic focus and business driven
- 2017 Largest project portfolio ever

2017 -

- Sustainable Macro Regional Accelerator
- Test beds, digital health and prevention
- SME and clinic interaction
- Shared tools and services between clusters
- Competence mapping and collaboration models
- Building network and trust

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Lecturer, Title, Place
The Baltic Fracture Competence Centre, BFCC: a pan-Baltic fracture cooperation network fostering innovation within fracture management. Coordinator Life Science Nord management GmbH, GE (INTERREG)

IC4Health: Support for the improvement of digital health literacy in Europe. Coordinator Gobierno Los Canarios (H2020)

EduShare: Joint capacity building in biomedical higher education through adopting international academic standards and transferring technology between European and Vietnamese universities. Coordinator Tartu University (ERASMUS+)

ProVaHealth: Access to health infrastructures for startups aiming for commercialization with excellent client validation opportunities, hands-on feedback and input for product development. Coordinator Tallinn Tehnopol (INTERREG)

BiC: Successful commercialization of biomarkers in the Baltic Sea Region. Coordinator Region Northern Denmark (INTERREG)

BaltCityPrevention: an effective and cost-saving intervention model for public health authorities for prevention intervention planning. Coordinator Flensborg University of Applied Sciences (INTERREG)

CreAger: Elderly as an Untapped Creative Class (LOCAL FUNDS)
Business Club

Facilitates:

- access to investors
  - pre-screening agreements
  - access via network
  - investor organized pitching

- product and service development
  - trans-national Living Lab testing
  - B2B or B2A match making
  - biomarker commercialization

- market access
  - visibility and marketing
  - partnership with InnovatioCuris (India)
  - partnership with EU Gateway (Japan, Korea, China)
The Macro Regional Accelerator

- SMEs and Industries
- Clusters and Networks
- Regions and Health Care Providers
- Research Institutions and Incubators

Business Club and SME services
Projects and Funding
Visibility and Marketing
Public Affairs and Think Tank

Date
Lecturer, Title, Place
A few numbers....

- 5 regionally financed liaison offices
- 0 central office
- 25 MEUR attracted in project financing
- ROI for members on average 19:1
- 35 regions and networks direct members
- > 100 companies in ScanBalt Business Club
- 1 full time employee, 2 part time employees
- 15,000 subscribers to ScanBalt Business Information
Life Science Baltics and ScanBalt Forum 2018
26 – 27 September, Vilnius

http://lsb2018.com/