

## 2016 Board Members: Profile and vision for CEBR



**Gregory Bauer, International Marketing Manager Atlanpole Biotherapies** I have worked for 7 years for Atlanpole Biotherapies, one of the seven French Health Cluster, with a focus on coordination of the cluster activities (local networking, R&D public/private collaborative projects/SME internationalisation) and the development of European and International partnerships through inter-clustering EU-funded projects and participation in international cluster and science parks networks (CEBR, IASP, Retis)

**Vision for CEBR:** CEBR has to keep growing the number of cluster members to keep an important negotiation power with EU commission for future work programs and be representative of the health/biotech diversity in Europe. Benchmark of activities, methodologies and cross-learning are definitely the assets CEBR will have to maintain and develop in the future for its members. Specific tools for cluster members (SMEs as a primary target) to help them in their internationalization will have to be encouraged.

**Thomas Dentzer, Cluster manager Luxembourg BioHealth (LU)** I have been lucky to work as the Luxembourg BioHealth Cluster manager for the last 3 years. I joined a very young cluster with a handful of members and was part of an interesting and important move towards a more mature cluster (or better more mature companies). My experiences are certainly not limited to pure cluster work, as I have been actively involved in the development of a Luxembourg strategy as I am acting as the main advisor to the Luxembourg government. There are similarities in growing a sector/cluster in a small country and growing a European organisation.

**Vision for CEBR:** CEBR is a fantastic organisation but unfortunately under estimated and undervalued, including underfunded. My vision for CEBR would be to support the growth within Europe of this organisation while looking into a presence across the globe. I see CEBR as the medium in the future that will play an important role in overcoming regional hurdles that we still have in Europe. Surely it will be difficult to overcome this, but if we want to survive and strive in a global sector, we will always be one step behind bigger markets like the US. This has indeed already been initiated by the current board of directors and needs to be reinforced in the future. A crucial part in this will be resources, both human and financial, that need to be secured and CEBR will have to be more innovative to get to the next level as an organisation. To summarize, I have 3 points: - growth of the members (Europe) - global positioning of CEBR - financial growth to help support future activities

**Frédéric Druck, Deputy Managing Director BioWin (BE)** I have been active since 2007 at BioWin as director of communication, international affairs and training and I have an additional charge of general management since 2014. At international level, I have developed from scratch the whole BioWin activity of international visibility, of networking and of partnership with other health clusters in Europe and abroad. I initiated permanent representation of BioWin in the Massachusetts State (USA), in Shanghai (China) and in Europe resulting in several success stories of market access for our SMEs. As Deputy General Manager, I am mostly dedicated to the team management, the lobby work with stakeholders and strategic vision on the future of the cluster

**Vision for CEBR:** I strongly support CEBR activities in consolidating best practices in the management of health clusters and in networking initiatives fostering collaborations between its members. The outcome of CEBR is the result of the commitment of its members to do more and better for their sectors and their region. The Special Interest Groups are quite exemplary of that. The technologies' Directories too. The success of CEBR the last years is also due to the strong personal investment of Claire Skentelbery and her talent to boost the Board and the rest of the group in doing things. The future of CEBR is mostly in the continuity of what we did in the past; taking care of members' evolving priorities in a competitive and changing environment. Therefore I privilege a bottom-up approach when listening to the members' needs can inspire our work.

**Jordi Fàbrega, Director of Business Development, Biocat (ES)** Pharmacist and MBA, with more than 15 years of experience in different managing positions in the life science sector. As Director of the Business Development area at Biocat since 2013, I am part of the direction board and responsible for the definition and progress of the cluster initiatives to develop and promote the life science sector in Catalonia. During these years Biocat has coordinated the Spanish node of the awarded the KIC EIT Health, one of the most important health initiatives in Europe. We have also been involved in the implementation of our region RIS3 strategy in health innovation, alongside other stakeholders in the sector. Recently we have launched the Barcelona Clinical Trials Platform, which aims to make centres doing clinical trials in Catalonia more efficient. I am

**Vision for CEBR:** To establish a trustful and pragmatic environment of cluster cooperation, leveraging the assets and activities of its members and raising them to a European level. From my point of view CEBR should focus on these common goals:

- Better promotion of the clusters job towards EU authorities and better ability in influencing regional development policies
- Sharing Best Practices and success initiatives among clusters
- Achieving a critical mass to accelerate and strengthen innovation in local and European levels
- Generating common projects with real value
- Supporting internationalization of the clusters

fully committed to boosting the value of the sector and accelerating the growth of business projects, especially in areas like internationalization of companies, guidance for entrepreneurs, technology transfer, and access to funding. The bioXcluster project (project that unites four European biotechnology and health care clusters with the objective of fostering the internationalization of SMEs), the d-HEALTH Barcelona program (one of only four European programs in innovation in medical technology) or the Lessons Learned program (in which experts and professionals share their experiences) are three good examples of some cluster initiatives.

- Generating a networking platform for the cluster members
- Facilitating access to EU funding

**Debbie Laubach, Operations Manager MediWales (UK)**

MediWales is the Life Science network for Wales and I have been operations manager for last 9 years. During this time we have transformed the network from a Welsh Government funded project with 35 registered members to a fully independent, self funded and not for profit forum with over 160 members, recognised as the representative organisation for life sciences in Wales. We have a significant and thriving life science community in Wales and our members include pharmaceutical companies, medical technology and diagnostic companies and we actively encourage engagement from the clinical community with our membership now also including hospitals, clinical research organisations and universities. Providing one to one advice and support we help our members develop business opportunities, find collaborative partners and funding for R & D projects. I manage a team of 5 delivering events, publications communications and member support. With a strong collaborative approach to working with our regional and national partners across the UK we have also launched a very successful 300 delegate UK Healthtech Conference and UK Life Science Industry magazine.

**Vision for CEBR:** The Council for European BioRegions is a thriving network of 'Biocommunities' from the life science and health technology sector, keen to work together, share good practice, collaborate and reach out to the wider global life science sector. Representing a significant proportion of life science organisations and clusters in Europe, CEBR has build up a very impressive group of members including 1000's of companies, science parks, incubators and universities clusters across Europe. There is significant potential in the next few years to increase the profile and brand awareness of the organisation and its members within the European community and to the wider world - building on the excellent work that has been done to strengthen and extend our links with international partners. To secure the future of CEBR and increase the range and number of projects that we can run it is vital that we create new sources of funding and additional revenue streams. Through my experience of supporting MediWales through similar process I would be delighted to help CEBR obtain a stable and sustainable base for the future.

**Francesco Maria Senatore, Business Development & Communication Tuscany Life Sciences Cluster & Foundation (IT)**

Board member of APSTI (Italian National Association of Science & Technology Parks), since 2008 in charge of Business Development, Communication and Project management functions within TLS Science Technology Park and Foundation hosting today more than 30 start-up, research groups and service companies in the Life Science sector. Gives coaching support to spin-off and start-up companies for investor search, business planning, project management and internationalization. Cluster Management and Coordination of Regional related activities since 2011 when the Cluster was created, conception and writing of the 5 years Strategic Development Plan and execution in line with the objectives given by the Toscana region. The Tuscany Life Sciences Cluster has today more than 200 affiliated companies accounting for 3 billion Turnover, 16.000 employees and more than 700 industrial patents granted in the last five years. In September 2015 TLS Cluster strongly contributed to the organization of the biggest national Match Making event on Life Sciences in Italy (<https://www.b2match.eu/mit4Is2015>) with 265 participants from 25 countries, more than 1400 one to one meetings and 57 Enterprise Europe Network nodes involved. We are proud Members of CEBR since 2008.

**Vision for CEBR:** I am watching the development of CEBR since 2008 and I have seen the group growing and the activities evolving in a very positive way and I think that today it has reached the necessary level of maturity to move forward taking advantage of the excellent network of Members representing the more active and modern Clusters all over Europe. All together we represent hundreds (probably thousands) of companies mostly small and micro working in the vast Life Sciences sector that includes not only pharma and biotech but also the Medical Device sector where new technologies are applied to a variety of unmet needs coming from a consistently changing world and society. In addition I believe that CEBR is also strategically positioned and has the potential power to play an important role proposing itself as the ideal partner for the European Authorities to open a window on the needs of European SMEs which are the central target of the supporting policies of the EC in the last ten years and in the H2020 Program. In order to do this we shall probably need to enlarge the number of affiliated Clusters, ask for more involvement by the Members that can contribute with the extraordinary competences they have and reinforce our presence in Bruxelles.

**Stephanie Wehnelt, Head of International Affairs & Training BioM (DE)** When Stephanie joined BioM in 2007, she was made responsible for training supporting Bavarian biotech SMEs. From the start, Stephanie has been involved in the strategic development of cluster management activities, helping to focus BioM's work on developing the region into a hotspot for personalised medicine and on accelerating biopharmaceutical innovation transfer. Cluster achievements involved, e.g. European funded projects to optimise cluster services for SMEs, the successful participation in the German "leading-edge cluster" competition (a 5-year programme on personalized medicine and targeted therapies), and the Gold Label award of the European Cluster Excellence Initiative (ECEI). In 2010, Stephanie became Head of International Affairs & Training and since then has been responsible for initiating and maintaining international networking activities, coordinating and heading the work of BioM in EC-funded projects and other international collaborations. A particular success is the close cooperation with Japanese life science regions, increasing the awareness of Bavarian innovations in Japan and supporting Bavarian SMEs in setting up business contacts. Within EC-funded projects, Stephanie works closely with other European bio-regions, with the main aim to exchange best practice for SME support and to work together in non-EU markets in order to create gateways for European SMEs into foreign markets.

**Vision for CEBR:** CEBR has the great potential to catalyse co-operations between European life science clusters, which in return will produce SME-SME and SME-academia collaborations. CEBR can help to build consortia of regions and their companies, which competed in the past but together will become globally more attractive partners in the future. CEBR can connect regional best practice activities and turn them into more effective and sustainable pan-European activities. Special SIGs can be formed, not only in typical cluster management activities, but also indication-driven, e.g. immune oncology, digital medicine, antibacterials. CEBR also has the potential to deliver proposals to Horizon 2020 to influence calls so that they fit better the interests of the European life science industry. Building up on the experiences made in previous EU-funded projects, the CEBR community could benefit from opening up some of the products and from incorporating appropriate results and lessons learned into CEBR activities incl. the website. This way, CEBR can potentially extend its activities range with using a minimum of resources. SIGs could focus on such topics, e.g. a Cluster Exchange Programme, pan-European BioEntrepreneur Boot Camp, a European road show for global pharma companies etc.

**Ylva Williams, CEO Stockholm Science City (SE)** Since 2009 I have held the position of CEO at Stockholm Science City (SSCi). SSCi aims to create a strong and attractive environment for life sciences in Stockholm. We aim to enhance the cooperation between healthcare providers, industry and academia to accelerate the development of new research findings and innovation. The work consists of location marketing, establishment promotion, sales work, product development and packaging to create attractiveness on the international market. It is also important to build trust and strong relationships with decision makers and political contacts. We act as a facilitator in the challenging interaction between academia, industry and the healthcare providers, in order to get each part the best results from the collaboration. I have had the responsibility for several EU financed projects and collaborative projects with other bioregions in Europe. Previous my position at Stockholm Science City, I've been working with sales and marketing in the life science industry as well as heading healthcare and life science activities at Invest in Sweden Agency, the governmental agency assisting and informing foreign investors about business opportunities in Sweden. I have also experience from strategic communication and public affairs from my years at JKL Group (part of MSL Group), one of the Nordic region's leading strategic communication advisors.

My vision for CEBR is to

- Strengthen the cooperation between bioregions and life science clusters in Europe to help them facilitate commercial exchange and business opportunities in life science across Europe
- Strengthen the knowledge transfer and best practise between bioregions and life science clusters in Europe to increase the competitiveness' of Europe in a cost effective way
- Increase the visibility of European bioregions contribution to Europe's sustainable growth.

The overall aim is to strengthen the relations between bioregions and life science cluster in Europe, which in a longer perspective supports Europe in the global competition.

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