

# Innovation through collaboration

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Amsterdam UMC – location AMC

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# Welcome to location AMC

- ▶ The first Dutch University Medical Centre in 1983
- ▶ 1000 beds, 7000 employees
- ▶ In 2018, administrative merger between AMC and VUmc. The two hospitals work together under the collective name:



- ▶ Gradual process of clustering patient care and scientific research.

# Ambition Amsterdam UMC

## S.P.I.T.S.

- ▶ We zoeken **S**amenwerking, we zetten **P**atiënten centraal, we zijn **I**nnovatief, we streven naar de **T**op en we zijn **S**electief



# Amsterdam UMC core activities

- ▶ Patient care
- ▶ Education and training
- ▶ Scientific research
- ▶ Valorization (impact)
  - ▶ bring inventions to the market for the benefit of society!



# Innovation exchange Amsterdam

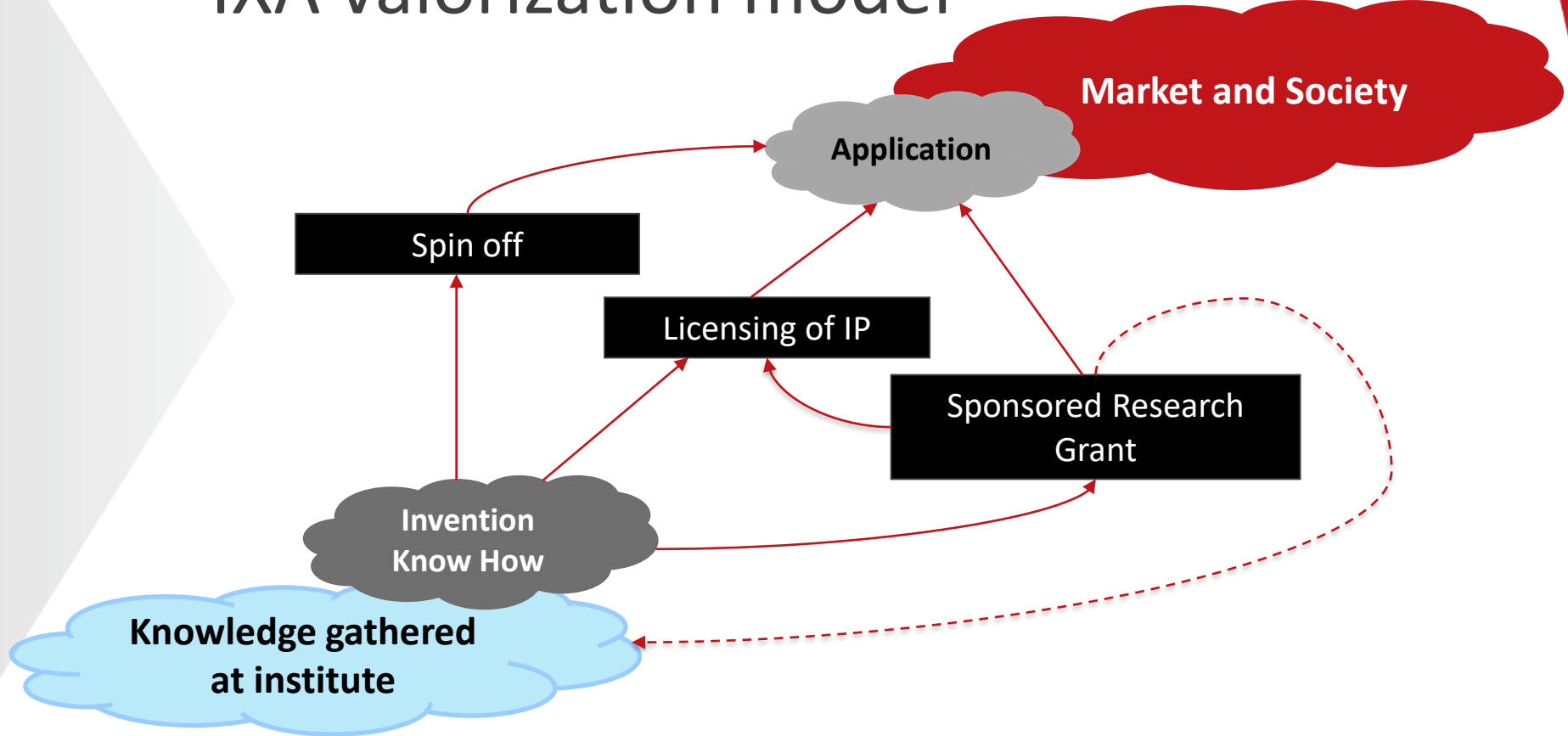
- ▶ Collaboration between the Technology Transfer Offices of five institutions:
  - ▶ Amsterdam University Medical Centers
    - ▶ AMC location
    - ▶ VUmc location
  - ▶ University of Amsterdam (UvA)
  - ▶ Amsterdam University of Applied Sciences (HvA)
  - ▶ Vrije Universiteit Amsterdam

# Role of IXA

- ▶ Scouting new inventions
- ▶ Management of intellectual property
- ▶ Promoting spin-off generation
- ▶ Link research with industry
- ▶ Licensing
- ▶ Negotiations
- ▶ Training



# IXA valorization model



# Valley of death





# Why medical innovations fail..

- ▶ Not having a disruptive technology
- ▶ Missing clinical need
- ▶ Lack of funding
- ▶ Failing IP
- ▶ Not having the right team
- ▶ Unrealistic development timelines
- ▶ Not having the right regulatory strategy
- ▶ Not the right evidence (i.e. clinical or economical)
- ▶ No reimbursement plan
- ▶ Missing commercial strategy
- ▶ Mismatch with market
- ▶ etc...

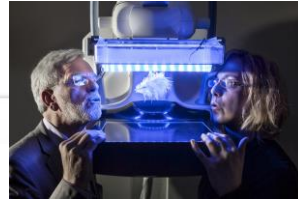
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- ▶ etc...

# Creating the right network



# Spin-offs Amsterdam UMC



# IXA Office AMC colleagues

Joris Heus



Sanne Stembert



Davey Groothoff



Wim Meijberg



Henk van Doren



Marc Roelofs



Dilek Iusuf

# INNOVATION EXCHANGE AMSTERDAM



*Partnering science for impact*

IXA is the valorisation centre of

