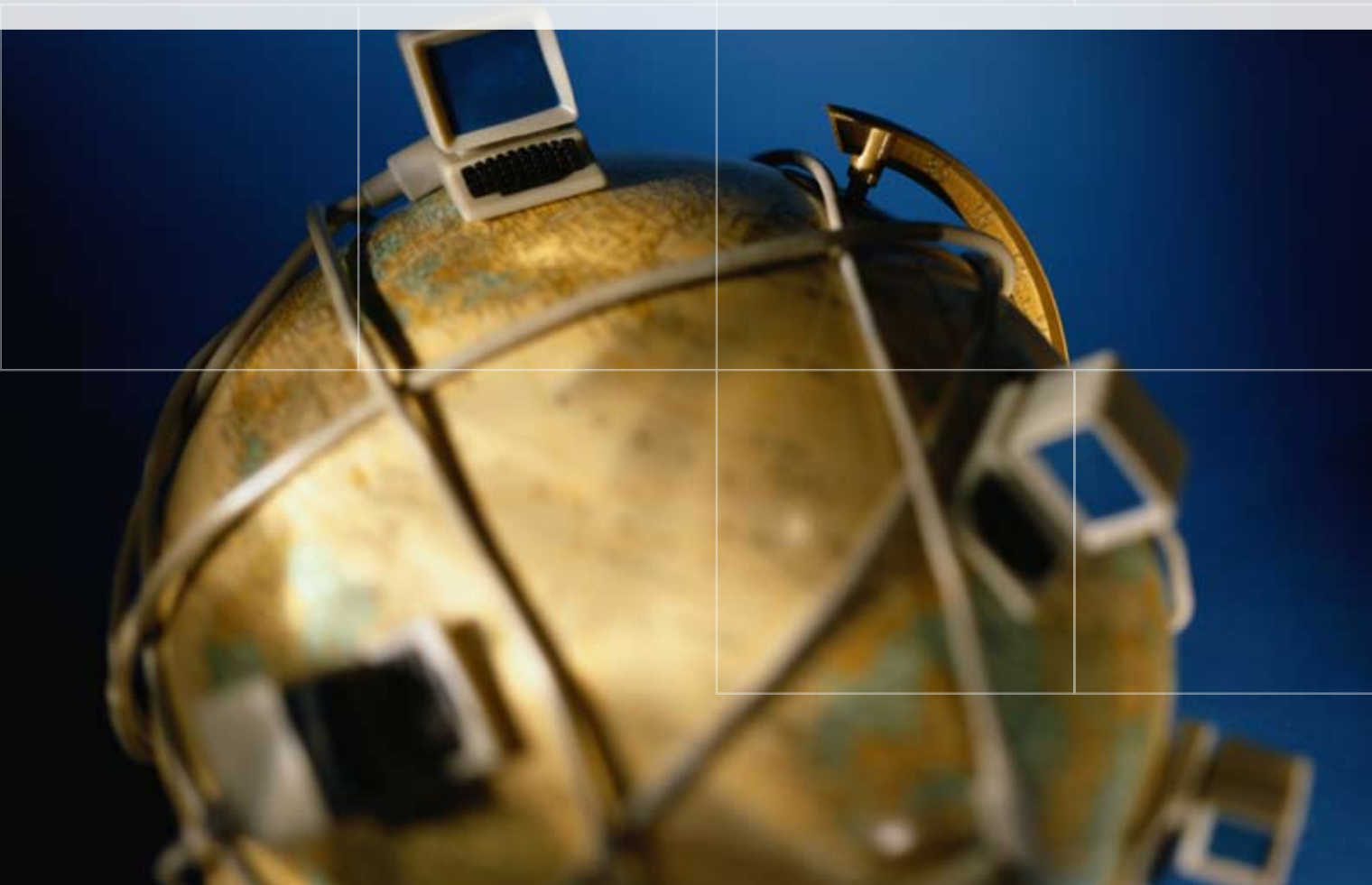


Pilot project for developing and implementing a database model within Scandinavian / Nordic life science companies

- A common marketing and profiling tool for the Nordic / Scandinavian life science community
- Presentation of the database model - www.scandinavianlifescience.org
- The most complete company overview in Europe within Life Science



Project work group



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Supporting partners



Business Arena Stockholm - Your business facilitator and guide to the Stockholm region

www.bas.stockholm.se



Business Region Göteborg - Business Region Göteborg is responsible for promoting and developing trade and industry in the Göteborg region.

www.businessregiongoteborg.com



Uppsala BIO - Uppsala BIO is an initiative from the local biotech industry, the two universities in Uppsala, and regional development bodies.

www.uppsalabio.org



Position Skåne provides advisory services free of charge to companies considering the south Swedish region Skåne for future investment and/or expansion.

www.skane.com



Stockholm BioRegion - The Stockholm BioRegion is a non-profit association of regional business, academic and public actors in the counties of Stockholm and Södermanland.

www.stockholmbioregion.se



SwedenBIO - SwedenBIO is the national organization for the biotechnology industry in Sweden and is a private non-profit organization.

www.swedenbio.com

Title: Pilot project for developing and implementing a database model within Scandinavian/Nordic life science companies		
Nordic Innovation Centre project number: 04275		
Author(s): Jens O. Gran and Elise Kvarnström		
Institution(s): MedCoast Scandinavia and ScanBalt		
Abstract: Pilot Database for developing and implementation of a world class internet based platform. The model should be available for all members of the facility: www.scandinavianlifescience.org This system has created a basis for a common marketing and profiling tool for the Nordic / Scandinavian life science community. The standardisation of the system and organisation of information will hopefully contribute in technology transfer and increased collaboration between industry and other actors as R&D groups and inventors. The Database consists today of approx 2000 companies.		
Topic/NICE Focus Area: Biotechnology, Life Science		
ISSN:	Language: English	Pages: 84
Key words: Scandinavian Life Science Industry; Biotech clusters, Scandinavian Nordic Life Science Companies, R&D Biotechnology, Scandinavian life science Database, The north European Life Science Directory , ScanBalt Yellow Pages		
Distributed by: Nordic Innovation Centre Stensberggata 25 NO-0170 Oslo Norway	Contact person: Jens O. Gran MedCoast Scandinavia General Manager c/o Birkeland Innovasjon P.O.Box 1061 Blindern NO-0316 Oslo Visiting address: Oslo Research Park Gaustadallen 21 NO-0340 Oslo, Norway Tel: +47 23 07 55 11 Fax: +47 22 84 00 81 Cell.: + 47 950 345 37 www.medcoast.org	

Executive summary

Main objectives

The overall objectives for the Scandinavian Life Science Database are to provide a tool for:

- Marketing Scandinavia/ the Nordic Countries and ScanBalt
- Benchmarking, analysis
- Political work on European or national level

through the collaboration of the main regional actors in a common open database model for business and knowledge platforms.

Specific objectives for the pilot project (short term objectives)

Proof of concept by testing and developing the model for:

- Data management
- Collaboration
- Financing

The long term objectives are to:

- Increase collaboration between academia, science, business, public authorities, hospitals/healthcare system and the participating regions.
- Make Scandinavian Life science more visible and available to the public and the global life science community.

Method/implementation

As a proof concept we should start with a simple database including only non-confidential company data and a limited number of partners to test the:

- data management model
- Collaboration model
- partnership model

The data management model consists of:

- a central database for common non-confidential data
- a number of local interfaces to the database both internal and open web interfaces
- and a updating interface for the companies/organisations in the database
- newsletter module that enables individual or group newsletters including log-in to be sent out by the database administrator

The collaboration model is based on:

- Consensus
- Non-for profit
- Common needs
- Synergies by collaborating
- Finding new partners

Partnership model

- **Partners** (free) contribute with data and get a link on the website
- **Supporting partners** (pays a yearly fee) get their own web interface, logo and description on the website and can become part of the steering group (the consortium).
- **Sponsoring partners** provide funding for the project and are visible on the front page of the website and on all marketing material. They have also the opportunity to be part of the consortium and get advanced access to the data.

There has been an extensive dissemination of the project and the developed models at exhibitions, conferences and meetings with other projects and actors.

To evaluate the project and the impact of the database we have got feedback from discussions with users and stakeholders, statistics, and from the newsletters to the companies in the database.

Concrete results and conclusions

Though simple the company database have been used in for many purposes:

- **Partners**
 - o Local interfaces (search engine on their website)
 - o Marketing
 - o Analysis (extract from database)
 - o Network (companies or other partners)
 - o Tech transfer
- **Visitors**
 - o Venture capitalists: companies
 - o Companies: customers
 - o Individuals: companies for jobs, papers etc
 - o Statistics on Scandinavia/Sweden

The interest from different projects and actors has shown that there is a use for a service like this. The database has already some international significance which is show by the link from the official OECD on Swedish business.

Collaborating with data has been proven possible as long as the organisation behind is non-for-profit and the data is non-confidential.

The partners are now convinced that the benefits from collaborating with data are much bigger than the threats in sharing their data collections. Through the possibility to have their own web-interface partners get a quick and economic solution to the business search many organisations want to offer their stakeholders.

The partnership model worked for the first year as a way to get complementary financing and to get the regions involved. It is doubtful that the partnership alone can run the project in the future.

Recommendations

There is need for a stable organisation and project funding to secure the project for the future. This organisation shall take care of administration, operation and coordination of the system and the activities.

ScanBalt was considered the best organisation for taking over the responsibility and ownership since ScanBalt has an interest in the whole region and already acts as an umbrella for the bioregions. ScanBalt is a non-for-profit organisation and is not a competitor to any of the other partner organisations.

Partnerships of different kind are useful for collecting data, quality control, disseminating and networking. Partnerships will in the future be signed with ScanBalt trough projects or directly trough the "North European Life Science Directory" agreement.

To meet the long-term objectives of the project universities and hospitals needed to be be integrated with the Scandinavian Life Science database. Additionally the entire Nordic/Baltic area should be represented. This was in done July 2006

through the ScanBalt projects ScanBalt CompetenceRegion and Boosting Baltic FP6. A categorisation by organisation type, activity and area has also been added by ScanBalt.

A general recommendation to everyone that has a database is that constant improvement and update is necessary or the data loses its value quite quickly. Through the system created in the Scandinavian life Science database project and now developed and improved by ScanBalt lots of data collected in projects or by temporary efforts can contribute to improving our common pool of data and at the end to strengthen the entire bioregion.

Since August 2006 the new extended database is called “**The north European Life Science Directory**” and drives the ScanBalt Yellow Pages, www.scanbalt.org/yellowpages.

The Scandinavian Life Science Database project

Background

Scandinavia and the Nordic/Baltic countries are one of the world's top clusters within life science.

The cluster consists of several bio-regions. Many of these regions have established organisations to conceptualise, brand and market what their region has to offer. Beside to expose the competences of the region they also work to attract international competence and capital.

An important part of the regional activities is to build shared local information platforms. Databases with the regional companies and actors are one of the fundamentals in these platforms. The databases are used in the communication between local actors, for mappings of competences and existing and potential businesses and for benchmarking and marketing the region to the international community.

At a meeting between the regional actors: MedCoast Scandinavia, Medicon Valley Academy, Karolinska Institutet, Sweden Bio, Uppsala Bio, Business Region Göteborg, Business Region Stockholm and ScanBalt it was concluded that there where:

- ❑ A broad variety of local/regional knowledge databases
 - low quality – poorly updated
 - heavy workload for all parts
 - Parallel systems and information
 - non comparable/standardised info
- ❑ **Common need for information!**
- ❑ **Synergies by collaborating!**

The initial steps for the Scandinavian Life Science database were taken after the first meeting in 2004.

To seal the database collaboration a policy paper¹ was signed by the organisations at the meeting.

An overview of existing systems was made and it was decided that the project should start with a common company database and the Karolinska Company Database could be used as the starting point.

When this was in place all the partners collected and transferred their local data into the common Scandinavian Life Science Database.

The **Pilot project Scandinavian Life Science Database** funded by NICE ran from February 2005 to February 2006.

In **June 2006** it was finally decided that ScanBalt through the projects ScanBalt CompetenceRegion and Boosting Baltic FP6 should take over the operation and administration of the database. This enabled the merger of all ScanBalt databases and the Scandinavian Life Science Database. The search page "**ScanBalt Yellow Pages**"¹ was created and the database changed name to "**North European life Science Directory**". Today this database includes over 3500 companies, universities/research institutions, investors, Science Parks and Networks from Denmark, Finland, Iceland, Norway, Sweden, Estonia, Latvia, Lithuania, Poland, North Germany and North West Russia.

¹ www.scanbalt.org/yellowpages

Main objectives

The overall objectives for the Scandinavian Life Science Database are to provide a tool for:

- ☐ Marketing Scandinavia/ the Nordic Countries and ScanBalt
- ☐ Benchmarking, analysis
- ☐ Political work on European or national level

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Specific objectives for the pilot project (short term objectives)

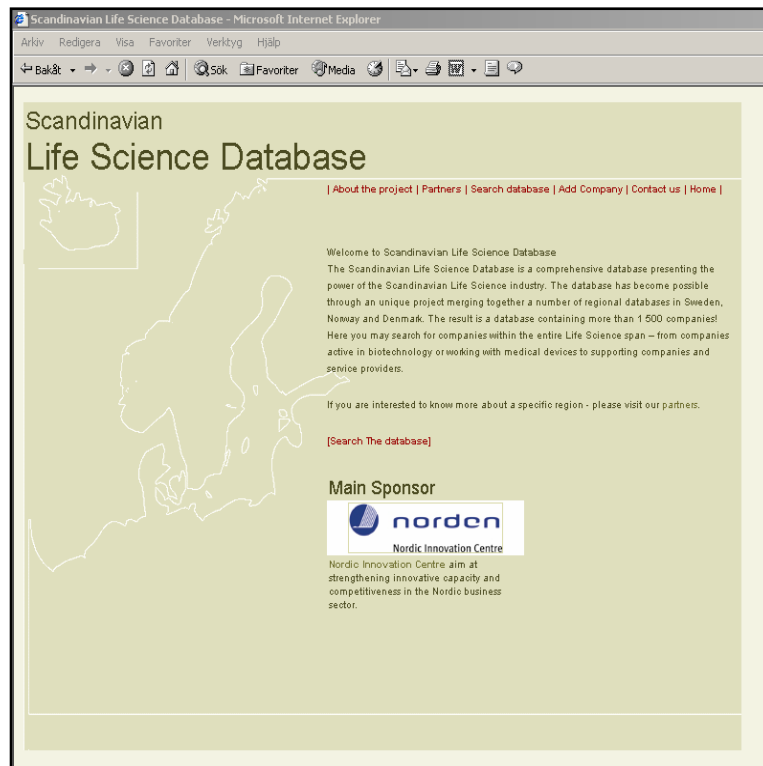
Proof of concept by testing and developing the model for

- ☐ Data management
- ☐ Collaboration
- ☐ Financing

Long term objectives are to

- ☐ Increase collaboration between academia, science, business, public authorities, hospitals/healthcare system and the participating regions.
- ☐ Make Scandinavian Life science more visible and available to the public and the global life science community.

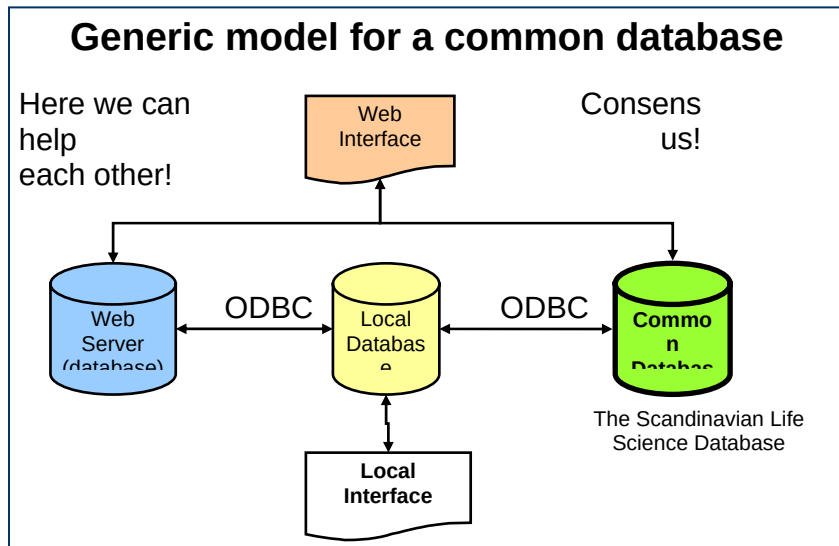
www.scandinavianlifescience.org



The website

The concept

Data management model

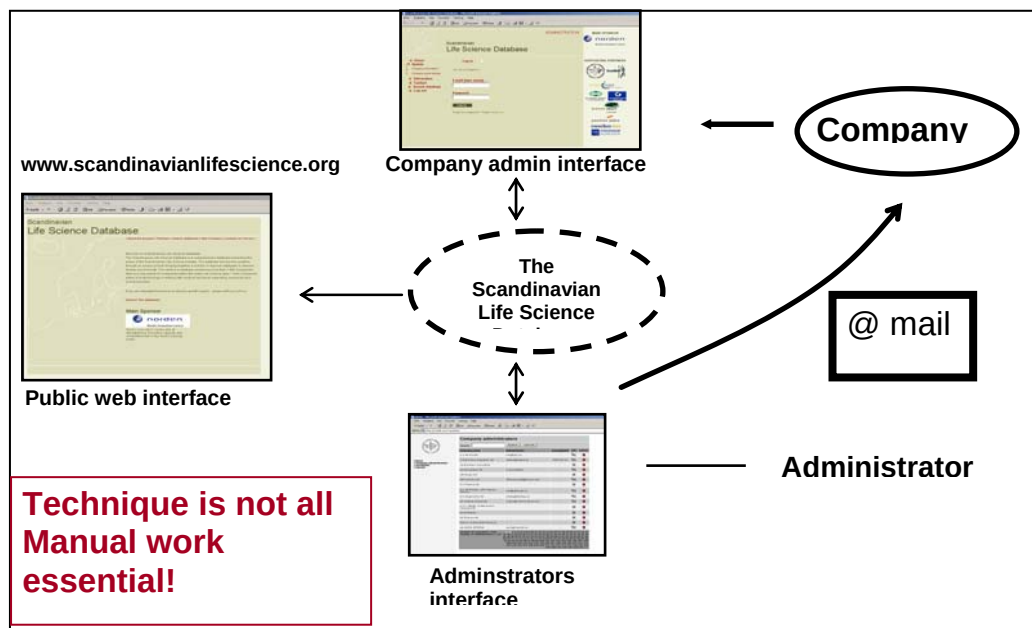


The database model.

The Scandinavian Life Science system consists of a central common database where Scandinavian/Nordic Life Science company data is stored. The content of the database is the regional actors' (the project partners) company mappings. The database holds only non-confidential information. Each partner then has the opportunity to get data from the common company pool and publish this data on their website or link this with an internal database where they can store data that is more confidential.

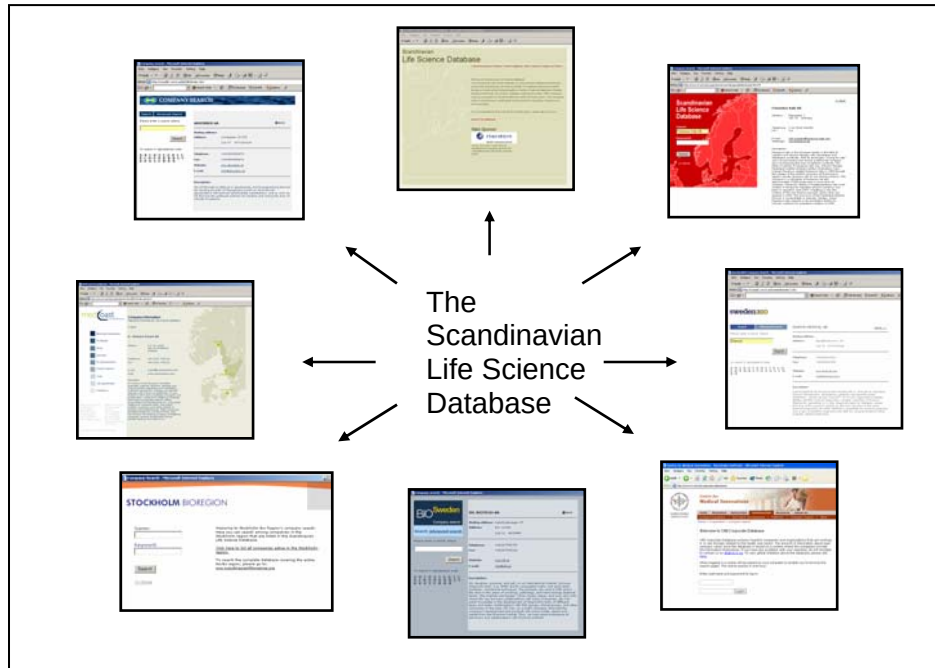
Administration and operation of the common database is central which gives synergy effects.

The web-based updating system



There is a web-based updating system for the common database which enables the companies to update their own data and for the administrators to send out passwords and newsletters to the companies.

One database – many different windows



Different Interfaces to the database

Content and structure

The Scandinavian Life Science Database project uses the company database as a proof of concept. Through collaborating with other projects the same principles that are proven successful in this project can be used on other types of data.

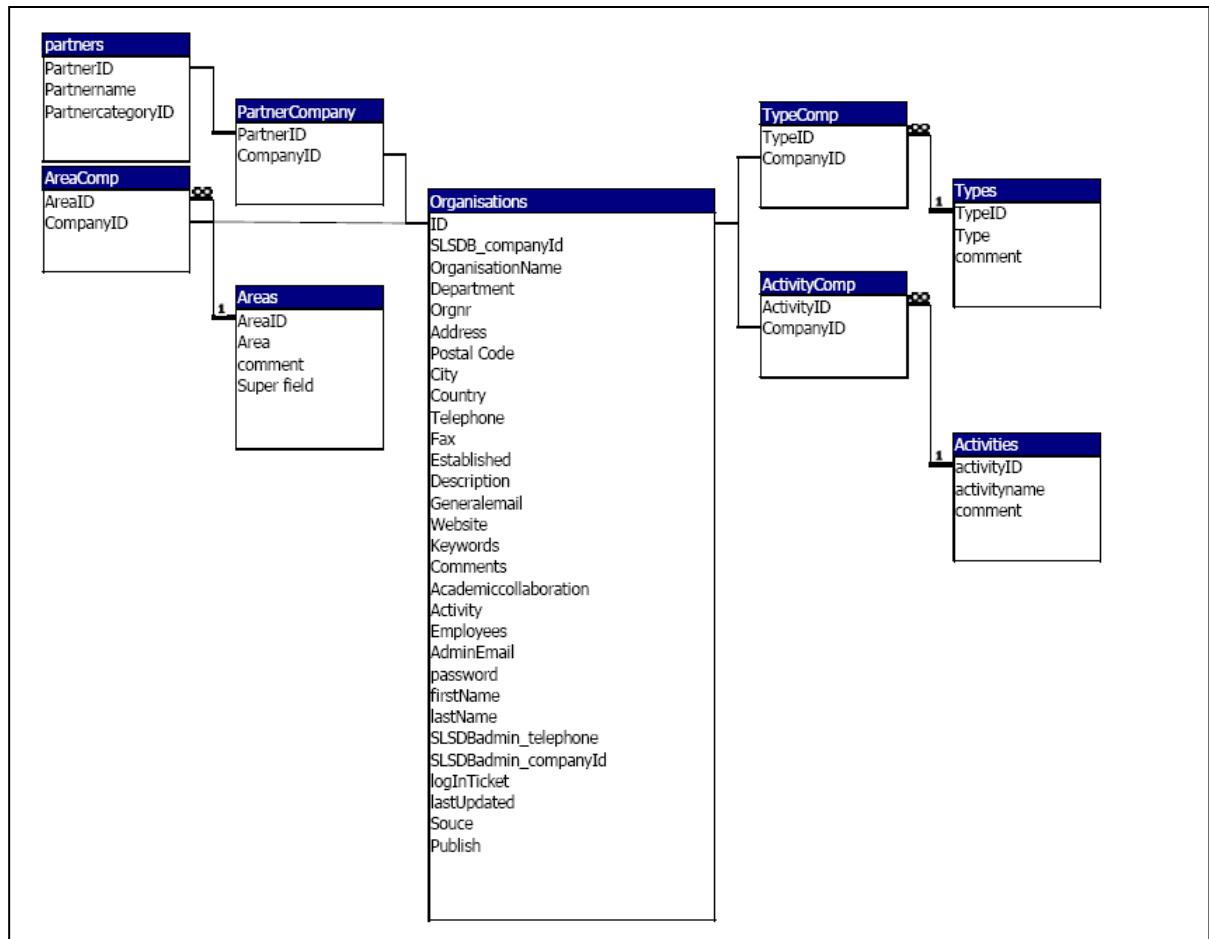
Content

General	Classification
– Company name/<i>institution</i> – Registration number – Address, tel, fax – E-mail (public) – Web-address – Description of Company – Established (year) – Key words	– Activity (Market/sale, Service, Production, R&D, Financing,)
Other information	Financial information
– Head office/local office – Administrator [obligatory]	Annual: – Turnover – No. Of employees

Content in the Scandinavian Life Science Database by Jan 2006

Structure

Developing a general simple database structure is important to make data collaboration work. The main table hold information that is the same for all organisations. Categories and partner information is linked to this main table as can more specific information be according to the database model described above.



Final database structure 2006

This database **structure** is now used by several in databases and mappings in the Nordic/Baltic region. Examples are: Mediconvalley.com (Copenhagen capacity/Position Skåne/MVA), All ScanBalt mappings and FactFiles, Vinnova cluster mapping and analysis, NorBio etc. This enables easy exchange and synchronisation of information.

Categorisation: A simple activity categorisation was developed for the SLSDB as a complement to the keywords: R&D, Service, Sales and Production. Further categories were necessary to serve the users of the database. A mapping of categorisations was undertaken¹¹.

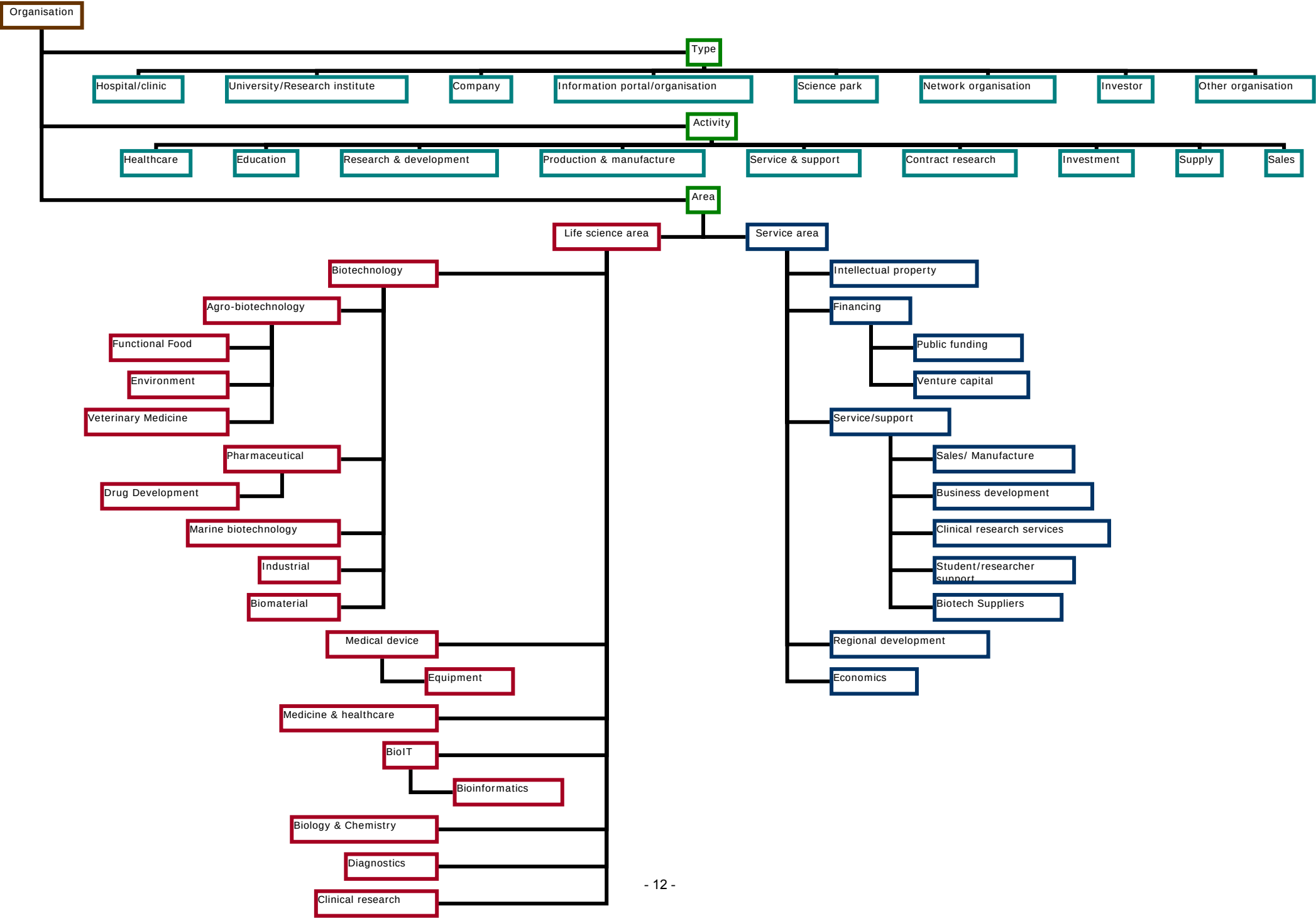
The final categorisation was made in the ScanBalt Competence Region project where the categories from the different sources were put together. The categorisation was approved by the SLSDB partners and is now used by the "ScanBalt Yellow Pages".

Trough the centralised data model efforts made in numerous projects will not lose value overtime but will contribute to improve the information available for the region in the future.

Overview of ScanBalt project mappings and databases

Research & education Sources: fact file-e + Compreg mapping Info on the data: Contains universities, reseach institutes, univ.faculties, univ.departments, univ.international offices Categorisation:Agriculture, Biological/Chemical Sciences, Biotechnology, Economics, Environment, Health, Marine, Medicine, Student/Researcher Support, Veterinary, Area of Biotech: Blue, Green, Red, White Number of entries: <u>1027</u>; 73:DK, 114:SE, 56:D, 324:PL, 122:LT, 80:LV, 98:FI, 52:NO, 22:IS, 17:RU, 60:EE	Clinical Competences Sources: Factfile C + Clinical research database Info on the data: contains hospitals, labs, university departments and companies + information portals (updated 2005-2006) Categorisation: pre clinical, clinical, ICT, Hospital, department, information portal Number of entries: <u>404</u>; 74:DK, 82:SE, 11:D, 49:PL, 56:LT, 25:LV, 43:FI, 23:NO, 2:IS, 28:EE, 0:RU
Companies Sources: ScanBalt Company database, CompReg mapping, Scandinavian life science database, factfile -c Info on the data: very heterogeneous data, contains data from all countries. Mostly lifescience, but also service providers etc.Updated 2004-2006 Categorisation: Biotech Company, Biotech Sales, & Service, Business Support, Institution: <u>Activity</u>: R&D, Production, Marketing, Service, Financing Number of entries: <u>2072</u>; 174:DK, 1373:SE, ? :D, 118:PL, 12:LT, 37:LV, 137:FI, 85:NO, 27:IC, 52:EE, 0:RU	Funding / investors Sources: factfile -i Info on the data: collected 2004 Categorisation:Late Stage Funding, Seed and Start-Up Number of entries: <u>76</u>; 15:DK, 18:SE, 11:D, 5:PL, 2:LT, 3:LV, 6:FI, 9:NO, 2:IC, 3:EE, 2:RU

Categories in the "North European Life Science Database"



Financing model

A partner model^{III} was developed by the project that enabled actors that agree with the basic idea of the project to be involved. We distinguish between three types of partners:

- Partner, P
- Supporting Partner, SP
- Main Sponsor, MS

A **partner** contributes with regional data and helps us keep this updated. A *Partner* has access to the data through the website www.scandinavianlifescience.org and is presented at the website <http://www.scandinavianlifescience.org/sls/partners.htm> with name and link. This kind of partnership is free of charge.

Supporting partners can also function as a regional data contact and contribute with data and updates. They are presented by logo description and link at the website. Partners are also offered to get their own interface to the database on their website. *Supporting partners* pay a yearly fee.

Main Sponsors are presented at the front page of the website. Their support to the project is mainly financial but they may also get access to the raw data and other services connected to the database. These services are decided on a case to case basis by the workgroup.

Supporting partners

- CMI at Karolinska Institutet,
- Gothenburg Business Region,
- MedCoast Scandinavia,
- Medicon Valley Academy
- Scanbalt
- Business arena Stockholm
- SwedenBIO
- Uppsala BIO
- Position Skåne
- Stockholm BioRegion

Partners

- Umeå Bio (Sweden)
- IcelandBio through Rikshospitali
- Bio Medico Forum (Denmark)

Main sponsor

- Nordic innovation Center

This partner model has now been replaced by the “North European Life Science Database” business plan^{IV}.

Collaboration Model

The project is based on the conclusion that database collaboration:

- ☐ Reduces costs
- ☐ Simplifies the administration for many parties; not the least for the companies
- ☐ Increases the correct data available
- ☐ Increases quality
- ☐ Enables standardisation - possibilities for benchmarking
- ☐ Creates critical mass - (Scandinavia, Nordic countries, ScanBalt)
- ☐ Meetings across borders creates opportunities for new collaborations

Operational terms for the Scandinavian Life Science Database

- ☐ The system will be **utilized** in several other informational platforms as a primary/secondary source of information. The system is purely generic and should be easily available for new users.
- ☐ The consortium of founding/supporting partners **is responsible and owner of the data and the** system of the Scandinavian Life Science Database. The New users of the system have to be introduced to the rules and routines.*

** This has been changed in June 2006 according to the recommendations of this project. ScanBalt is now responsible for the protection and administration of the data that has been merged with the ScanBalt databases. Data collection and updating is still decentralized but ScanBalt takes the final responsibility to coordinate all activities.*

- ☐ **Data surveying and collection** will be carried out locally by the individual regions and partners involved in the collaboration.

There have been many opportunities for dissemination and discussion of the issues for this project at numerous meetings and conferences. It is obvious that many organisation experiences the same problems and that they find the data collaboration model interesting.

Through the partners collaboration with other actors and projects the knowledge from this project have been used by others and the input to the project has increased immensely.

Partners and project collaborations

Scandinavian Life Science Database has collaborated with the following projects:

Vinnova Cluster report

"Nationella och regionala klusterprofiler - Företag inom bioteknik, läkemedel och medicinsk teknik i Sverige", Anna Sandström, Tage Dolk.

This report was created to be the basis for a national research and innovation strategy for Sweden. Basic company information from the Scandinavian Life Science Database was used for the report and the updated and improved data was put back into the database when the report was ready.

Mediconvalley.com

Branding website for the Medicon Valley Region. A database and an updating system influenced by the Scandinavian Life Science Database was created for this website. The Medicon Valley data is updated in collaboration with this database.

ScanBalt Network of Networks (NICE)

The project "Scanbalt Network of Networks in biotechnology" focuses on the development of the ScanBalt organisation, the involvement of key players from ScanBalt BioRegion, and the increased promotion of human and financial mobility. ScanBalt made the first FactFiles on investment and education in this project. This project also provided the company databases for Finland, Latvia, Poland, Lithuania and Estonia.

Boosting Baltic (FP6)

Boosting Baltic FP6 aims to increase the competences on programs of FP6 and related knowledge for National Contact Points (NCP's) and their customers and advance their area of action by promoting advanced partnerships, entrepreneurship and competitiveness.

Boosting Baltic has provided an update of the FactFile-education, mapping of clinical competences FactFile-c and has been a major partner in the work to integrate all databases and create the ScanBalt Yellow Pages"

ScanBalt clinical research network (NICE)

Was a pilot project to establish a network within clinical research and make a mapping and a database with the spearhead competences within the clinical research area. The database is now part of the "ScanBalt Yellow Pages".

ScanBalt Campus (Interreg IIIB)

ScanBalt campus (SBC) is a pilot project aimed at creating a critical mass in research and education within some selected scientific areas within biotechnology and life science. In the project 31 universities, hospitals and companies from 10 countries in Northern Europe unite to increase the mobility of students, lecturers and researchers within the ScanBalt region. The project pioneers in putting the Bologna process into practice within a large network.

ScanBalt campus has provided integration of university data in the database.

Scanbalt/CompetenceRegion (FP6)

The objective of the project is to provide an extensive and structured mapping of the Pan-European ScanBalt Bioregion providing a status and overview with respect to actors, competencies, framework conditions and other relevant factors on a globally comparable basis.

CompetenceRegion has been one of the major parts in creating the North European Life Science Database and the search interface ScanBalt yellow Pages.

COMPETENCE (Interreg 3III)

The aim is to create a Competence-web, a scorecard and a map as the basis for a biotech strategy with focus on the research institutions in the regions covered in the project. (Oslo, Gothenburg, Stockholm, Lyon, Leiden, Budapest and Sussex).

The steering committee has decided to use the SLSDB framework when the work related to categorisation and presentation of companies will take place. The System will be presented during spring 2007.

NORBIO (IN)

The initiative from the project group in IN; www.scandinavianlifescience.org has been proposed to maintain the Norwegian information as a primary information resource managed by IN (www.invanor.no). The system consists of 110 Norwegian companies strictly within Biotechnology based on results from innovative R&D projects.

Activities / dissemination

Exhibitions

Biotech Forum Stockholm 2005^{V VI}

Bio Philadelphia, 2005

Presentations

Scanbalt Forum, Oslo 2005, ^{VII}

ScanBalt Exco, Hamburg 2005

Vinnova Maj 2005

Norbio Meeting, with innovasjon Norge and Norges Forskningsråd 2005

Newsletters to companies

August 2005

Website references

Biotechnology statistics, Sweden OECD¹

¹ http://www.oecd.org/document/39/0,2340,en_2649_33703_2673959_1_1_1_1,00.html

Results

Use of the database 2004-2005

The feedback from partners and visitors show that the database has been used in multiple ways:

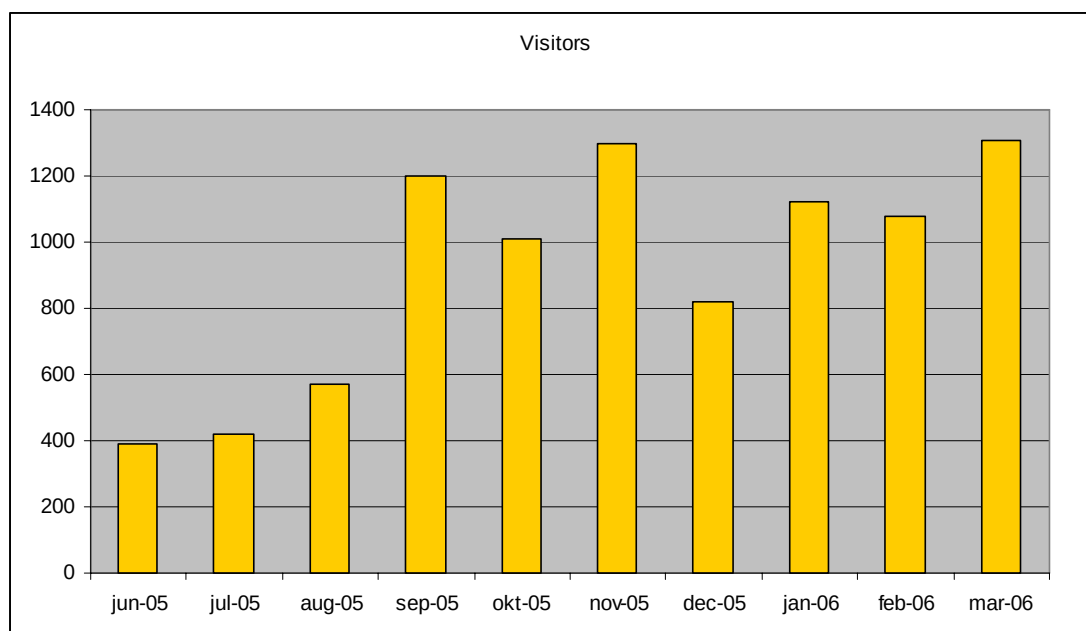
☐ Partners

- Local interfaces (search engine on their website)
- Marketing
- Analysis (extract from database)
- Network (companies or other partners)
- Tech transfer

☐ Visitors

- Venture capitalists: companies
- Companies: customers
- Individuals: companies for jobs, papers etc
- Statistics on Scandinavia/Sweden
- ...

Statistics



Visits at the website www.scandinavianlifescience.org June 2005 – March 2006

One of the main threats for the project financed databases is that the accuracy and relevance of the data deteriorate quite quickly if it is not updated. This causes a once valuable data base to lose its significance. This Scandinavian Life Science project has looked for ways to make the progress go in the other direction.

How to maintain and improve data quality:

- ☐ Update through collaboration
There are always new projects or actors that are interested in working with the data
- ☐ Companies update themselves
Mail to companies every 6 months
- ☐ Manual update
- ☐ **Relevance and accuracy of information!**

Why database collaboration?

All parts can benefit from using the Scandinavian Life Science Database model.

❑ The partners

- + Quick and economic solution
- + Access to a large amount of updated data
- + new collaboration partners and expanding network

❑ The companies

- + Only one place to update
- + Visibility on many websites with well known brands

❑ The visitor

- + Large number of companies
- + Very easy to use
- + Quality is assured by well established partners

The database

We have succeeded in creating the basis for the now most complete open Life Science Database in Northern Europe (see www.scanbalt.org/yellowpages)

Conclusions and recommendations

Database model:

The central database model has proved to be the most a cost-effective use of the resources.

- ❑ It is a good way to improve data quality
- ❑ It is easier to handle the data
- ❑ Companies/organisations input is used efficiently
- ❑ Competences are made available
- ❑ Networking is facilitated
- ❑ Since the basic data is available in an open database clusters or support organisations can put all their resources into collecting additional high quality information.

Collaboration and operation

The data collaboration model has gained acceptance with many of the regional actors in northern Europe. If new projects and partners continue to use the database the quality and attractiveness of the database will improve to excellence.

In the Scandinavian Life Science Database project all responsibility was divided between the consortia of original partners. It was agreed that there was a need for a stable organisation for the administration, operation and coordination of the system and the activities. ScanBalt was considered the best organisation for taking over the responsibility and ownership since ScanBalt has an interest in the whole region and already act as an umbrella for the bioregions. ScanBalt is a non-profit organisation and is not a competitor to any of the other partner organisations.

Partnership of different kind is useful to for collecting data, quality control, disseminating and networking. Partnerships will in the future be signed with ScanBalt through projects or directly through the "North European Life Science Directory" agreement.

As stated databases need constant funding to assure that the significance of the information is sustained or even improved. ScanBalt will solve these issues through direct partnerships with interested organisations, collaboration with projects, memberships and sponsors.

Hopefully in this way the continuity of this project is assured.

The Future Feb 2006- >

North European Life Science Directory

In **June 2006** it was finally decided that ScanBalt through the projects ScanBalt CompetenceRegion and Boosting Baltic FP6 should take over the operation and administration of the database. This enabled the merger of all ScanBalt databases and the Scandinavian Life Science Database. The search page "**ScanBalt Yellow Pages**" was created and the database changed name to "**North European life Science Directory**". Today this database includes over 3500 companies, universities/research institutions, investors, Science Parks and Networks from Denmark, Finland, Iceland, Norway, Sweden, Estonia, Latvia, Lithuania, Poland, North Germany and North West Russia.

A new partnership model^{IV} was developed and the offer to participate has been sent out to a large number of stakeholders in the ScanBalt BioRegion.

The Scandinavian Life Science Database is now completely integrated in the new database.

Appendixes

^I Policy Scandinavian Database Collaboration (PDF), 2004

^{II} Inventering av branchkategorier.doc, 2005

^{III} Riktlinjer för Partnerskap.doc, 2005

^{IV} North European Life Science Directory.doc, 2006

^V Poster BTF (pdf), 2004, 2005

^{VI} FlyerSLSDB (pdf), 2004, 2005

^{VII} SLSDB_SBForum2005 (pdf), 2005

Appendix I:

Policy Scandinavian Database Collaboration (PDF), 2004

Policy Document* for the Scandinavian Database Collaboration Project

Aim of the project

The collaboration's ultimate aims are to facilitate the participants' efforts to:

- Carry out national and regional analyses and research (benchmarking etc)
- Provide the basis for the participants' political decisions or proposals at both the national and European Union level.
- Carry out marketing activities for individual countries/regions and/or for the whole Nordic/Baltic area

To support these aims the project will develop common standards for categorizing, systematization and structuring of knowledge databases and thereafter develop a model for collection and quality assurance of data.

The project will additionally serve as a pioneering example of standardization of database systems in the Nordic/Baltic region.

Activities and prioritization

From the start of the collaboration, structure and categorization as well as data collection will focus to satisfy the three purposes listed above. As a first tool for collection of data and presentation of data the project will develop a shared database of Life Science companies. This database will contain basic, non-confidential information free to use for all collaboration partners. The database will also serve as a model for development of common standards.

Further ahead the collaboration project will approach other competence data, like for instance databases of research activities and public institutions/hospitals.

Responsibilities

Data surveying and collection will be carried out locally by the individual regions and partners involved in the collaboration.

Ownership

Several categories of data and their ownership according to the collaboration contract should be defined:

1. Common, shared basic data which all partners can use without further permission from the other partners.
2. Data which can only be used on receipt of written permission from the representatives of the partner regions
3. Data which can only be used by the region which has collected it.

* This document is not intended to be legally binding but to serve merely as a record of guidelines for the project.

Project members

Collaborating partners in the introductory phase will be:

- CMI at Karolinska Institutet,
- Business Region Göteborg,
- MedCoast Scandinavia,
- Medicon Valley Academy,
- ScanBalt,
- Stockholm BioRegion,
- SwedenBIO (also representing Vinnova, Invest in Sweden Agency and the Swedish Trade Council) and
- Uppsala BIO.

The partners will build a consortium which will jointly develop a model for classification and database structure as well as a collaborative organization for the future.

New members:

The collaboration will be restricted to the above-named partners in the introductory phase in order to keep the organization manageable. As soon as the collaboration yields fruit, other partners can be invited to join, in order to cover areas that are not represented in the original organization or that are important for the project's development. New members will be approved by a two third majority of partners and should be obliged to sign a collaboration agreement before entering the project.

Language:

Since the project will in the future also include collaborators outside Scandinavia, documentation will be in English.

_____	_____
_____	_____
_____	_____
_____	_____

Appendix II:

Inventering av branchkategorier.doc, 2005

INVENTERING BRANSCHKATEGORIER

Anna Sandström bransch kategorier

Ca 800 svenska företag är klassade utifrån denna. Vår egen engelska översättning inom parentes

1 Läkemedelsutveckling (Drug development)

- forskning och utveckling av nya läkemedel och terapier

2 Läkemedelsformulering (Pharmaceutical formulation)

- utvecklar lösningar för hur läkemedel ska administreras till patienten, t.ex. utformning av tabletter

3 Diagnostika (Diagnostics)

- utveckling av diagnostika, ofta antikroppsbaseade tester och kits

4 Bioteknisk medicinsk teknik (Biotechnological Medical Technology)

- förser sjukvården med bioteknisk medicinsk teknik, t.ex. produkter som används vid provrörsbefruktnings, blodbehandling eller näringslösningar samt vissa biomaterial

5 CRO-företag (CRO)

- "Contract Research Organisation" inom läkemedels/medicinområdet - företag som tillhandahåller produkter och tjänster för klinisk prövningsverksamhet

6 Läkemedelsproduktion (Pharmaceutical production)

- företag som producerar läkemedel, här exkluderas bioteknisk produktion av läkemedel som istället finns under Bioproduktion

7 Medicinsk teknik (Medical technology)

- teknisk utrustning som används vid medicinsk behandling och diagnostik bl a anestesiutrustning, pacemakers, respiratorer, kringutrustning som behövs vid röntgenundersökningar, elektroder, kablage och här ingår även biokeramer för odontologi och ortopedi samt viss tandläkarutrustning

8 Biotekniska verktyg (Biotechnology tools)

- nya produkter och tjänster för produktion, processer, forskning och utveckling inom olika biotekniktillämpningar, t.ex. utrustning för bioseparation, bioinformatik eller biomolekylära analyser

9 Bioproduktion (Bioproduction)

- bioteknisk produktion av läkemedel, biomolekyler eller mikroorganismer

10 Agrobioteknik (Agriculture biotechnology)

- genetiskt modifierade växtsorter, biologiskt växtskydd baserat på naturligt förekommande mikroorganismer eller biomolekyler

11 Miljöbioteknik (Environmental biotechnology)

biotekniska lösningar på miljöfrågor såsom vattenrening, marksanering och avfallshantering

12 Biotekniska livsmedel (Biotechnology foods)

- utveckling av livsmedel som t.ex. kan innehålla hälsobefrämjande biotekniskt producerade tillsatser, ett exempel är probiotika

Anna Sandström översiktsområden

Ca 800 svenska företag är klassade utifrån denna. Vår egen engelska översättning inom parentes

- **Bioteknik** (Biotechnology)
- **Bioteknik försäljning** (Biotechnology Sales)
- **Bioteknik underleverantör** (Biotechnology Subcontractor)
- **CRO** (CRO)
- **Medicinsk Teknik** (Medical Technology)
- **Medicinsk Teknik, försäljning** (Medical Technology Sales)
- **Medicinsk Teknik, underleverantör** (Medical Technology Subcontractor)

Johans Förslag

Baseras utifrån Anna Sandströms branschklassificeringar kan med automatik följande översiktliga gruppering göras:

- **Pharma/Drug Development**: hämtar Anna Sandströms branschområden 1, 2, 6
- **Biotech tools, supplies**: hämtar Anna Sandströms branschområden (4), 8, 9, 10, 11, 12
- **Medtech**: hämtar Anna Sandströms branschområden (4), 7
- **Service Provider/CRO**: hämtar Anna Sandströms branschområden 5
- **Financier**: saknas i Anna Sandströms branschområden
- ev **Diagnostics**: hämtar Anna Sandströms branschområden 3

I Scandinavian Life Science Database finns idag

Företagen uppdaterar detta, är dock inte synligt i det publika gränssnittet

- **Research & Development**
- **Marketing/Selling**
- **Service**
- **Production**
- **Financing** (hellre flytt till branschkategorierna enligt ovan)

MVAs kategorier

Hämtat från MVAs årsredovisning. Inom parentes från separate lösblad från Elise

- Science Parks, Innovation & Network organisations
- Patents
- Investor, Business Development & Recruitment
- Regions & Cities
- Research & Discovery (Discovery)
- Discovery & Clinical Development (Development)
- Clinical Development & Registration (Clinical Studies & Registration)
- Laboratory & Research Suppliers
- Process & Production
- IT & Consultancy

Uppsalas branschområden

Thesaurus for Classification of Life Science Companies

1. Agribiotechnology
2. Analysis laboratory
3. Biomaterial
4. Bioproduction
5. Biotech supply
6. Consultant
7. CRO
8. Diagnostics
9. Distributor
10. Medical equipment
11. Pharmaceutical
12. Venture capital
13. Veterinary medicine

Consultant subclasses

1. Industry design
2. IP
3. IT
4. IT Management
5. Management
6. Marketing
7. Marketing, Management
8. Marketing, Management, IP, VC
9. Product development
10. Product development, Validation
11. Production
12. Validation

CMI produktindelning

Användes i vår tidigare databas (en del företag klassade utifrån denna)

- **biomaterials**
- **biomedical knowledge**
- **biosurfaces**
- **chemicals**
- **clinical trials**
- **consulting**
- **contract research**
- **diagnostics**
- **disposable goods**
- **education**
- **financier**
- **functional foods**
- **general**
- **handicap equipment**
- **healthcare provider**
- **IT/software**
- **laboratory product**
- **legal advice**
- **med.tech. equipment invasive/surgery etc.**
- **med.tech. equipment surveillance/diagnostics**
- **med.tech. techniques**
- **other**
- **patent advice**
- **personel letting**
- **pharmaceuticals**
- **venture capital**

CMI ämnesområden

Användes i vår tidigare databas (en del företag klassade utifrån denna)

- **all**
- **allergy & immunology**
- **biochemistry**
- **biotechnology**
- **cardiovascular diseases**
- **chemistry**
- **computational biology**
- **dentistry**
- **dermatology**
- **developmental biology**
- **diagnostic imaging**
- **endocrinology**
- **gastroenterology**
- **genetics**
- **hematology**
- **information science**
- **intensive care**
- **medical oncology**
- **microbiology**
- **molecular biology**
- **musculoskeletal diseases**
- **neurology**
- **nutritional & metabolic diseases**
- **orthopedics**

- other
- otolaryngology
- pathology
- pharmacology
- physics
- proteomics
- radiology
- respiratory diseases
- surgery
- toxicology
- transplantation
- urologic & male genital diseases

Venture Valuation Sektorer (Biotechgate Company Database)

Huvudsektorer:

- Biotechnology
- Biotechnology instrumentation and services
- Biotechnology related
- Medical technology
- Supplier
- Consulting
- Investor
- Public organizations/NPO

Biotechnology, subclasses:

- Gene & Cell Therapy
- Genomics
- Proteomics
- Therapeutics – Antibiotics
- Therapeutics – Monoclonal Antibodies
- Therapeutics – Vaccines
- Therapeutics – Other
-

Biotechnology Instrumentation & Services, subclasses:

- Analytical services
- Biochips
- Bioelectronics
- Bioinformatics
- Cell culture
- CMO
- CRO
- Diagnostic instrumentation
- Diagnostic services
- Drug delivery
- Packing services
- Reagents/compounds
- Research instrumentation
- Screening
- Synthesis services

Biotechnology related, subclasses:

- AgroBio
- Cosmetics
- Environmental
- Food
- Generics
- Pharmaceutical
- Veterinary

Medical Technology, subclasses:

- Active implantable devices
- Anaesthetic and respiratory devices
- Dental devices
- Electro mechanical medical devices
- Hospital hardware
- In vitro diagnostic devices
- Non-active implantable devices
- Ophthalmic and optical devices
- Reusable instruments
- Single use devices
- Technical aids for disabled persons
- Diagnostic and therapeutic radiation devices

Biotech Sweden (The Swedish Biotech Industry Guide)

Områden:

- **Agrobiotechnology**
- **BioIT**
- **Biomaterial**
- **Bioproduction**
- **Biotech Suppliers/Distributors**
- **Biotech Suppliers/Manufacturers**
- **CRO**
- **Diagnostics**
- **Drug Discovery**
- **Functional Food/Health Products**
- **Intellectual Property**
- **Pharmaceuticals**
- **Veterinary medicine**
- **Service**

Appendix III:

Riktlinjer för Partnerskap.doc, 2005

Riktlinjer för partnerskap i "The Scandinavian Life Science Database"

Initiativet Scandinavian Life Science Database är i grunden ett ideellt projekt som bygger på ett starkt regionalt och lokalt engagemang hos projektets samarbetspartners. Det är projektets partners som i slutändan garanterar kvaliteten och ser till att företagsdatabasen hålls uppdaterad och aktuell. Det är också projektets partners som står för grundfinansieringen genom sponsorskap.

Genom att medverka som partner ges även unika möjligheter att nyttja den nybildade plattformen The Scandinavian Life Science Database både som ett värdefullt verktyg för databasadministration och som unik marknadsföringskanal för både partner och de Life Science företag som partnern företräder.

Alla aktörer som stödjer projektets grundidé kan ansöka att få status som partner. Projektets ambition är att framöver att knyta an fler partners och sponsorer och att därmed få fler regionala aktörer engagerade. Härigenom kan kvaliteten kan öka samtidigt som de relativa kostnaderna minskar (per partner).

För närvarande erbjuds tre olika partnersnivåer:

- Partner, P
- Supporting Partner, SP
- Main Sponsor, MS

Ansökan om partnerskap görs direkt till projektets arbetsgrupp, för närvarande: Johan Arnell (Karolinska Inst), Elise Kvarnström (MVA/ScanBalt) samt Jens Gran (MedCoast Scandinavia).

Karaktärisering av partnerskapskategorier

För samtliga partnerskapsnivåer gäller att partnern ställer sig bakom projektidéen och efter bästa förmåga bidrar till att föra projektet framåt, t.ex. genom att identifiera nya företag, sprida kunskap om projektet i sin närmiljö eller liknande.

Partner:

Utöver att stödja projektidéen kan en Partner fungera som en lokal/regional kontaktpartner mot de lokala life science företagen eller gentemot organisationens målgrupp. En partner bistår således till att hålla företagsdata uppdaterade. Partnern får åtkomst till företagsdata genom den publika websiten www.scandinavianlifescience.org.

Samtliga partner (P) presenteras på projektets genomsamma website www.scandinavianlifescience.org med namn och länk.

Att medverka i projektet som Partner är kostnadsfritt.

Supporting Partner:

En Supporting Partner (SP) presenteras på www.scandinavianlifescience.org med namn, logotyp, kort verksamhetsbeskrivning samt direktlänk till egen website.

En Supporting Partner kan även fungera som en lokal/regional kontaktpartner mot de lokala life science företagen eller gentemot organisationens målgrupp. En Supporting bistår således till att hålla företagsdata uppdaterade.

En Supporting Partner får åtkomst till företagsdata ges genom den publika websiten www.scandinavianlifescience.org. En Supporting Partner ges även möjligheten att på

specificerad begäran hämta mer avgränsad information. Exempel på sådan information kan vara sammanställningar av företagslistor eller egna gränssnitt gentemot företagsdatabasen.. Härigenom ges möjlighet att använda företagsdatabasen som ett mycket värdefullt administrativt stöd och verktyg. Arbetsgruppen fattar gemensamt beslut om vilka specifika önskemål och "skräddarsydda lösningar" hos Supporting Partners som kan verkställas samt ser till att dessa åtgärder ligger i linje med projektets övergripande mål och strategier. Allt merarbete för att verkställa specifika lösningar debiteras av arbetsgruppen till självkostnadspris (500 kr/timme).

För att kvalificera sig som Supporting Partner krävs att aktören årligen sponsrar projektet med en av arbetsgruppen fastställd summa (25 000 kr för 2005).

Main Sponsor:

En Main Sponsor (MS) stödjer projektidéen och bidrar i huvudsak genom finansiellt stöd.

Om så önskas kan en Main Sponsor erhålla möjlighet att hämta företagsdata direkt mot the Scandinavian Life Science Database. Härigenom skapas möjligheten att utnyttja företagsdatabasen som ett unikt administrativt stöd och verktyg. Vid behov kan en Main Sponsor även få hjälp att utveckla en egen sökmotor eller eget gränssnitt gentemot företagsdatabasen. Arbetsgruppen fattar gemensamt beslut om vilka önskemål och "skräddarsydda lösningar" hos Main Sponsors som kan verkställas samt ser till att dessa åtgärder ligger i linje med projektets övergripande mål och strategier. Allt merarbete för att verkställa specifika lösningar debiteras av arbetsgruppen till självkostnadspris (500 kr/timme).

Main Sponsors presenteras på www.scandinavianlifescience.org med namn, logotyp, kort verksamhetsbeskrivning samt direktlänk till egen website. För en MS presenteras även logotyp på websitens första sida.

För att kvalificera sig som Main Sponsor krävs att aktören sponsrar projektet med en av arbetsgruppen fastställd summa (minimum 100 000).

Appendix IV:

North European Life Science Directory.doc, 2006

The North European Life Science Directory

Introduction

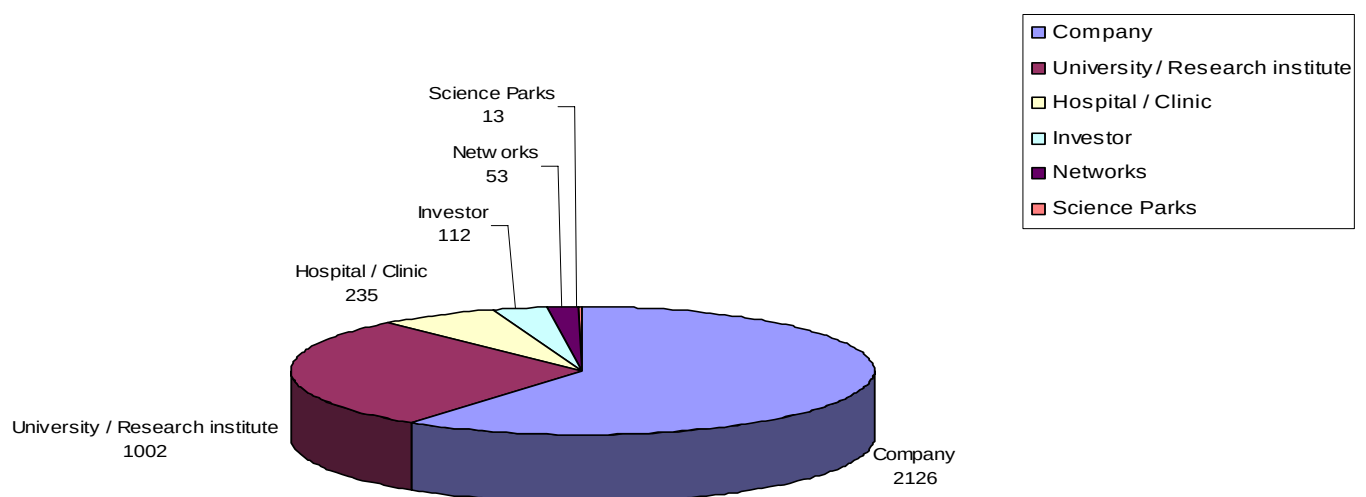
The North European Life Science Directory is a unique information and marketing tool for regional and national actors*.

The database is operated and maintained by ScanBalt™ a not for profit association for the regional clusters and networks in ScanBalt BioRegion.

North European Life Science Directory includes more than 3000 actors in Life Science, R&D or Support: Companies, Research institutes, Hospitals, Clinics and Universities. The directory covers ScanBalt BioRegion countries:

- *Denmark, Finland, Iceland, Norway, Sweden*
- *Estonia, Latvia, Lithuania*
- *Poland, North Germany, North West Russia*

The directory includes detailed information on ScanBalt BioRegion major actors (absolute numbers)



Based on data from ScanBalt Yellow Pages, October 2006

* The North European Life Science Directory combines public information into a comprehensive database. All organisations in the database are marked according to life science area, activity and key competences. No lists of e-mails from the directory will be sold.

ScanBalt service

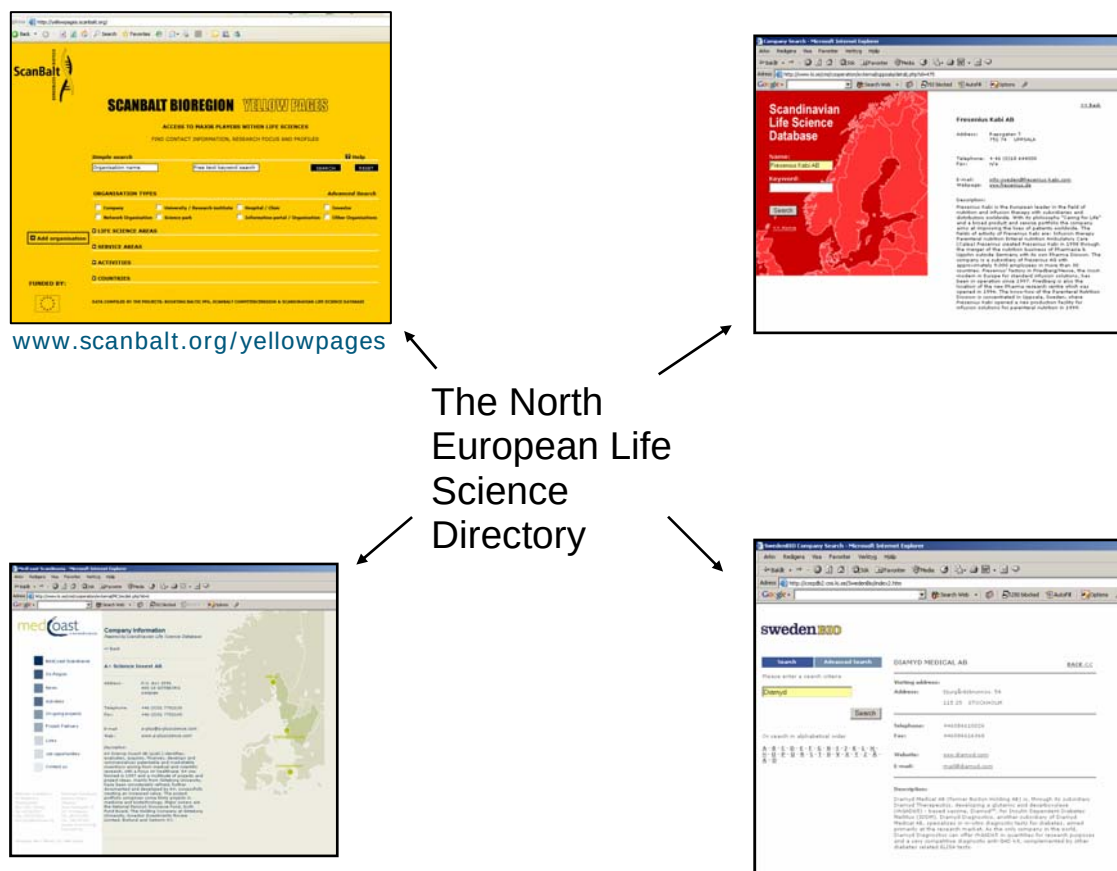
ScanBalt™ offers to:

- **Create** your own window to the directory and integrate it into your website.
- **Increase** visibility of your knowledge and competences to the global life science community.
- **Provide** easy access to analyses, mappings and statistics
- **Assist** you in keeping your information updated
- **Market** your organisation on the ScanBalt BioRegion Yellow pages (www.scanbalt.org/yellowpages), Scandinavian Lifescience database (www.scandinavianlifescience.org) and other North European Life Science Database related material. (Newsletters to companies and organisations, presentations etc)

The results will be improved promotion of your region and your website quality is strengthened with comprehensive access to updated information on Life Science actors.

Your window to the database - an individual interface

You decide on data, the size, shapes and colours. We design according to your needs. *Please find examples of individual interfaces below:*



The benefits

The benefits of the North European Life Science Directory

- on knowledge

Access to a large amount of updated data

Promotes your Life Science capacities regionally, nationally and internationally

New collaboration partners and expanding network

- operational

Quick and economic solution

Very easy to use, one-stop-entry

Only one place to update

Quality and maintenance assured by ScanBalt™,

Trusted brand

North European Life Science Directory comes with a ***simple to use search engine*** allowing for both simple and sophisticated searches. All companies and organizations in the database are described with key competences and focus areas, contact information and website.

North European Life Science Directory offers ***simple and sophisticated*** searches, ranking from one to five categories with more than 50 parameters to choose between. ***Get overviews*** of countries/life science sectors and get detailed specific findings.

See the database in action: www.scanbalt.org/yellowpages

Your international visibility

North European Life Science Directory has been published widely to more than 10.000 recipients in the ScanBalt BioRegion. Within the next couple of months several international agencies will be invited to the link to the North European Life Science Directory. The Directory is also registered on all larger search engines, securing international visibility.

Our Operation

ScanBalt and our members will include the continued development of **North European Life Science Directory** in all relevant EU proposals. This will ensure a continuous strengthening of the directory and ScanBalt ensures that mapping-efforts are not duplicated. This is the most a cost-effective use of the resources.

In 2007 the ScanBalt project “Boost Biosystems” launched October 2006 will provide a mapping that expands and updates the database with biosystem actors in ScanBalt BioRegion.

The North European Life Science Directory aims to have a half-time position for operations and maintenance. This will allow for regular updates and development of new features, including graphics, statistics and analyses.

Background

The North European Life Science Directory is based on the ScanBalt Yellow Pages.

The information is derived from mappings produced in several projects, funded by the EU and the Nordic Innovation Centre (NICE). The main partners behind were the following projects and their collaborators:

- Scandinavian Life Science Database (NICE)
- Boosting Baltic FP6 (EU)
- ScanBalt CompetenceRegion (EU)
- ScanBalt Clinical Research Network (NICE)
- ScanBalt Network of Networks (NICE)

ScanBalt™ has been instrumental to the merger of the mapping produced by the projects.

ScanBalt hosts **the North European Life Science Directory** as a service to the Life Science actors in the region and to the international Life Science community.

Contract to the services

Durance

Services and fees are based on 3-years contracts.

Prices

The price for set up and design of an individual interface to the **North European Life Science Directory** are seen below.

ScanBalt sets up your interface to the database, according to your demands. Regional companies and organisations can be pre-selected to create maximum visibility. Support and easy-to-use multiple update systems are included in the price.

<i>Price in Euro</i>	Year 1	Year 2	Year 3	Following years
ScanBalt members*	1000	500	250	250
Scandinavian Life Science Database partners	5000	2500	1250	1250
Non Members or Partners	10.000	5000	2500	2500

For further information please call project manager Elise Kvarnström at + 45 3532 4146 or ek@scanbalt.org

To order your own Interface to the North European Life Science Database please sign and return this letter to ScanBalt, Arne Jacobsens Allé 15, 2, 2300 Copenhagen S, Denmark (or by fax + 45 35324159).

Upon receiving your order, we will contact you to discuss the design of your individual interface to the **North European Life Science Database**.

Date: / /

For:

For ScanBalt

Name:

Peter Frank

* ScanBalt members that have been accepted on reduced membership fee, are eligible for reduced fee for access to the North European Life Science Database.

Appendix V:

Poster BTF (pdf), 2004, 2005

The Scandinavian Life Science Database Project



Johan Arnell, Jonas Lundberg
Centre for Medical Innovations, Karolinska Institutet



The Scandinavian Life Science Database is a project focusing on building a comprehensive database of Scandinavian companies active in the Life Science area. The project is using an open model for collecting, using and presenting data.

Introduction

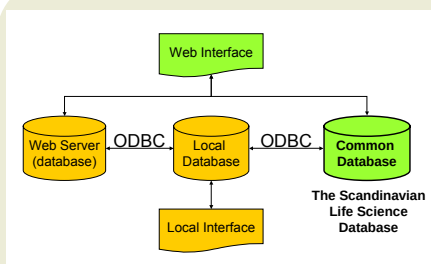
This project is a pioneering example of interregional cooperation regarding shared information systems.

At the moment the Scandinavian Life Science Database contains over 1 200 companies from Sweden, Denmark and Norway. All companies have a focus on Life Science, working with biotechnology, medical devices or as service providers. The database is continuously under development and more companies and better search possibilities are added. Behind the Scandinavian Life Science Database project stands the following actors: Business Region Göteborg, Karolinska Institutet, MedCoast Scandinavia, Medicon Valley Academy, ScanBalt, Stockholm BioRegion, SwedenBIO and Uppsala BIO.

Aim

The ultimate aim of the collaboration is to facilitate the participants' efforts to:

- Carry out national and regional research and analyses
- Provide a foundation for political decisions and proposals by the participants' at both the national and the international level.
- Carry out marketing activities for individual countries/regions and/or for the whole Nordic/Baltic area



Generic model for a common database

The database model

To ensure high data quality and facilitate the update process a common database has been developed. Each project partner can connect to the database and link it to internal databases. The use of a common, unique identifier for companies makes this connection possible. This means that each actor can use the common information in the Scandinavian Life Science Database, but at the same time keep internal (confidential) information in local systems. The shared information so far include general information about the companies such as contact information and a short company description. Soon a jointly developed system for categorizing and classification of companies will be added.



Examples of current web interfaces

Next steps

- Improve quality of data
- Improve web interfaces
- Secure external funding
- New partners/regions?

On a consensus basis:

- Set classifications and definitions
- Further expansion of covered regions and information objects

A searchable interface to the database is available at:
www.scandinavianlifescience.org

For more information please contact:

Johan Arnell
Jonas Lundberg
Centre for Medical Innovations
Karolinska Institutet
www.ki.se/cmi

Adress: Nobels väg 15a
171 77 Stockholm, Sweden
Phone: +46 8 524 865 80
email: johan.arnell@cmi.ki.se
jonas.lundberg@cmi.ki.se

Appendix VI:

FlyerSLSDB (pdf), 2004, 2005

Scandinavian Life Science Database

www.scandinavianlifescience.org

Welcome to the Scandinavian Life Science Database!

To further strengthen Scandinavia as a world-leading region in Life Science and biomedicine the leading regional actors in Scandinavia are joining forces. As a first step we have established the Scandinavian Life Science Database - a comprehensive database of Scandinavian companies active in the Life Science area. This joint database is a powerful tool based on multiple local and regional databases - now merged together into a common interface.

The first version of the Scandinavian Life Science Database has already been introduced. The database is under continuous development and more companies, better search possibilities as well as more detailed information and statistics will be added further on.

At the moment the Scandinavian Life Science Database contains over 1000 companies from Sweden, Denmark and Norway. All companies have a focus on Life Science, either it will be in biotechnology, medical devices or as service providers. On the website - www.scandinavianlifescience.org - you can search a region, country or the entire database for a specific company or a type of company. It is the perfect medium to find partners and to make your company visible to others. The website also provide basic statistics.

Behind the Scandinavian Life Science Database stands the following actors: Business Region Göteborg, Karolinska Institutet, MedCoast Scandinavia, Medicon Valley Academy, ScanBalt, Stockholm BioRegion, SwedenBIO and Uppsala BIO

Join the Scandinavian Life Science Database

To join the Scandinavian Life Science Database is very easy and free of charge. The requirement is that your company is active within Life Science and the Scandinavian region. It is you and your firm who enters and manages the information about the company, in this way you are in control. To join, simple go to the website - www.scandinavianlifescience.org - and register under "Add company" or contact your local representative, se below.

For more information please contact:

Business Region Göteborg: Annette Ravenshorst, annette.ravenshorst@brg.goteborg.se

Karolinska Institutet: Johan Arnell, johan.arnell@cmi.ki.se

MedCoast Scandinavia: Jens Gran, jens.gran@medcoast.org

Medicon Valley Academy: Elise Kvarnström, ek@mva.org

ScanBalt: Peter Frank, pf@scanbalt.org

Stockholm BioRegion: Maj-Inger Nilsson, maj-inger.nilsson@snk.stockholm.se

SwedenBIO: Mats Berggren, mats.berggren@swedenbio.com

Uppsala BIO: Rhiannon Sanders, rhiannon.sanders@uppsalabio.com



www.scandinavianlifescience.org

Appendix VII:

SLSDB_SBForum2005 (pdf), 2005

Scandinavian Life Science Database

Elise Kvarnström
ScanBalt



ScanBalt



Background



Initiators

Dec 2003: A unique Scandinavian initiative for was started by:

- ❑ Medicon Valley Academy
- ❑ ScanBalt
- ❑ Business Region Göteborg
- ❑ Uppsala Bio
- ❑ Karolinska Institutet
- ❑ Stockholm BioRegion
- ❑ MedCoast Scandinavia
- ❑ Sweden Bio



Situation

- ❑ A broad variety of local/regional knowledge databases
 - low quality – poorly updated
 - heavy workload for all parts
 - Parallel systems and information
 - non comparable/standardised info

Conclusion

- ❑ **Common need for information!**
- ❑ **Synergies by collaborating!**

Database collaboration

- ❑ Reduces costs
- ❑ Simplifies the administration for many parties; not the least for the companies
- ❑ Increases the correct data available
- ❑ Increases quality
- ❑ Standardisation - possibilities for benchmarking
- ❑ Creates critical mass - (Scandinavia, Nordic countries, ScanBalt)
- ❑ Meetings across borders creates opportunities for new collaborations

Initial steps

- ❑ **Policy paper** (Collaboration on knowledge databases)
- ❑ **Overview of existing systems**
- ❑ **Starting with company databases**
- ❑ **Develop a common platform based on the Karolinska Company Database**
 - => A fast start on very low costs
 - Flexible - can be developed based on needs
- ❑ **Transfer data into the common Scandinavian Life Science Database**

Aim

Provide a tool for:

- ❑ Marketing Scandinavia/ the Nordic Countries and ScanBalt
- ❑ Benchmarking, analysis
- ❑ Political work on European or national level

NlCe project

- Proof of concept
- Testing and developing the model for
 - Data management
 - Collaboration
 - Financing

Achievements

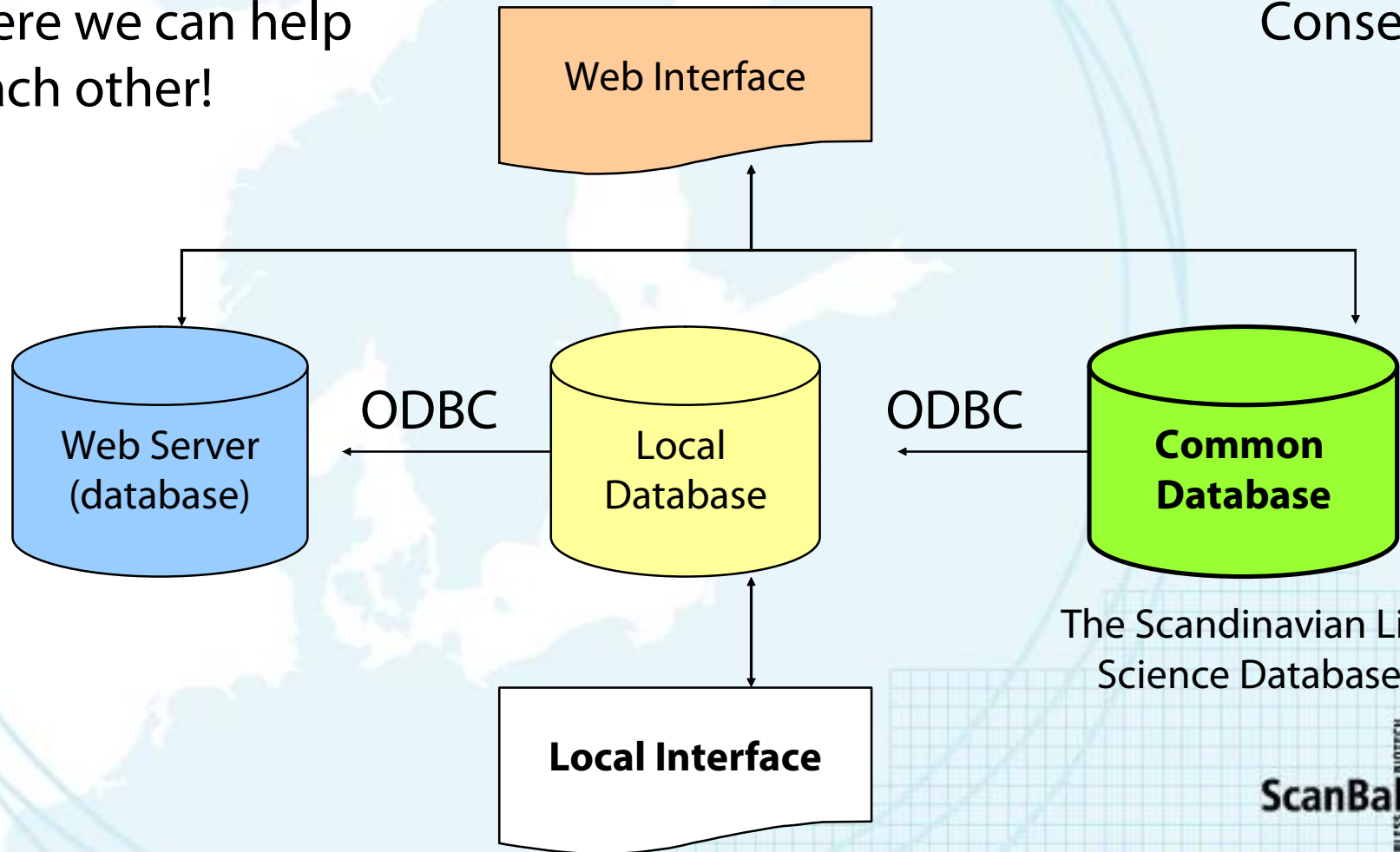
2004-2005



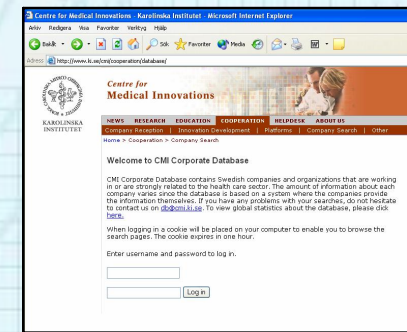
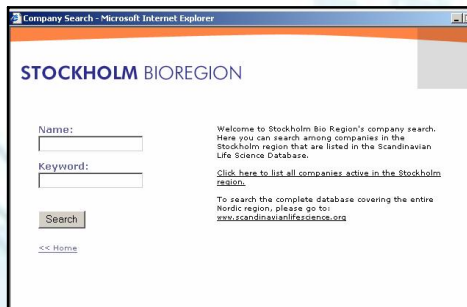
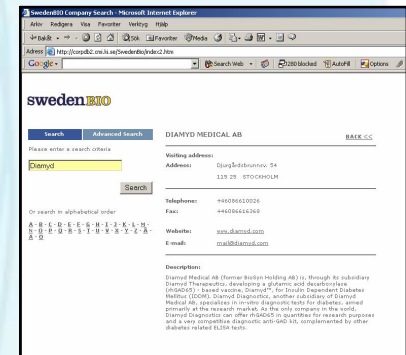
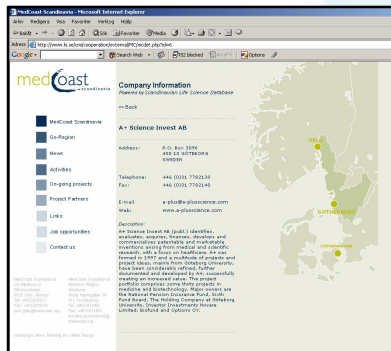
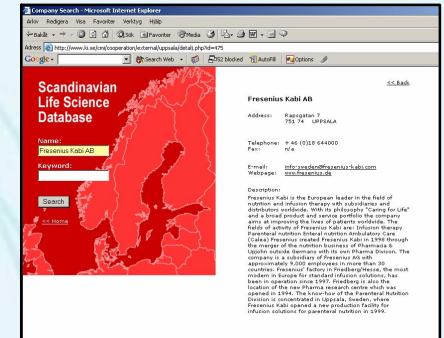
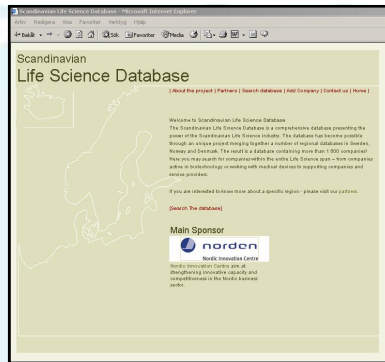
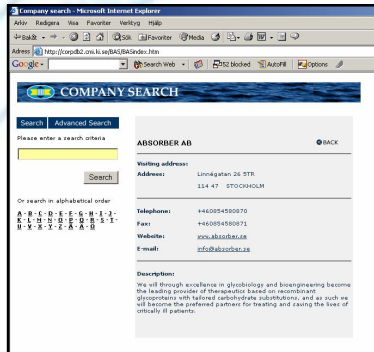
Generic model for a common database

Here we can help
each other!

Consensus!

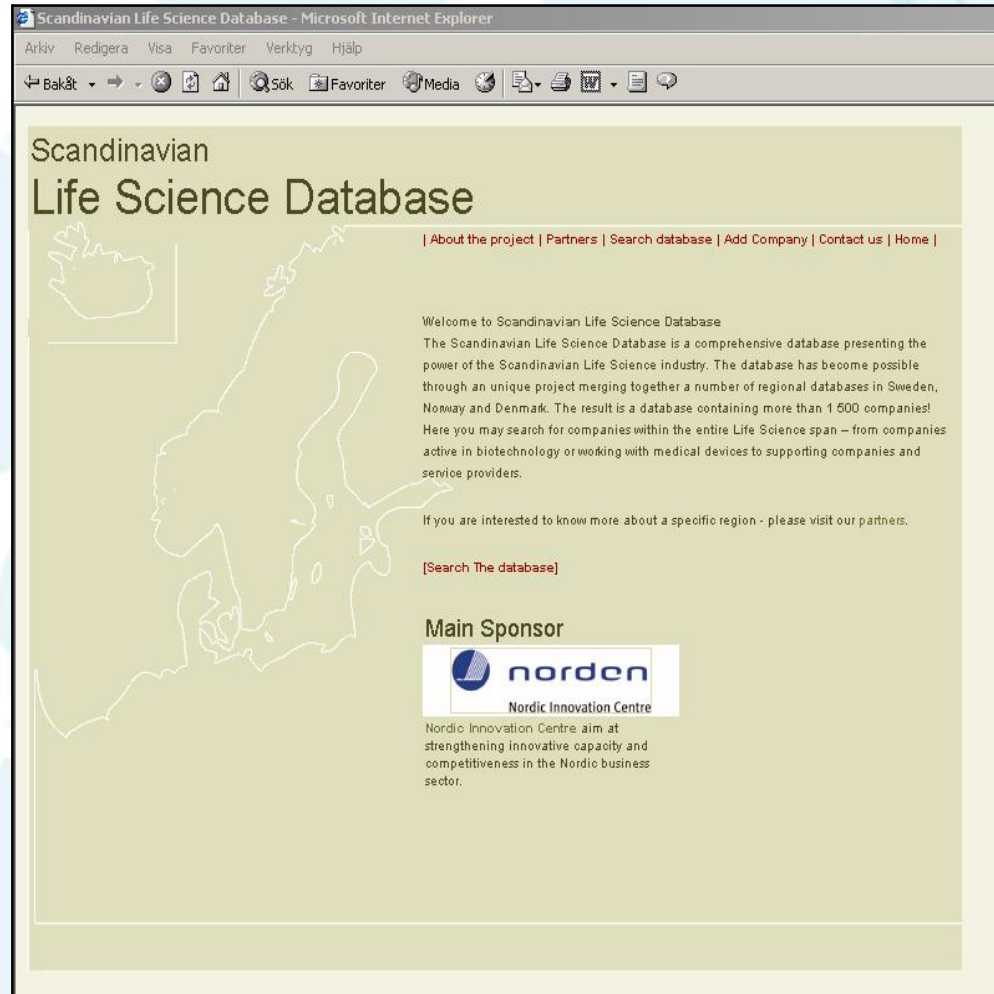


The Scandinavian Life
Science Database



The Scandinavian Life Science Database

www.scandinavianlifescience.org



Web based updating system

Scandinavian Life Science Database - Microsoft Internet Explorer

Arkiv Redigera Visa Favoriter Verktvg Hjälp

Bakåt Sök Favoriter Media

ADMINISTRATION

Scandinavian Life Science Database

■ Home
■ Update
 Company information
 Company administrator

■ Information
■ Contact
■ Search database
■ Log out

Log in

You are not logged in.

E-mail (user name):

Password:

LOG IN

Forgot your password? - Please contact us.

MAIN SPONSOR

 **norden**
Nordic Innovation Centre

SUPPORTING PARTNERS





position skåne









Content

General

- Company name
- Org. number **NEW!**
- Address, tel, fax
- E-mail (public)
- Web-address
- Description of Company
- Established (year) **NEW!**
- Key words

Classification

- Activity (Market/sale, Service, Production, R&D, Financing)

Financial information

Annual:

- Turnover **NEW**
- No. Of employees **NEW!**

Financial information

- Head office/local office **NEW!**
- Administrator [obligatory]

Companies

- Approx. 1500 companies
- 1371 **Swedish** companies
- 86 **Norwegian** companies
- 174 **Danish** companies
- Data from:
SwedenBio KI, MVA, BioMedicoForum,
MedCoast, Umeå, UppsalaBio, Vinnova,
Stockholm Bioregion, companies

Partners

Partners:

- Bioteknikföretagen i Umeå
- BioMedico Forum (Århus)
- Medicon Valley Academy

Supporting Partners:

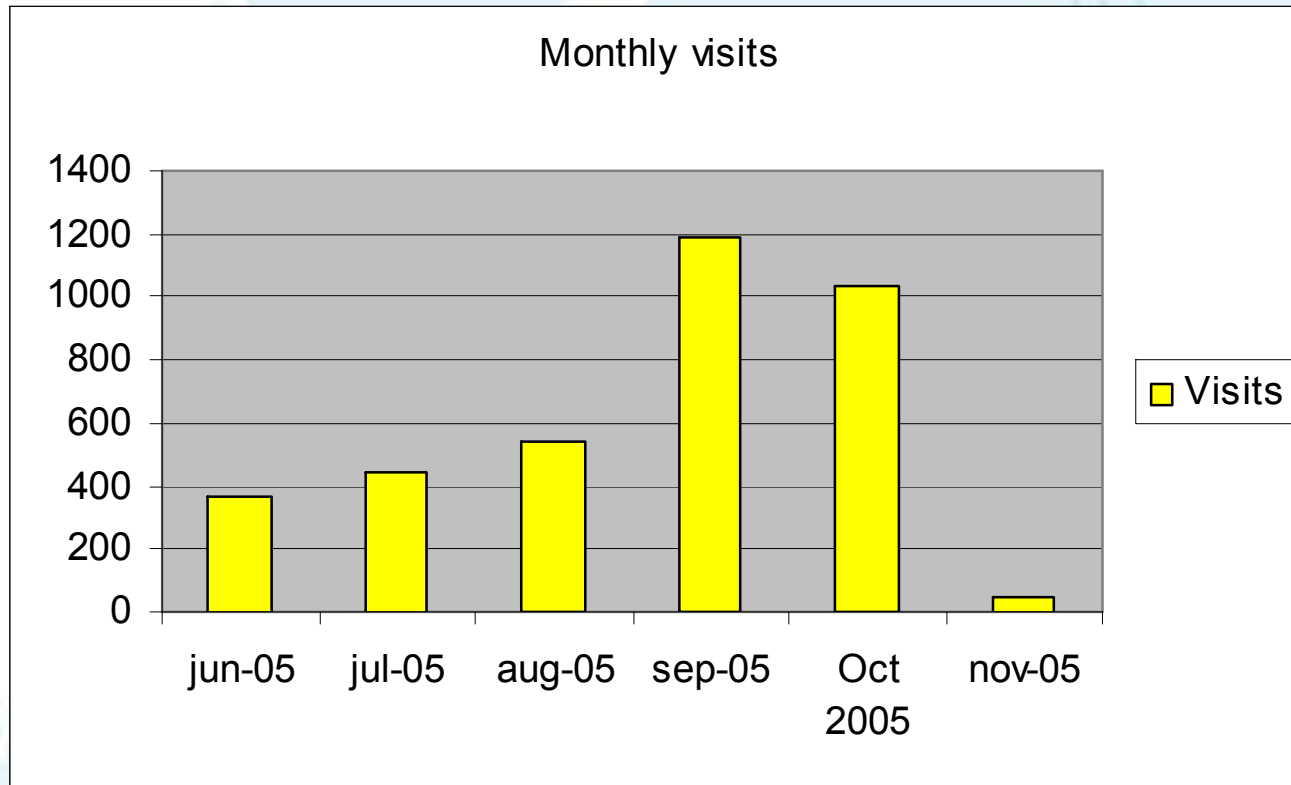
- Karolinska Institutet
- MedCoast Scandinavia
- ScanBalt
- Business Arena Stockholm
- Business Region Göteborg
- SwedenBio
- Position Skåne
- Uppsala Bio
- Stockholm BioRegion

Main Sponsors:

- Nordic Innovation Centre
- Innovation Norge



Statistics



Usage today

□ Partners

- Local interfaces (search engine on their website)
- Marketing
- Analysis (extract from database)
- Network (companies other partners)
- Tech transfer

□ Visitors

- Venture capitalists: companies
- Companies: customers
- Individuals: companies for jobs, papers etc
- Statistics on Scandinavia/Sweden
- ???



Data Quality

- ❑ Update through collaboration (i.e. Vinnova, partners, etc)
- ❑ Companies update themselves
- ❑ Mail to companies every 6 months
- ❑ Manual update

Relevance and accuracy of information!

Why SLSDB?

❑ **The partners**

- + Quick and economic solution
- + Access to a large amount of updated data
- + new collaboration partners and expanding network

❑ **The companies**

- + Only one place to update
- + well known and

❑ **The visitor**

- + Large number of companies
- + Very easy to use
- + Quality is assured by well established partners



Why Not?

❑ **The partners**

- - lack of control
- - competition between actors
- - low return?

❑ **The companies**

- - is it worth the effort?

❑ **The visitor**

- - Is The data good enough?
- - Is the data useful?
- ??

Other Databases

- ❑ Commercial databases
- ❑ National registries/databases
- ❑ European/regional open databases

SLSDB has good access to companies in Scandinavia!

ScanBalt has good access to information in ScanBalt Bioregion!



ScanBalt Databases

❑ **Factfiles**

- Investment (type of info no of entries)
- Education (>800 links to courses, exchange programs and universities)
- Clinical competences (308 hospitals and clinics)

❑ **Companies** (240 entries)

- Poland
- Estonia
- Finland
- Latvia

❑ **Universities** (210 universities)

❑ **Clinical research** 170 labs, companies, and departments that performs clinical research.



The Future

- ❑ Is a partnership enough for managing the database?
- ❑ Need for a stable organisation?
- ❑ Who provides resources?
- ❑ Administration by and integration with ScanBalt?

Assure continuity

Nordic Innovation Centre

The Nordic Innovation Centre initiates and finances activities that enhance innovation collaboration and develop and maintain a smoothly functioning market in the Nordic region.

The Centre works primarily with small and medium-sized companies (SMEs) in the Nordic countries. Other important partners are those most closely involved with innovation and market surveillance, such as industrial organisations and interest groups, research institutions and public authorities.

The Nordic Innovation Centre is an institution under the Nordic Council of Ministers. Its secretariat is in Oslo.

For more information: www.nordicinnovation.net