

Title	Biotech, diagnostic equipment manufacturers sought for Eurostars project to develop high volume, rapid, bovine tuberculosis tests.
POD Reference	RDUK20180207001
Summary	A UK biotech SME has developed a unique, rapid diagnostic test for live bacteria that cause bovine tuberculosis (bTB) not just in cattle but many other animal species. It should save significant costs and unnecessary culling in global meat and dairy industries. Just launching the product in single unit test form the company seeks biotech manufacturing partners in the Netherlands or Denmark to join a development project to scale-up the test in a Eurostars funded development project.
Description	<p>The incidence of bovine tuberculosis (bTB) represents a real cost to meat and dairy industries across the world. Although it appears to have been eradicated in most of Europe, pockets of the disease still stubbornly persist in wildlife in countries such as the UK, USA and Canada posing a risk to cattle, sheep and goat herds requiring stringent control measures in all countries. Diagnostic testing for the disease is a critical factor in these measures but current skin tests based on an animal's immune response take 3 days to produce results and, more worryingly, such tests are known to miss about 20% of the animals. Other, more accurate tests require many days, up to 3 months, to produce meaningful results meaning that major costs are incurred as the disease spreads through whole herds before it is detected. A UK biotech SME has successfully developed a unique test directly detecting live bacteria in blood or milk. It is fast and highly sensitive with the potential to produce results within 6 hours. The company is about to launch diagnostic products based on this technology which it will manufacture as single test kits. Significant international interest from governments, regulatory authorities and primary meat and dairy producers is already being shown which indicates a requirement to scale this test to cope with high volume demands. The UK company therefore wishes to work with a biotech diagnostic equipment manufacturer to develop a high volume test system utilising this technology. It is intended to make an application for Eurostars support by the closing date of 1st March 2018, so the UK company seeks a biotech diagnostics manufacturing partner in either the Netherlands or Denmark. The partner should be able to introduce ideas, processes and automation</p>

	technologies that would enable testing to be scaled-up from the existing single tube test to the equivalent of a 96 plate array. Expressions of interest are required by Friday 16th February 2018.
Advantages and Innovations	<ul style="list-style-type: none"> •Fast response with results available in 6 – 8 hours (i.e. same day) compared to between 1 – 3 months for the current “gold standard” tests. This ensures early detection of infection thus enabling far more effective treatment and control. •Sensitivity and specificity better than current “gold standard” tests. •Simple to operate and cost effective compared to current “gold standard” tests, offering attractive sales margins. •Technology has been developed from university research and has been scientifically peer reviewed ensuring its validity. •The core technology is patent protected ensuring any collaboration partner can enjoy competitive advantage in their markets.
Technical Specification or Expertise Sought	From their experience and expertise, the partner should be able to introduce ideas, processes and automation technologies that would enable the bio-technology to be scaled-up from the existing single tube test to the equivalent of a 96 plate array test.
Stage of Development	Proposal under development
Comments Regarding Stage of Development	The basic product in single test kit form has been fully developed and proven to provide the accuracy and rapid response capability required. It is now ready for market launch. However, the need to scale this test in order to handle the high volume demand early interest indicates, has not been addressed and the UK company needs the experience and expertise of a manufacturing partner to achieve this.
IPR status :	<p>Exclusive Rights</p> <p>Patent(s) applied for but not yet granted</p> <p>Secret Know-how</p>
Comments Regarding IPR Status	Although based on technology originally developed and patented over twenty years ago, this was significantly revised and refined with a new patent being filed in 2013 for UK with extension to Europe and USA in April 2016. Exclusive exploitation rights for this intellectual property have been granted to the UK company.

Keywords

Technology Keywords	<p>06001005 Diagnostics, Diagnosis</p> <p>06002002 Cellular and Molecular Biology</p> <p>06002008 Microbiology</p>
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	06004 Micro- and Nanotechnology related to Biological sciences 08003 Micro- and Nanotechnology related to agrofood
Market Keywords	04010 Microbiology 05001001 Diagnostic services 05001005 Molecular diagnosis 09005 Agriculture, Forestry, Fishing, Animal Husbandry & Related Products
NACE Keywords	A.01.6.2 Support activities for animal production M.72.1.1 Research and experimental development on biotechnology

Partner Sought

Type and Role of Partner Sought	The partner needs to be a company engaged in the manufacture of medical or veterinary diagnostic equipment. They need to be located in either the Netherlands or Denmark and keen to participate in a Eurostars supported development project. From their experience and expertise, the partner should be able to introduce ideas, processes and automation technologies that would enable the bio-technology to be scaled-up from the existing single tube test to the equivalent of a 96 plate array test.
Type and Size of Partner Sought	251-500 SME <10 SME 11-50 SME 51-250
Type of Partnership Considered	Research cooperation agreement

Client

Type and Size of Client	Industry SME <= 10
Year Established	2014
Turnover (euro)	<1M
Already Engaged in Trans-National Cooperation	Yes
Additional Comments	The UK company has been engaging with public authorities in Canada, USA and France over trials to start

	shortly. It is also receiving interest from commercial concerns in South America and the Middle East.
Languages Spoken	English French Italian Spanish
Client Country	United Kingdom

Dissemination

Sector Group	Agrofood
Restrict dissemination to specific countries	Denmark Netherlands

Framework Programme	Eureka
Call title and identifier	Eurostars-2
Coordinator Required	No
Deadline for Call	01 Mar 2018
Weblink to The Call	https://www.eurostars-eureka.eu