

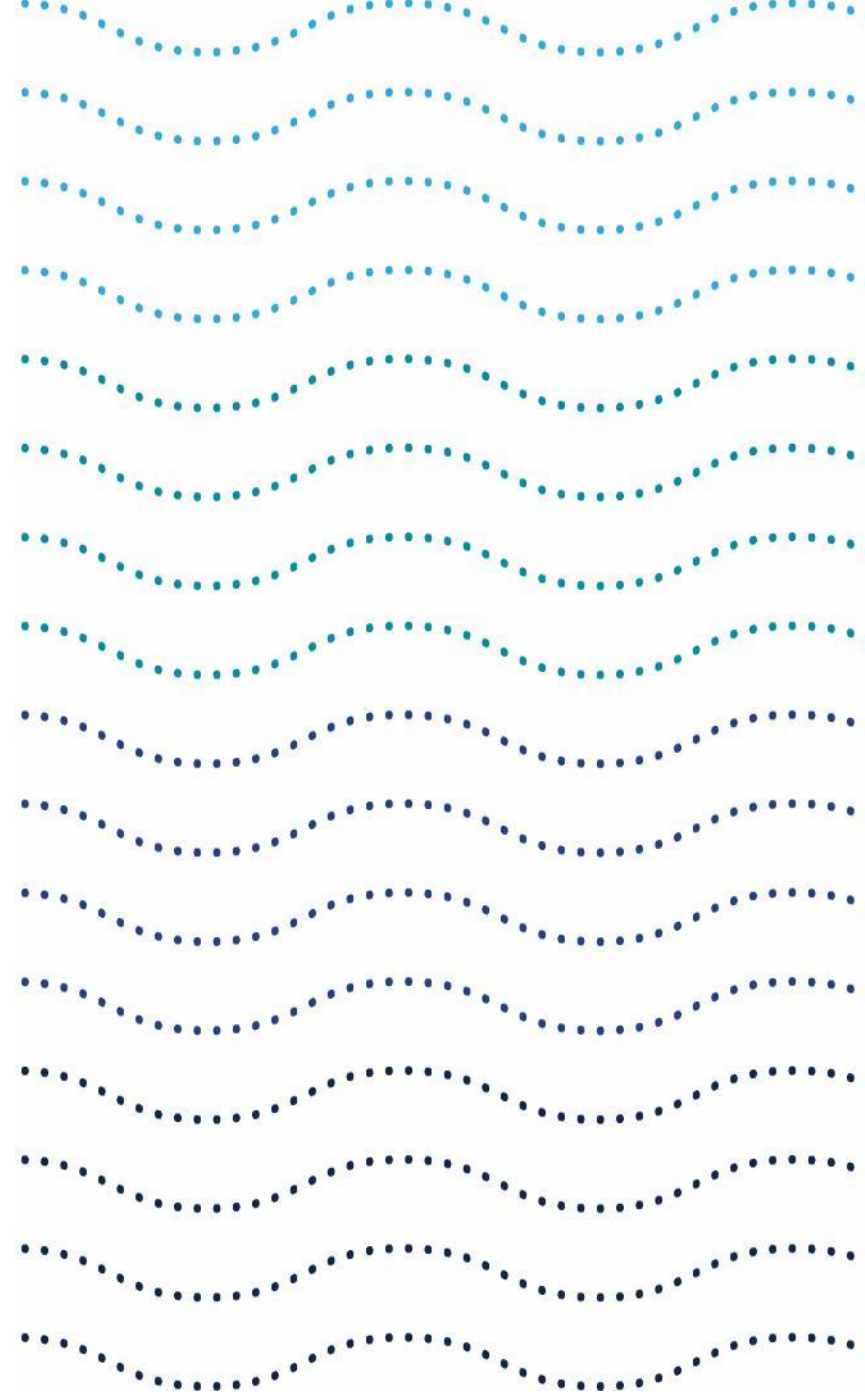
SME challenges

ERA-MBT Final Conference
'Oceans of opportunities'
Oslo, 20 – 21 November 2017

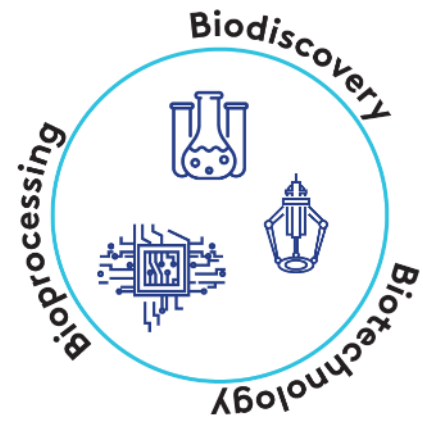
Ernst Kloosterman
Cluster Manager - Biotech North
International Advisory Group, ERA-MBT



Biotech North



Marine resources



Products



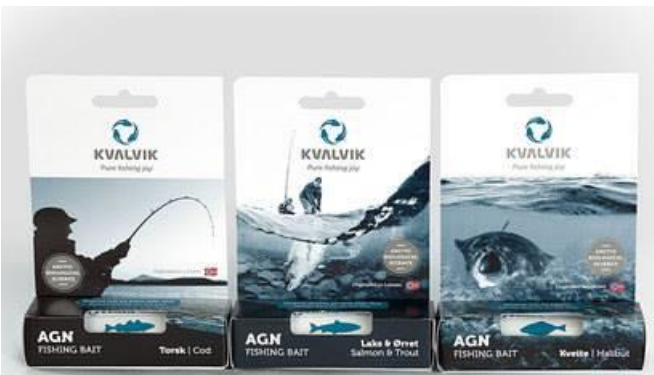
Food/feed



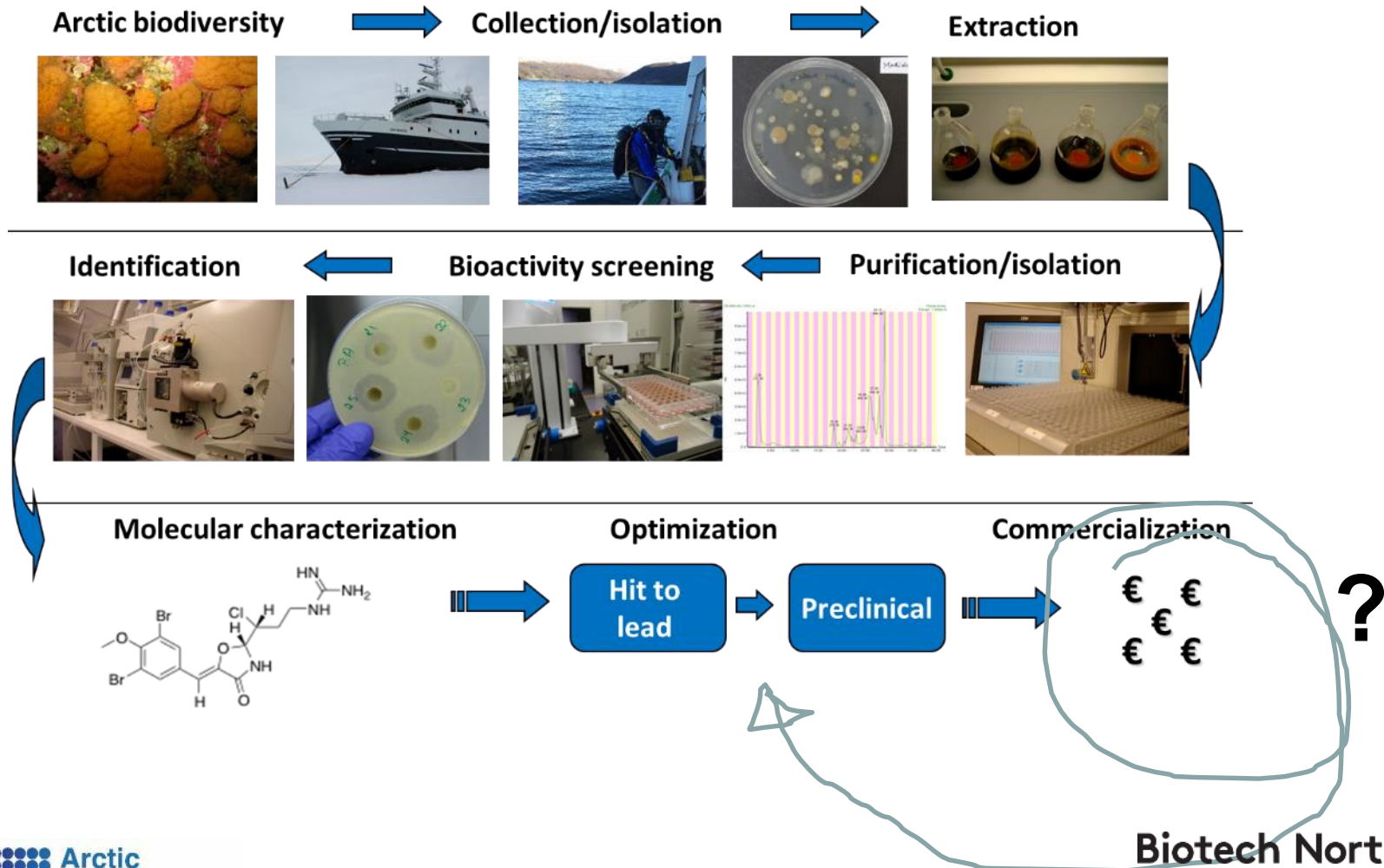
Pharmaceuticals



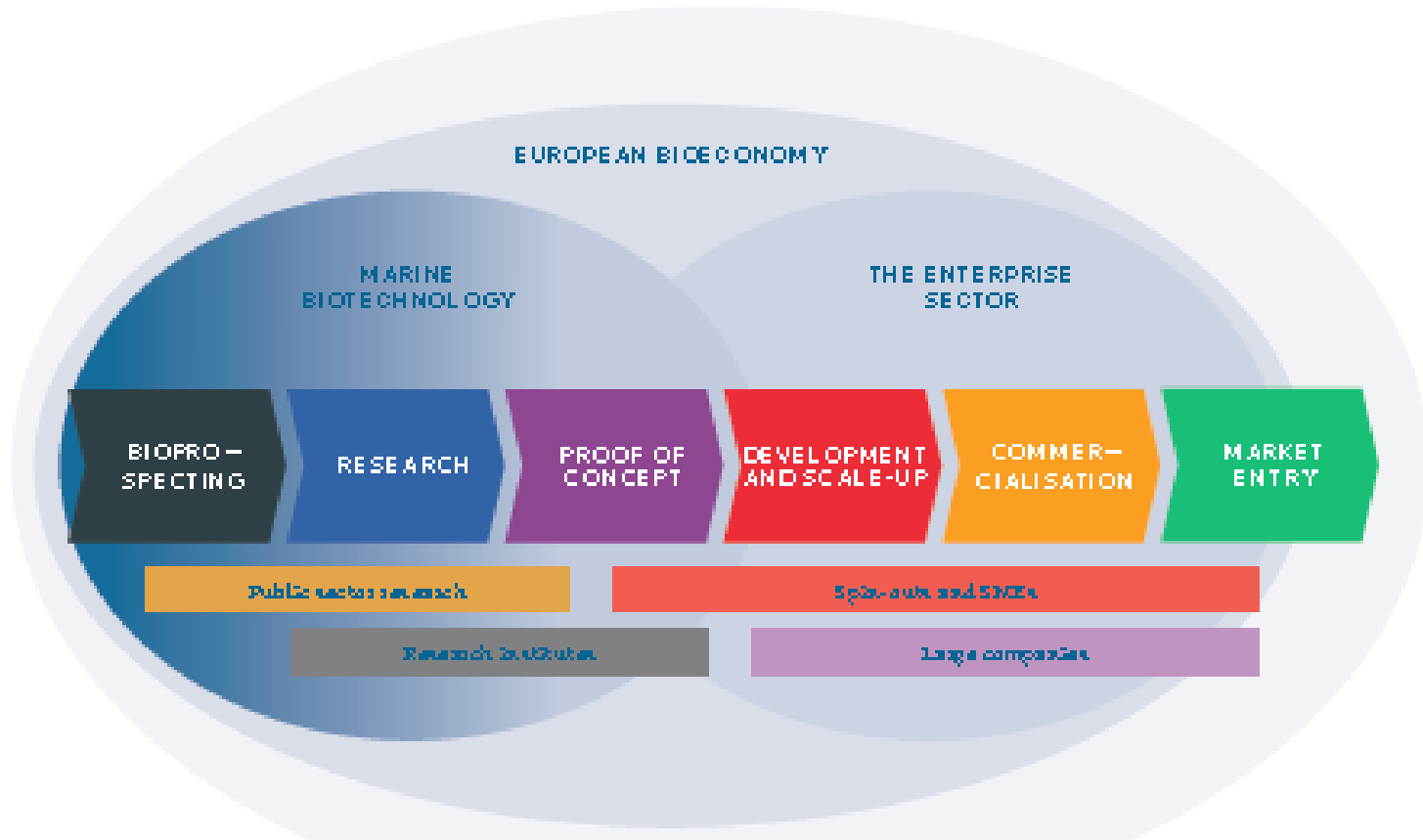
Enzymes



MARINE BIOPROSPECTING



WHERE ARE WE?



WHERE ARE WE?



General annex G of the Work programme 2016-2017,

Where a topic description refers to a TRL, the following definitions apply:

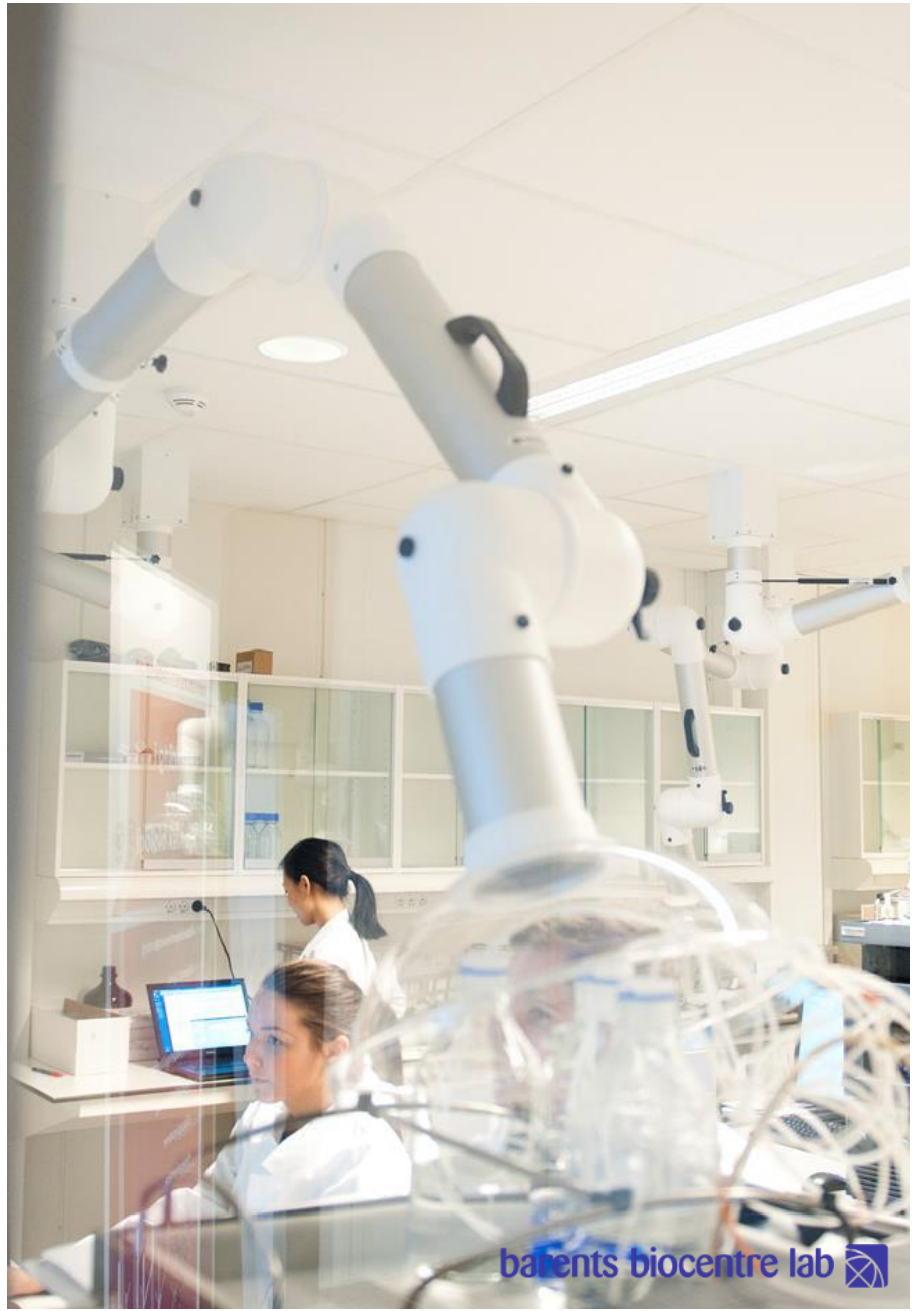
- TRL 1 – basic principles observed
- TRL 2 – technology concept formulated
- TRL 3 – experimental proof of concept
- TRL 4 – technology validated in lab
- TRL 5 – technology validated in relevant environment (industrial environment in the case of key enabling technologies)
- TRL 6 – technology demonstrated in relevant environment (industrial environment in the case of key enabling technologies)
- TRL 7 – system prototype demonstration in operational environment
- TRL 8 – system complete and qualified



General annex G of the Work programme 2016-2017,

Where a topic description refers to a TRL, the following definition

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- TRL 8 – system complete and qualified



AND THEN IT STARTS!



OR DOES IT?

Scientific and Regulatory

FOOD

- Supplements
- Functional
- M...



U.S. FOOD & DRUG ADMINISTRATION

...on
marketability of food ingredients
 ...elling
 ...ication of m... food and
 food supplement

Regulatory



- **Safety** assess...
- Conceptualiz...
- Compilation...
- **Substantial Equi...**
- **Additives** authorisation

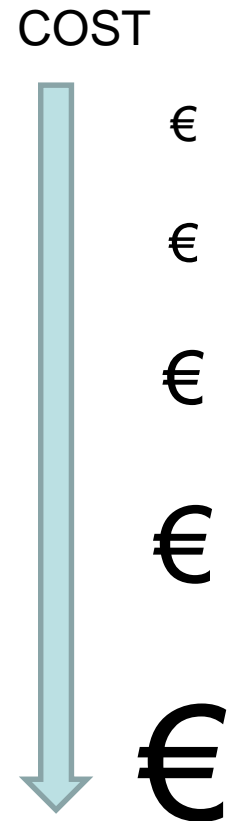
efsa
 European Food Safety Authority

- Strategic advise on **health claims**
- Evaluation of available scientific evidence
- Clinical **trial design**
- Compilation of **health claim dossiers**

Health Claims

SETTING THE TEAM - competence

- Researchers
- TTO representative
- IPR expertise
- Contracts expertise
- Regulatory expertise
- Marketing & application expertise
- Process development/upscaling expertise
- Sales & Marketing expertise



- Consider leadership – too academic?
- Investors – competent capital!





BLUEBIO
ALLIANCE

Biotech North^o

COLLABORATION & SUPPORT PROGRAMS

- Competance
- Competance
- Training
- Network
- Collaboration – sharing



***ORGANIZATION
&
PERCEVERENCE***

Biotech North^o





BIOPROSP_19

The 9th International Conference
on Marine Biotechnology

Tromsø,
February 25-27, 2019

The 9th International Conference on Marine Biotechnology

Unlocking the commercial potential
of biomolecules
from marine environments



Discover. Learn. Transform.

#biopros_19
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