

European Cluster Alliance Against Coronavirus

Thursday 28th May, 2020 at 8.30

Working format is based on “*Gilles Rules*” (designed to allow everybody to speak and share, optimizing time)

[Link to registration of the session](#)

Topic of the day: **Analysis of Disruptions in the Health Ecosystem**

CONCEPTUAL FRAMEWORK

In the meeting on the 28th May, the European Cluster Alliance start the **Analysis of Disruption in the Health ecosystem**. The expert **Horst Domdey**, from Cluster Bio^M joint the meeting.

The session is open to debate and all participants are invited to share contributions, experiences and solutions.

Horst Domdey, [Cluster Bio^M](#)

Horst Domdey is the general manager of Cluster Bio^M and he provided us with an overview of the survey conducted in the past three week about the effects of the Covid pandemic for the Biotech companies that are part of Cluster Bio^M. The survey was based on 12 questions, both multiple choice and free text and it was delivered to managing directors of the cluster.

The companies that were interviewed are working in the sector of Biotech- therapeutics, diagnostic, technology platforms, medical devices and most of them said that they are not too concerned about the consequences of the coronavirus. So far, they have not applied for financial support from the Federal Government and they think that it is not urgent to do so. Since the start of the crisis, the companies registered a significant decline in sales and now they are involved in the vaccines and diagnostic development. The majority of them is not looking for new partnerships.

The companies and their employees would like to receive support in the improvement of the childcare offers and in strengthening the visibility of biotechnology.

Fabrizio Conicella, by [OpenZone](#) highlighted an interesting aspects for the visibility of biotechnology and for the investments in this sector. It is getting harder and harder to find investors because they tend to diversify and startups are considered to be riskier than the broader market.

IDENTIFICATION OF DISRUPTIONS

Funding issue (DE – IT – ES - FR)

Regarding the funding issue, the ecosystem shows two different disruptions related to decrease of investments and liquidity lack.

- **Liquidity lack** is a big problem for companies who can't invest
- **Evaluation mechanism** is a little changing: investments on R&D projects and startups are lowering: venture capitalists are diversifying their portfolios and are encountering difficulties in funding attractive activities

Sources: Fabrizio Conicella, Open Zone, IT; Horst Domdey, Cluster BIO ^M, DE; Morgan Miltgen Eurobiomed, FR; Jorge Gonzales, ES

HR availability (DE)

The **closure of nurseries** and **kindergartens** generate an HR management trouble: workers need to work safety at home in order to caregive their children

Health Ecosystem rigidity (IT, ES)

- Health Ecosystem showed its rigidity and not rapidity to react and adapt at the pandemic situation: companies need to rethink their logistic

Source: Fabrizio Conicella, Open Zone, IT

- Companies with product ready to be sold on markets in the present increase their revenues, but in autumn will have problems because of stocks furniture end

Source: Fabrizio Conicella, Open Zone, IT

- The ecosystem can't be completely independent in the production: China have a key role as supplier of chemical materials Europe are using to product drugs

Source: Fabrizio Conicella, Open Zone, IT

- Ecosystem need more equipments and staff

Source: Raul Mallaina, ES

- The social distance is changing the way R&D projects are develops

Source: Fabrizio Conicella, Open Zone, IT

Connections (ES)

- Public health is managed by Regions: hospitals need to standardize catalogues and IT problems. Hospitals are not connected and centralized and the governments haven't the global vision of where the main issues are

Source: Ramon Garcia, ES

- Disruption related resources in hospitals beyond sanitary components. e.g. assets resources are not the same in all the hospitals: ICU vs critical areas.

Compatibility (RO)

- European Health ecosystem has a problem of compatibility with products coming from foreign countries such as China

Source: Flaviana Rotaru, RO

IDENTIFICATION OF NEEDS

- A financial recovery plan written with politicians and regions is needed: governments have failed supporting specific companies to resolve the pandemia

Source: Horst Domdey, DE, Morgan Miltgen Eurobiomed

- Partnership involving private companies, startups and public sector

Source: Jaime Quesado, PT

- Standardizations of products coming from foreign countries, such as ventilators and control products arriving from China are respecting EU rules

Source: Flaviana Rotaru, RO

- A changing in the companies organization is needed: crisis provoke a rethinking about how teams are managed and how R&D projects can be developed in social distances way

Source: Fabrizio Conicella, Open Zone, IT

SOLUTIONS

- **Develop a common list dealing with standardized policies, catalogue and information system**

Source: Ramon Garcia, ES

- **Develop a list of key elements needed to be produced**

Source: Ferran Fillat (ES)

- **Lowering production rate and avoid to have stocks in far country**

Source: Fabrizio Conicella, Open Zone, IT

- **Facilitate the creation of public, private and startup partnerships**

- During this period is possible to demonstrate lots of examples of good cooperation in Health Ecosystem, with very positive and concrete results, but we registred some example of lack of cooperation and mutual confidence.
- Building a dense set of connections along interface between researchers and industry is crucial

Source: Jaime Quesado, PT and Lourdes Nuñez Müller

- **Use 3D printing system to provide materials that usual suppliers couldn't provide anymore.** In Barcelona (ES) has been developed a [catalogue](#) wit design of 27 consumables and every other hospitals can reprint

Source: Ferran Fillat (ES)