

## EUROPRACTICE Start-up Funding Forum Attracts the Investment Community

This was the fourth Europractice VC Funding Forum and this year it attracted over 20 investors. The event was held at the Institute of Physics, London, on 4th November 2004. It was organised by Technology for Industry Ltd (TFI), Yole Developpement (Yole) and KBI Commercial Ltd (KBIC) and was supported by the European Commission through Europractice.

A competition was held aimed at providing assistance for 10 micro- and nanotechnologies (MNT) start-up projects to prepare for and be presented to investors at a specially designed funding forum, in addition to a range of follow-up support actions. The competition was open to all companies working on MNT, including components manufacturers, those offering specific process steps (front-end, back-end, packaging), dedicated microsystems equipment - or innovative MNT based product

manufacturers and service suppliers (CAD tools, design houses, packaging, integration, test, etc.).

All submitted projects were received at the beginning of August and examined by a panel of independent experts: J Malcolm Wilkinson, TFI (UK), Jean-Christophe Eloy, Yole (France) and Rob Turner, KBIC (UK).

The criteria used for the selection of the winning projects included:

- Time to market
- Intellectual property position
- Risk identification and management
- A focused business offer, targeted at a specified commercial opportunity
- Return on investment
- Implementation process
- Market potential
- Degree of innovation

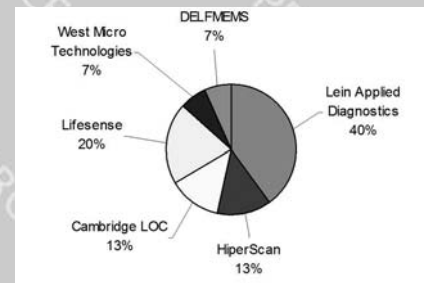


Figure 1: Most interesting start-ups as evaluated by the participants

The final selection was made comprising 10 of the most promising MNT start-up projects from Belgium, Estonia, France, Germany, Greece, Italy and the UK.

The event held in the celebrated surroundings of the Institute of Physics, London, hosted almost 40 attendees, including 21 representatives from the investment community and 9 start-up incubators from throughout Europe. Attendees were given elevator pitches by each start-up company, followed by a number of longer breakout sessions, which allowed funders to liaise more closely with start-ups.

The first event was held as part of COMS 2001 in Oxford, and was highly successful in attracting both funders and high quality start-ups alike as was the second event, which was held at the Institute of Physics in 2002. The third event was held in Frankfurt in 2003.

To contact any of above start-ups please email [infor@tfi-ltd.co.uk](mailto:infor@tfi-ltd.co.uk).

**Contact:**  
Technology for Industry Ltd, UK  
J Malcolm Wilkinson, Managing Director  
E-Mail: [jmw@tfi-ltd.co.uk](mailto:jmw@tfi-ltd.co.uk)  
or: [infor@tfi-ltd.co.uk](mailto:infor@tfi-ltd.co.uk)  
[www.europractice.com](http://www.europractice.com)

Start-up	Product	Investment Sought
Aisthisis	Pressure sensors for medical catheters and automotive applications	€1.5m
Asper Biotech	Microarrays for genotyping and pharmaceutical development	\$3m (€2.4m)
Cambridge Lab on Chip	Pumping of fluids in microscopic channels for biotechnology	£400,000 (€575,000)
DELFMEMS	Provision of MEMS reliability testing, analysis and process optimisation	€700,000
dsTEC	Peak flow meter for the accurate diagnosis of asthma and COPD	Seed £130k (€187,000) First round £1m (€1.4m)
HiPerScan	Micro Scanner component	Seed €50,000 1st round €1.6m
Lein Applied Diagnostics	Non-invasive monitoring of blood glucose	£4.0m (€5.8m)
Lifesense	A device for monitoring UV sunlight exposure	€500,000
MCB	Devices for early stage screening of pharmaceutical and cosmetics	€600,000
West Micro Technologies	High quality micromoulds and micro metal structures	£1m (€1.4m)

The Start-up Companies presenting at this year's forum

## The New Bosch Bulk-Micromachining Foundry

During the Europractice AMICUS project, Robert Bosch GmbH started to expand its offer in micromachining foundry processes towards bulk micromachining products, targeting at novel applications in new segments such as Life Science or Consumer. The well-established Bosch surface micromachining foundry offers three scheduled Multi-Project-Wafer runs per year in a well-defined standard process.

The new bulk micromachining foundry, in contrast, uses customer dedicated processes in order to address specific requirements. Therefore, an extensive process catalogue with state-of-the-art processes was compiled for the benefit of our customers. These were invited to submit project proposals and Bosch offered to evaluate the high-volume production feasibility of those pro-

jects based on its large manufacturing experience in the field of bulk micromachined automotive sensors (production volume well above 100 million devices).

Within the scope of the project, more than 30 contacts with various companies have been established. These companies include big players as well as start-ups. For about 50% of the contacts, detailed technical evaluations have been carried out concerning high-volume production feasibility. Some of these contacts were extended towards joint projects and volume production ramp-up of components.

The large manufacturing know-how and the experienced staff makes the Robert Bosch GmbH the number-one choice for customers looking for reliable and stable high-volume produc-

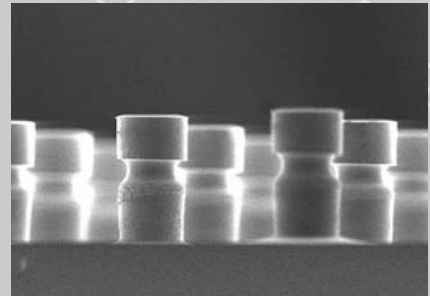


Figure 1: Life science analysis chip manufactured during the AMICUS project using a sophisticated ASE process

tion of MEMS devices. The basis for the extension towards non-automotive markets was laid during the Europractice AMICUS project.

### Contact

Robert Bosch GmbH  
Christoph Gahn  
E-Mail: [Christoph.Gahn@de.bosch.com](mailto:Christoph.Gahn@de.bosch.com)  
[www.europractice.bosch.com](http://www.europractice.bosch.com)

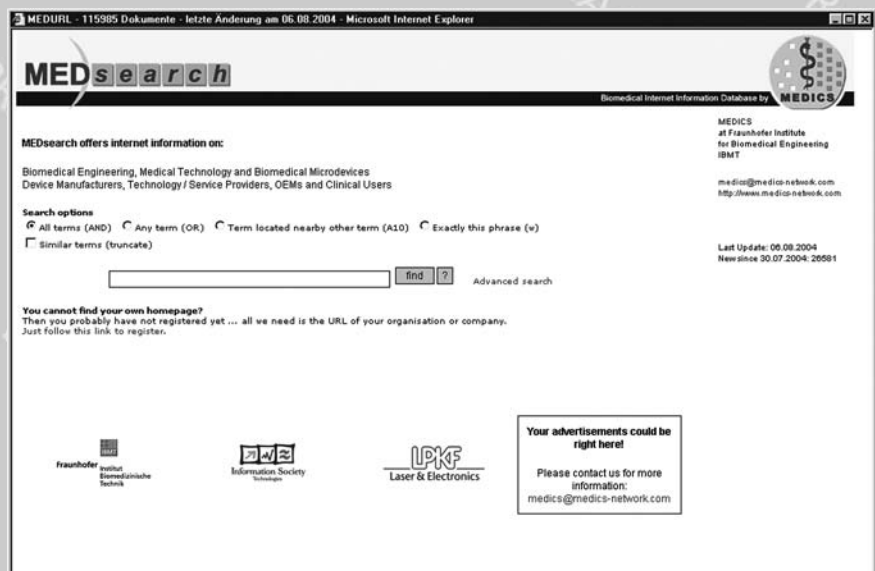
## News from MEDICS, the Competence Centre for Biomedical Microdevices

We are happy to present to you a complete redesign of our web pages. We have increased overall usability and ease of use to help our customers to get a better overview over the contents. The site now features a fully database-driven event list, which allows visitors to submit proposals for event entries and, thus, to inform the community of biomedical professionals on where to be.

[www.medics-network.com](http://www.medics-network.com)

MEDICS' search engine MEDsearch has been redesigned in the same process and now allows a quick search option from the MEDICS site. MEDsearch provides 100% manually selected information on and for all players within the biomedical market.

[www.medics-network.com/med-search](http://www.medics-network.com/med-search)



MEDURL - 115985 Dokumente - letzte Änderung am 06.08.2004 - Microsoft Internet Explorer

**MEDsearch**

Biomedical Internet Information Database by MEDICS

MEDICS at Fraunhofer Institute for Biomedical Engineering IBMT  
[medico@medico-network.com](mailto:medico@medico-network.com)  
<http://www.medic-network.com>

Search options  
 All terms (AND)  Any term (OR)  Term located nearby other term (A10)  Exactly this phrase (e)  
 Similar terms (truncate)

You cannot find your own homepage?  
 Then you probably have not registered yet ... all we need is the URL of your organisation or company.  
 Just follow this link to register.

Your advertisements could be right here!  
 Please contact us for more information:  
[medics@medics-network.com](mailto:medics@medics-network.com)

fraunhofer Institut Biomedizinische Technik  
 Information Society Technology  
 LPKF Laser & Electronics

Last Update: 08.08.2004  
 New since 30.07.2004: 20581

MEDICS' search engine MEDsearch

MEDICS also provides an electronic newsletter. Registration is available on the website.

### Contact:

Fraunhofer IBMT - MEDICS Coordination Office, Germany  
 Andreas Schneider, Head of MEDICS  
 E-Mail: [medics@medics-network.com](mailto:medics@medics-network.com)  
[www.medics-network.com](http://www.medics-network.com)

## Europractice Extension to the East

Europractice partners will have their next 6-monthly meeting in Prague during the second week of January 2005. These meetings are usually only open to project partners; however, for the upcoming meeting, potential new partners from the Associate Candidate Countries (ACC) and the New Member States (NMS) will be invited to establish contacts with existing and new Europractice initiatives. ACC and NMS countries include Bulgaria, Cyprus, Czech Republic, Estonia, Hungary, Latvia, Lithuania, Malta, Poland, Romania, Slovakia and Slovenia.

Europractice currently has five partners from the ACC/NMS, and the aim is to add ten partners, half of whom should be industrial, into the next phase of the project. Work is currently being undertaken to identify po-

tential new partners using the existing coordination team and two sub-contractors.

Potential partners from the ACC/NMS will be invited to participate in the January meeting, convened to allow them to demonstrate their capabilities to existing Western Europractice partners. A booklet will be produced with details of each of the potential ACC/NMS partners. In addition the capabilities of potential ACC/NMS partners will be placed directly on the Europractice website, so that interested parties will be able to identify suitable ACC/NMS partners.

Organisations from the West that are seeking Europractice partners in the ACC/NMS, please browse the directory on the Europractice website at [www.europractice.com/ACCpartners.asp](http://www.europractice.com/ACCpartners.asp)

Organisations from ACC/NMS countries that are interested in joining future Europractice projects, please contact us by E-Mail.

Organisations from Bulgaria, Hungary, Poland, and Romania, please contact:

Carmen Moldovan

IMT, Romania

E-mail: [CMoldovan@imt.ro](mailto:CMoldovan@imt.ro)

Organisations from Cyprus, Czech Republic, Estonia, Latvia, Lithuania, Malta, Slovakia, and Slovenia, please contact:

Andrus Tasa

BIA, Estonia

E-mail: [ataa@ebc.ee](mailto:ataa@ebc.ee)

[www.europractice.com](http://www.europractice.com)

## LICOM-Workshop "Micromechanical Thermal Sensors"

On October 21<sup>st</sup>, LICOM organized a workshop for industry at the premises of LICOM coordinator HSG-IMIT. The workshop was dealing with the great variety of sensors based on thermal effects e.g. thermal flow sensors, inclination sensors or humidity sensors. These were presented by speakers from academia and industry. The workshop was attended by over 40 participants mainly from industry which proves this topic to be of great interest.

As the feedback from the participants was very encouraging, LICOM plans to repeat this event in spring 2005 in changing localities. For further information regarding the dates please visit the homepage [www.licom.net](http://www.licom.net) or subscribe to our newsletter service on the same site.

### Contact

Iris Schmalhoff

LICOM at HSG-IMIT, Germany

E-Mail: [iris.schmalhoff@hsg-imit.de](mailto:iris.schmalhoff@hsg-imit.de)

[www.microfluidics.de](http://www.microfluidics.de)

## International Cooperation Forum "Wireless Systems for Biomedical Applications & Devices", 26 April 2005

Wireless technologies are taking healthcare by storm. The competence centre MEDICS is organising an international cooperation forum "Wireless Systems for Biomedical Applications & Devices" that is based on the successful "one-to-one" concept.

Please reserve the 26 April 2005 in your calendar.

More information will follow in mst-news and other relevant media.

### Contact

Fraunhofer IBMT - MEDICS Coordination Office, Germany

Andreas Schneider, Head of MEDICS

E-Mail: [medics@medics-network.com](mailto:medics@medics-network.com)

[www.medics-network.com](http://www.medics-network.com)

## EP Contact

EUROPRACTICE News is provided to mstnews readers by EUROPRACTICE Microsystems Service for Europe.



EUROPRACTICE is funded by the European Commission DG INFSO E5 within the framework of the Information Society Technologies (IST) Programme.



EUROPRACTICE Programme Manager:  
Leonello Dori  
European Commission, DG INFSO C2  
E-mail: [Leonello.Dori@cec.eu.int](mailto:Leonello.Dori@cec.eu.int)

EUROPRACTICE News Editor:  
Patric Salomon  
4M2C PATRIC SALOMON GmbH  
E-mail: [ep-news@4m2c.com](mailto:ep-news@4m2c.com)

For information on specific activities within Europractice, please contact Competence Centers, Design Houses and Manufacturing Centers directly. Contact information can be found at [www.europractice.com](http://www.europractice.com)