

**Nicolas PASQUAL,**  
CEO of ImmunID

"We were the first biotech company in France to benefit from an advance on subsidies, thanks to a process developed by the French agency OSEO, BNP Paribas bank and the French cluster of the Lyons area, Lyonbiopôle. This solution quickened the launch of projects labelled by clusters and allowed us to gain from 6 to 9 months on our R&D programme, which is crucial in terms of assets in the world competition. From our point of view, this is a true solution to the SMEs recurrent funding problems.

In my opinion, the various research funding instruments are open to SMEs. The challenge lies in understanding the mechanism. Thus, in spite of their reputation for complexity, European projects remain the first performance lever for research. Their high funding rate, up to 75%, is a sizeable argument for start-ups which often have limited share capital. Furthermore, they help create an international network and credibility! European projects are, in addition, a real source of innovation, as long as they are aligned with the core of the company's business development. It should be said that we only commit to a project when it reinforces our strategy, which was the case, for example, with the SPIDIA project adventure. This project represents a €500K grant and will lead us to recruit new experts in the medical and bio-computing fields. Our team of 12 should soon transform to a team of 20.

SPIDIA<sup>(1)</sup> is also our second participation in a European project and thus, we enjoy a certain amount of experience. For example, at our current stage of development, we always take on a player's role in the consortium and not a coordinator's, which doesn't imply the same responsibilities and work load. Besides, I was able to observe that some European participants demonstrate highly advanced project management culture, which we lack in



France. Therefore, prior training on the basics of project planning and budget management could be highly profitable for the French project bearers, as much in the private sector as in the academic one."

**Highlight**

Founded in 2005, ImmunID is a start-up which, thanks to the original "immune signature" biomarker, offers diagnosis and innovative immuno-monitoring solutions in order to characterize dysfunctions in the immune system or to analyse and predict the impact of immunotherapies.

**Quoted instruments: Advance on subsidies from OSEO Innovation, European collaborative Project SPIDIA (FP7)**

**"European projects are real sources of innovation"**

*(1) SPIDIA is a 4-year-old collaborative project, funded by FP7 to the amount of €9M. It brings together a consortium of 16 partners from 11 different countries and is coordinated by the German company Qiagen. The project aims to tackle the standardisation and improvement of pre-analytical procedures for in-vitro diagnostics.*