

HELLENIC BIO CLUSTER MISSION 2010

21 September 2010, Geneva-Lausanne

22-23 September 2010, Basel



Organisers

The Hellenic BioCluster (HBio) www.hbio.gr

Enterprise Europe Network in Greece, PRAXI / HELP-FORWARD Network www.help-forward.gr

Enterprise Europe Network in Switzerland, Euresearch www.enterprise-europe-network.ch

Enterprise Europe Network in Switzerland, Alliance - EPFL www.alliance-tt.ch



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Biomedical Research Foundation of the Academy of Athens (BRFAA)	Main research areas: <ul style="list-style-type: none">• Experimental Surgery• Immunology & Transplantation• Preventive Medicine, Neurosciences, & Social Psychiatry• Clinical Research	8
Institute of Molecular Biology & Biotechnology, Foundation of Research & Technology Hellas (IMBB-FORTH)	Main research areas: <ul style="list-style-type: none">•Protein Structure & Function•Gene Expression•Developmental & Functional Biology•Pest & Disease Control•Computational Biology	9

In the following pages you will find short profiles of the participants of the Hellenic BioCluster Mission 2010. More detailed profiles are also available, as well as executive summaries of specific technologies and information for investors (when applicable).

**Field of Activity**

Contract research organization (CRO) offering pre-clinical drug evaluation models

Innovation, Unique advantages

Biomedcode is a Contract Research Organization (CRO) offering pre-clinical drug evaluation models and services for autoimmune & inflammatory diseases. The company provides transgenic models on Rheumatoid Arthritis, Cachexia, Multiple Sclerosis, Inflammatory Bowel Disease and Sepsis

- The company's unique human TNF models of arthritis (Tg197, Tg5453) are **recommended by the FDA** for testing potential Rheumatoid Arthritis candidate drugs
- The company continuously generates novel transgenic disease humanized models for preclinical use. It is currently developing p55TNF receptor I (huTNFRI), human IL-17, human IL-33 and human RANKL transgenic mice
- Biomedcode's customers include well known global pharma (top 10) and biotech companies

Target Partners

The company offers its services to

- Pharma/biotech companies or research institutions, developing inflammatory and autoimmune disease drugs

The company also seeks

- Partners with complementary services (eg. toxicology services on the transgenic mice)
- Collaborators for generating and commercializing new humanized transgenic disease models on novel targets

Company Size: Small**Company Web:**www.biomedcode.com

Other info: Biomedcode is a spin-off from the Biomedical Sciences Research Centre Alexander Fleming, which is an internationally recognised Scientific Center of Excellence (www.fleming.gr).

Company Representative

Maria Denis, PhD
CEO

**Field of Activity**

Radiopharmaceuticals

BioMedica was founded in 1994 and is a leader in the radiopharmaceutical market. The company has an ambitious R&D program for the development of novel molecules and also commercialises and distributes novel products, technologies and services with applications in Nuclear Medicine (diagnostic and therapeutic applications).

The company has strong collaborations with Universities and Research Centers and its research activities focus on:

- Modified minigastrin analogues
- Modified peptide derivatives
- Development, production and commercialization of innovative retinoids with pharmaceutical and cosmetic applications
- Development of novel resins for solid phase peptide synthesis (S.P.P.S.)

In 2009, BioMedica reached an agreement with Molecular Insights Pharmaceuticals (MIP) that provides BioMedica an exclusive sub-license to Onalta™ trademark in Europe, the Middle East, North Africa, Russia and Turkey. Under this agreement, BioMedica has undertaken Clinical Studies (Phase III) as well as marketing, distribution and commercialisation of Onalta™. Onalta is a novel radiopharmaceutical (orphan drug) for the treatment of neuroendocrine tumors, which presents an important commercial opportunity. Onalta was initially licensed to Molecular Insights Pharmaceuticals by Novartis, which had conducted successful Phase I and Phase II clinical studies.

Target Partners

The company seeks

- 1) Commercial and distribution partners for Onalta™ (Onalta detailed profile available)
- 2) Clinical trial partners (research hospitals or other organisations) for Phase III clinical trials of Onalta™
- 3) Worldwide licensees for a pre-clinically developed novel treatment for acne. The technology is a polyamine conjugate (RASP) with improved properties, which addresses the limitations and side effects of commercially used retinoids in dermatology treatments (RASP detailed profile available)

Company Size: Small**Company Web:** www.biomedica.gr

Other info: BioMedica is a leader in the radiopharmaceutical market.

Company Representative

Vassilis Tsopanas
Head of Strategy



Field of Activity
Biopharmaceuticals

Innovation, Unique advantages

Bionature identifies novel biopharmaceutical technologies for the treatment of cancer and neurological disease. The company in-licenses, protects and commercially exploits intellectual property rights that arise from the research activities of its scientists and their associates. In effect, Bionature operates as a small early stage technology incubator, developing and nurturing R&D projects with significant market potential.

The company develops novel technologies in the areas:

- Neuroprotection
- Oncology
- Chronic inflammation
- Clinical diagnostics Pharmacogenomics

Currently, the company has 8 projects at various stages of clinical or pre clinical development and is actively looking for licensing partners.

Target Partners

The company seeks

- 1) Worldwide licensees for the following pre-clinically developed technologies (detailed profiles are available)
 - Novel CRH pathway for the treatment of inflammatory diseases
 - Novel technology targeted at potentiating the function of Erythropoietin (EPO)
 - Novel spirosteroid molecules with neuroprotective and neuroregenerative molecules
- 2) Biotech companies in the company's interest area for in-licensing research and technology at discovery or early preclinical stage

Company Size: Small

Company Web:
www.bionature.com.cy

Other info: Bionature is a spin-off from the University of Crete Medical School and supported by the private equity group Emergo.

Company Representative
Constantinos Neophytou, Ph.D
[Managing Director & Portfolio Manager](#)



Field of activity
Specialised diagnostics manufacturer

Innovation, Unique advantages

Medicon is a market leader in diagnostics in Greece, offering an extensive range of instrumentation, tests and procedures to clinical and research labs and partners abroad. The company manufactures, imports and provides diagnostic and point of care test systems, molecular diagnostics, laboratory automation, work flow improvement, software solutions and services that meet the highest quality standards. The company also produces and exports clinical chemistry, hematology and immunochemistry reagents to OEM partners.

The company products include:

- A complete range of clinical chemistry reagents for manual and automated use by several analytical platforms
- A vast range of immunoturbidimetry-based immunoassay reagents for automated use by several analytical platforms
- Reagents for hematology analyzers
- Monoclonal and polyclonal antibodies
- Cosmetics

The company is known as the "special tests" company, as it focuses on new diagnostic tests for specific test groups (specific proteins, G-6-PDH, ADA, etc.) that very few companies produce all over the world. The latest additions to the company's product range are two modern chemistry analyzers, under the trade names Medilyzer BT and Medilyzer F, with a dedicated line of reagents under the trade name MLR.

Target Partners

The company seeks the following partners, for their products / technologies:

- **Immunochemistry *in vitro* diagnostic reagents** using latex-enhanced turbidimetry: Commercial partners, to distribute the tests under Medicon Trademark or on an OEM basis
- **Clinical Chemistry *in vitro* diagnostic reagents**, to be used by automated analyzers: Commercial partners to distribute or buy reagents on an OEM basis.
- **Medilyzer range and MLR reagents**: Commercial partners for distribution.
- **Immunoassay reagents** using magnetic particles and chemiluminescence: Collaboration with other SMEs/ Research Partners for the development of new devices using these reagents, or distributors to use the reagents in their own systems.
- Partners that need monoclonal and polyclonal antibodies against a variety of antigens.
- Partners that need production / purification of recombinant antigens.
- The company is also interested in R&D and technology co-operation in the areas of molecular diagnostics and proteomics.

Company Size: Medium (120 employees)

Company Web: www.mediconsa.com

Other info: Medicon S.A. is a public company, listed in the Athens Stock Exchange. The company owns state-of-the-art manufacturing facilities of 7,000 m² in the region of Attica.

Company Representative
Spyridon Dimotsantos
[Company Chairman BoD & Managing Director](#)



Field of activity
Drug repositioning

Innovation, Unique advantages

Biovista is a drug repositioning company. It uses a proprietary technology platform (Discovery Algorithmics™) to identify suitable drugs and reposition them to therapeutic areas that are currently not covered by existing products. The technology not only repositions drugs but also de-risks them, by profiling potential adverse events before these happen.

By using its unique Discovery Algorithmics™ platform Biovista is able to deliver significant value at reduced cost and in dramatically shorter time frames than is normally the case. Discovery Algorithmics™ is running off one of the world's largest MySQL databases and supports client projects ranging from [repositioning services](#) to [adverse event profiling](#) and [clinical hold situations](#). Biovista's network of clients and collaborators includes large biotech and pharma companies as well as top-tier universities worldwide. Since January 2010 Biovista collaborates with the FDA on the prediction of Adverse Events.

The technology platform also supports the company's own repositioning program. Since September 2008 Biovista has submitted 5 patent applications on 12 drugs, in multiple sclerosis (MS), epilepsy and macular degeneration (AMD). The company is currently running efficacy experiments for all its repositioning programs. The repositioned MS drugs have shown statistically significant efficacy in animal models of MS and the company is currently exploring out-licensing opportunities.

Target Partners

The company seeks

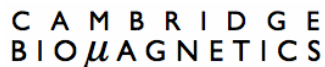
- 1) Biotech and pharma companies interested in repositioning and Adverse Event prediction services
- 2) Worldwide licensees for a number of repositioned drugs in the area of CNS diseases and AMD
- 3) Investment: Biovista is seeking to raise US\$ 20-40M to accelerate and broaden its present repositioning program. The proceeds will be used almost exclusively to generate patents for repositioned drugs ready to enter Phase IIa trials. Biovista has already raised in late 2008 and 2009 US\$ 3+ M from investors and its own revenue stream in the US for the purpose of creating its current IP portfolio (an executive summary is available for investors).

Company Size: Small

Company Web: www.biovista.com

Other info: The company was established in 1993 with offices in Charlottesville VA, USA and Athens, Greece

Company Representative
Andreas Persidis, PhD
[CEO](#)



Field of activity
Biosensors for multiplexed screening in the health care, chemical, biodefence and forensic industries

Innovation, Unique advantages

The company offers innovative Digital Magnetic encoding technology for application on clinical diagnostics, drug discovery, proteomics, genomics. The technology merges existing technologies in microelectronics, microfluidics and biotechnology with magnetics and enables to offer one miniature product to address many needs in high throughput screening. The product is a magnetic lab-on-a-chip, serving a plethora of applications in pathogen detection, clinical diagnostics, drug discovery and industrial chemistry.

The magnetic lab-on-a-chip platform overcomes the limitations of optical techniques that are currently used in conventional systems, offering low cost, multiplexing, rapid error free detection. Currently, it takes a whole day to screen a library of 60,000 compounds using state-of-the-art tools, which are bulky and expensive, requiring large robotic systems. The magnetic technology reduces this period to just a few seconds, using integrated chips of a few tens of microns in size. It can be used for the high throughput screening of vast numbers of biochemical compounds with unrivalled flexibility and versatility.

Target Partners

The company seeks

- 1) Chemical and pharmaceutical companies to test the ability of the technology to synthesise vast encoded chemical libraries. Partners are sought with expertise in (i) drug development and (ii) multiplex diagnostic assays. Laboratories or companies engaged in the first stages of the development of drugs (CROs), i.e. the synthesis and screening of large chemical libraries, would be ideal partners. CBM is also looking for collaborators who develop biochemical assays and who would be looking for different technology platforms to try their assays. Customization possibilities can be explored.
- 2) The company seeks investments of about \$1M to proceed with the development of its products which could be deployed in the marketplace by the end of the third year of operations, provided a second round of investment. The company has already raised part of the investment and is looking for matching funds (an executive summary is available for investors).

Company Size: Small

Company Web: www.cambridge-biomagnetics.com

Other info: CBM is a spin out company from the Cavendish Laboratory (Dept. of Physics) of the University of Cambridge. The company was established in 2008 following the development of a technology supported by a \$4M award from the Research Councils UK.

Company Representative
Thanos Mitrelias, PhD
[CEO](#)



NOVA MECHANICA SA.

spin off company

Field of activity

Mechanics, Nanotechnology, New Materials, Biosensors

Innovation, Unique advantages

Nova Mechanica is active on all aspects of Biomechanics and in the design and analysis of existing and new Biomaterials. The company has high expertise in Mechanics, Nanotechnology, New Materials and Materials Assessment, Metrology and 'High Performance Diagnostics', Bio-Textiles and Bio-sensors.

The company offers innovative customised applications and services for the Design and Development of new Complex Materials, for the Qualitative control of production and the Lifecycle-monitoring of materials in various operation systems. The applications address needs of the manufacturing industry, the biomedical and biotechnology industries and the developers of micro-nano electronic systems, new materials (functionally graded composites, high-tech textiles, semi-gels, gels) with special/specific characteristics.

Indicative applications include

- Functionally graded composites, materials with electro-magnetic coupling effects, soft materials (like gels) and textured materials (like textiles) for new bio-medical products and devices.
- Measuring devices for determining mechanical properties of soft tissues, gels and food products, and characterisation of mechanical properties in relation to chemical and physiological properties of biomaterials: Applicable to a variety of practical problems such as tumour detection, pharmaceutical tablet strength, drug delivery, etc.
- Modelling material failures and protection strategies from fatigue and combined mechanical-environmental conditions: Applicable to prosthetic applications such as hip-prosthesis, heart valve prosthesis, etc.
- Modelling the diffusion of substances, the adhesive capacity and the viscoelastic deformations: Applicable in drug delivery applications
- Manufacturing prototype biomedical devices
- (Diagnostic devices for soft materials, strong surfaces development, prototype models of grafts etc)

Target Partners

The company seeks customers/ partners in the sectors of medical devices/equipment, diagnostic devices, pharmaceuticals (drug-delivery) interested in new technologies that allow material optimization possibilities through their mechanical characterization. Specifically the company seeks customers/partner in the following areas

- Co-development of new materials for existing and new biomedical products
- Measurements of the mechanical properties of existing or new materials used in biomedical products
- Optimisation of the shapes of existing bio-devices to achieve better functionality, less weight and low cost
- Design of shapes for new bio-devices, manufacturing of prototypes of new devices
- Modelling diffusion and flow of substances in the human body for drug delivery systems

Company Size: Small

Company Web:

<http://www.novamechanica.gr>

Other info: Nova Mechanica is a spin-off from CE.RE.TE.TH. Center for Research and Technology of Thessaly. The company has strong international collaborations with MIT, Royal Institute of Technology and Oxford University.

Company Representative

Antonios Giannakopoulos, PhD
Scientific Director

Dimitris Bourtenas
Business Development



Field of Activity
Infusion pumps and telemedicine systems

Innovation, Unique advantages

Micrel is developing infusion pumps and telemedicine systems, with worldwide distribution. The company specializes in ambulatory and home care treatment. The company's infusion pumps for PCA treatment, Parenteral Nutrition and Immunoglobulin infusion at home, are reference in Europe and Asia, and are now entering the US market. Micrel's telemedicine technology enables patient monitoring whilst on the move, through mobile communications (GSM/GPRS), provides new ways of delivering drugs, monitoring both their therapeutic and side effects and therefore increasing their therapeutic index. The technology is an innovative way to report therapeutic and side effects, and adjust remotely non toxic, therapeutic drug prescription. The technology adds great validity in Clinical Trials.

Micrel is currently developing

- 1) A new catheter + pump system FLU-X™, which is intended to be used for fluid exchange in patients with septic trauma, haematoma and abscess, as well as for immediate post-operative intratumoral chemotherapy.
- 2) A novel highly accurate diabetes care system which is a disposable patch with an insulin pump and a self-calibrating CGMS.

Target partners

The company seeks

1. CROs and pharma companies that need a novel system for clinical trials and personalised medicine. Micrel's remote real time system for reporting therapeutic and side effects on drug trials. The system includes a sensor for measurable drug effects, as well as a system for patient feedback for non measurable factors like nausea, headache, vomiting etc. This is combined with remote pump programming, allowing the adjustment of the drug prescription.
3. Pharmaceutical companies that need a new delivery system for a patent re-entry of an expiring drug. The company's infusion-drainage FLU-X™ system can add therapeutic value to a drug, with higher user benefits.
4. Pharmaceutical companies in the diabetes healthcare market for its innovative CGMS insulin pump patch.

Company Size: Small

Company Web: www.micrelmed.com

Other info: The company has a good presence in Switzerland through its distributor Onco Medical.

Company Representative

-Alexandre Tsoukalis
[Managing Director and CTO](#)



Field of Activity
State-of the-art cytogenetics & molecular diagnostics services

Innovation, Unique advantages

Founded by Associate Prof. Georgia Bardi, an expert cytogeneticist, the company offers highest quality diagnostic analysis in classical and molecular cytogenetics and molecular genetics in the areas of oncology, infectious diseases and genetic predisposition diseases. Apart from its wide range of diagnostic tests the company develops customized tests depending on partners specific needs (ex. clinical trials for novel diagnostics & therapeutics). It operates a fully accredited, state-of the-art laboratory and is known for its scientific excellence, reliability of results, rapid analysis and excellent specimen handling/transport.

The company focuses on the design and development of new genetic tests to be used as an adjunct to classical laboratory services in Oncology. Specifically, it focuses on the recognition of specific sets/panels of chromosome and/or gene rearrangements that may be used for genetic sub-classification of tumours. These genetic panels may be used to distinguish patients eligible or not to certain therapies.

Target Partners

- 1) The company offers its expertise to
 - Pharmaceutical companies that need specialised diagnostic services for pharmacogenomic projects, clinical trials or pharmaceutical research projects
 - Hospitals and Clinics (Oncology, Haematology, Gynaecology, Cardiology, Pathology, Urology, Orthopaedic, Paediatric) that require partners for specialised diagnostic services
 - Diagnostic network centres
 - Companies specialised in professional education in human genetics, cancer genetics, cytogenetics and molecular genetics
- 2) The company also seeks manufacturers of multiple, directly labelled FISH DNA probes

Company Size: Small

Company Web: www.genotypos.gr

Other info: Genotype is a spin-out from Bioanalytica S.A., a leading provider of Mol Biology products in Greece (www.bioanalytica.gr).

Company Representatives

- Georgia Bardi, PhD
[Company Founder & Scientific Director](#)
- Stathis Tsitsopoulos,
[Business Development](#)



Research Institutes



Established in 2003, Biomedical Research Foundation of the Academy of Athens (BRFAA) is a center of excellence for translational research. The institute supports basic science and clinical research through its research programs in immunology, gene expression, cell biology, stem cells, cancer, metabolic diseases, development and function of the cardiovascular and the nervous systems. There are two Basic Science Centers and Centers for Immunology and Transplantation, Neurobiology, Experimental Surgery, Clinical Research and Environmental Health.

BRFAA's main research directions are

- Regulation of Gene Expression (basic molecular mechanisms, gene networks)
- Cardiovascular system (physiology-pathology, development, cell death)
- Neurobiology (development, neurodegenerative diseases, memory and learning)
- Inflammation – Tissue Remodeling (asthma, COPD, interstitial lung diseases, rheumatoid arthritis, renal failure)
- Cancer Biology (mechanisms of carcinogenesis, novel markers, pharmaceutical treatment, animal models)
- Biology of Stress (metabolic diseases, diabetes obesity)

BRFAA researchers have a multitude of high impact publications in leading international scientific journals.

Target Partners

A) Research organisations with complementary interests, for collaborations on FP7 and other research initiatives.

B) Pharmaceutical & drug developing companies interested in the following developed technologies (detailed technology profiles are available)

- 1) Mouse models of cancer for in vivo testing of novel therapeutics
- 2) A unique human alpha-synuclein inducible neuroblastoma cell line
- 3) Metabolism of peptide hormones/ drugs. Stability ranking and SAR information
- 4) Quantification of bioactive peptides/proteins by mass spectrometry:
Applicability to pharmacokinetics or biomarker validation
- 5) Directed differentiation of embryonic stem cells
- 6) Drug screening assays using zebrafish
- 7) Biomarker Discovery in whole tissue biopsies and pharmacoproteomic assessment of novel pharmacologic agents

For industry partners developing **oncology** drugs
For industry partners developing **Parkinson's disease** drugs
For Industry partners developing **novel drugs** and **biomarkers**

For Industry partners developing **novel drugs** and **biomarkers**
For Industry partners developing **cell therapies**
For industry partners developing **cardiovascular** disease drugs

For Industry partners developing **novel drugs** and **biomarkers**

Institute Size: Large

Website: www.bioacademy.gr

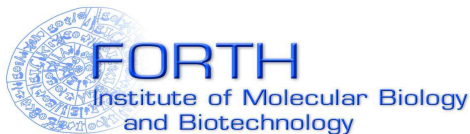
Other info:

Company Representatives

Konstantinos Tanvakopoulos, PhD
[Leader of the Pharmacology-
Pharmacotechnology Research Group](#)

Representative's main interests

- Development and application of novel mass spectrometric techniques/approaches for the discovery and development of new drugs.
- Pharmacokinetics and drug metabolism



The Institute of Molecular Biology and Biotechnology (IMBB) was founded in 1983 and is one of the Institutes of the Foundation for Research and Technology – Hellas (FORTH). FORTH is considered one of the top research centers in Europe. The Institute of Molecular Biology and Biotechnology (IMBB) was established with a view to become a hub of leading edge Molecular Biology Research and to foster innovation and novel biotechnology applications.

Research conducted at IMBB places emphasis on the elucidation of basic life processes, the decoding of the structure and the integrated function of genes in a given organism (genomics-postgenomics) and the discovery of the mechanisms that control the development and function of an organism.

IMBB comprises 32 independent research teams focusing on

- Protein Structure and Function Regulation of Gene Expression
- Developmental Biology
- Applied Molecular Biology,
- Bio-informatics and Computational Biology
- Applied Multi-disciplinary Research

Technologies developed in the Institute are directed towards better health and quality of life, rational eradication of agricultural pests, production of enzymes, other proteins and immunodiagnostics with applications in biotechnology and pharmaceuticals. Increasing emphasis is placed on the development of technologies and infrastructures with applications in functional genomics and translational clinical research.

IMBB's researchers have several R&D collaborations (both concluded and on-going) with major international companies, such as Bayer, Pfizer, and New England Biolabs. Today IMBB is acknowledged as one of the most important European Institutes for advanced Research in Biology. IMBB researchers have a multitude of high impact publications in leading international scientific journals.

IMBB is the only Greek Research Institute that took part in the international efforts for decoding the genomes of various organisms (saccharomyces, drosophila, mosquito and also the human genome), hosting a remarkable infrastructure, expertise and unique human resources in this field. IMBB also hosts the first and only fully operational post-genomics laboratory established in 2002, focusing on clinical genomics and coordinating (in cooperation with the Institute of Computer Science – FORTH) the development of a European Biomedical Informatics Platform for cancer research.

Target Partners

Research organisations with complementary interests, for collaborations on FP7 and other research initiatives.

Institute Size: Large

Website: www.imbb.forth.gr

Other info: Prof. Fotis Kafatos was the founder and first director of IMBB, who then served for a decade as the General Director of the European Molecular Biology Laboratory (EMBL) and is now President of the European Research Council (ERC).

Company Representatives

Dimitris Kafetzopoulos, PhD
[Leader of the Post Genomic Research Group](#)

Representative's main interests

- Post-genomic technologies for achieving 'systems biology' approaches to cancer
- The development of cancer biomedical informatics infrastructure for facilitating medical knowledge discovery and sharing of clinico-genomic data.



For further information please contact

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Business Support on Your Doorstep