

## DARRI Technology call 2021-2022

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### Objective of the call

The objective of this call is to promote the development of Institut Pasteur's proven technologies with a business approach.

The technologies we will consider must contain one or several of the following components:

1. Instrument, Hardware or Device
2. Algorithm/Software that can have a general application either as a standalone or as a workflow/pipeline

Projects should have a desire to become products in a market identified for the technology:

- 1) life science: DARRI will only support the development of generally applicable technologies

*Good examples: Sequencing technology, generic organ-on-chip approach, generic mice behavior technology, generic breakthrough algorithm (new methods) with wide applications, enabling drug discovery techniques*

*Not good examples: microscopy high-end add-ons that will sell 20 units only worldwide/year, advanced specific cell biology image analysis, advanced single-cell pipelines*

- 2) medical: the developed technologies will become "medical devices" from a regulatory perspective

*Good examples: biomedical and medical images analysis, medical devices for in vitro diagnostics (MD-IVD, e.g. microfluidic techniques), devices enabling capture of health data and analysis, digital therapeutics, patient stratification algorithms with broad indications*

*Not good examples: few improvements on rare disease*

TIP: check if companies are already developing/commercializing similar products and compare what they apparently do with what you propose, what's the competitive advantage of your solution?

### Funding Purpose

#### SCIENCE

- Repurposing a technology on an application with more business potential
- Demonstrating a new function essential for the technology's end-users
- Any work that would reduce the risk of failure in further product development
- Acquire Proof-of-concept results for a bigger grant (EIT Health, BPI, ANR, etc)

#### BUSINESS

- Resources will be made available to explore further the business potential of your solution
- The mentors will follow-up regularly with the scientific team.

We aim to mature projects enough to apply to the Institut Pasteur's Innovation Accelerator and obtain further funding and support towards a tech transfer or start-up creation.

### Budget per project

Each project will have a budget of 100k€ for one year that will be split in two sections:

A scientific budget, the call will provide a max of 80k€, to be used for example in: Human resources, Platform technologies services, reagents, etc.

A business budget, part of the grant, a max of 20k€, will be invested by the DARRI to research the business potential of your product with external consulting companies. In addition, DARRI will review with the scientific team opportunities to attend scientific events with an applied/business focus. The PI and the post-doc/engineer will have to attend this meeting/conference. The objective would be to attend such an event and present the technology during the program.

### How to apply?

The application will be done in two stages:

- Letter of Intent and pre-selection of projects (Deadline November 6<sup>th</sup>)  
Interested researchers can send us a letter of intent (no more than one A4) with the overall idea on how they think they could position their invention to [DarriTechCall@pasteur.fr](mailto:DarriTechCall@pasteur.fr)

Following the two weeks after the closure of the LOI, we will devote 1-3 hours to discuss with you regarding your LOI and brainstorming regarding the potential outcomes.

Following this initial meeting, Elodie and/or Antonio will work on the project and provide some feedback regarding the potential market and application. At this moment, researchers will decide to prepare a full project application that must include the input provided by the mentors.

- Full project application (Deadline January 15<sup>th</sup>)  
Each project will be evaluated by the Committee of selection (mix of internal and external evaluators) that will score each project based on:
  - Excellence of science
  - Market need
  - Competition
  - Motivation of the team to develop the project
  - PI and the Engineer, PhD Student, Postdoc co-leading the project

**Results will be announced in February 2021.**

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*This call has primarily a business objective and is dedicated to scientists who wish to push their technologies up to transfer to a company, or start-up creation, in collaboration with DARRI. This requires additional time and effort besides the scientific research but will give you the satisfaction to see your science have a societal impact, and possibly a financial gain for your lab or yourself. This is not a call where you will send a proposal in a mailbox and get funding a few months later without any further commitment. This is a call aiming at starting a journey to make your science a product. Feel free to discuss your ideas with us prior to submitting: [DarriTechCall@pasteur.fr](mailto:DarriTechCall@pasteur.fr)*

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