

— ACIES' Success stories European Research Projects and Networks (6th FPRTD)

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ACIES, a new impetus at the service of Research

Research is the calling of ACIES: our activity has been Research Promotion and Management Consulting for 19 years. We advise our customers on promoting their Research Projects and Networks, producing project proposals, finding funding, forming consortia, etc.

We work not only for major groups, innovative SMEs, research organisations and competitive clusters, but also for universities and local authorities.

Our areas of intervention include research Organisational and Funding Tools such as FPRTD, clusters, RTRA (Thematic Networks for Advanced Research), the CARNOT label, etc.

As for our current performance in the 6th FPRTD, it represents a springboard towards our ambition to provide a new impetus at the service of Research.

ACIES and the 6th FPRTD

Already working on "Aeronautics", "Transports", "Chemistry and Environment" themes under the 6th FPRTD, ACIES has firstly imposed itself as a leader and an inevitable player in Research Promotion and Management Consulting, especially in the European "Health" and "Information Technology Company" thematic priorities.

Considering "Health" theme, 12 on 13 project proposals managed and submitted by ACIES to the European Commission were funded and successfully executed.

For these projects, ACIES was the managerial partner for 8 European consortia.

Considering "Information Society Technologies" theme, ACIES has conducted the proposal setup and has, since 2003, been involved as the managerial partner for the 2 largest Integrated Projects funded on this theme, NANOCMOS (completed in June 2006) and PULLNANO.

Coordinated by STMICROELECTRONICS, these 2 projects represent approximately 50 million euros in subsidies over the 2004-2008 period.

Under the 7th FPRTD framework (2007-2013), ACIES intends to consolidate its success and to confirm its European leadership. Its ambition is to meet its customers' expectations by applying a quality approach and maximising their projects from scientific, societal, collaborative or individual perspectives.

The performance and accomplishments of our Research Projects and Networks' team (6th FPRTD)

- 68% of the project proposals prepared by ACIES are selected by the European Commission.
- ACIES manages projects with budgets ranging from 2.5 to 50 million euros over periods ranging from 2 to 5 years.
- More than 50 projects have already been prepared and submitted by ACIES to European authorities.
- ACIES' success rate is 2.5 times higher than the average European rate.

Who are we?

■ Our business

ACIES supports private and public decision-makers in managing, funding and promoting their research and innovation strategies.

■ Our clients

Corporations, high-growth SMEs, research organisations, clusters, knowledge transfer units, research networks, universities and Higher Education Establishments, professional organisations, French and European public authorities.

■ Our areas of expertise

- Research Tax Law

Multidisciplinary strategies for maximising and securing Research Tax Credit, with in-depth knowledge of its environment (Research Tax Credit [RTC], transfer prices, accounting standards including IFRS, industrial property rights, etc.).

- Managing Research and Innovation

Research strategy and funding, international and national project and network implementation (EC Framework Program, collaborative projects, Joint Technology Initiatives, clusters, various French initiatives, etc.).

- Knowledge transfer

Strategic and technology intelligence, management of intellectual and industrial property, publications, training, workshops, professional events, start-up creation.

Key facts and figures

Company set up in 1990

Run by

- Patrick DUVARRY: CEO
- Franck DEBAUGE: Associate Director

Turnover

14.2 million euros⁽¹⁾

Average annual growth

30% over the last 5 years⁽¹⁾

Staff of 65

Our references

- Research Tax Law
Amongst ACIES' customers are 35% of the companies listed in the CAC 40⁽²⁾ index. For each of these key accounts, our scope of action represents more than 80% of their turnover and/or 80% of the tax consolidation group⁽³⁾.
- Managing Research and Innovation
Over 1,000 national and international contacts, including ASSOCIATION FRANCAISE CONTRE LES MYOPATHIES (TÉLÉTHON), INSERM, MAX PLANCK INSTITUTE, MERIAL, SAFRAN, STMICROELECTRONICS, TRANSGÈNE.

Awards and Distinctions

- Winner of the "French Quality Award" in December 2004
- "Recognised for Excellence in Europe" by the European Foundation for Quality Management (EFQM) since 2002

⁽¹⁾ On June 30th, 2008 (latest fiscal year).

⁽²⁾ The CAC 40 is the main index on the Paris Stock Exchange.

⁽³⁾ Figures are updated on June 30th of each year.

■ The EUMAPP project (European Union Microdose AMS Partnership Programme): to accelerate drug development

Objectives and technological innovations

The State Of the Art technologies result in the failure of 40% of drug candidates in the first human clinical test phase due to inadequate ADME (Absorption Distribution Metabolism Excretion).

In order to resolve this major stumbling block in the accelerated development of novel active molecules, the "Microdosing" approach proposed by EUMAPP appears as the most effective and innovative technology in this field.

Entirely new, human "Microdosing" allows one or several drugs to be directly absorbed in trace amounts (1/100 of the pharmacoeactive dosing) in order to accelerate the determination of their ADME parameters.

ACIES' mission

In June 2004, the European Commission issued a call for proposals in the "Life sciences, Genomics and Biotechnology for Health" theme devoted to the projects proposing to validate the "Microdosing" concept.

ACIES proposed its expertise to XCELERON Ltd., an English company of world renown which rapidly confirmed its interest in this direction of research that perfectly suited its own strategy of development.

With the support of our experts, XCELERON Ltd. formed the consortium, defined the scientific and technical programme, clarified the objectives and potential impacts on the project and balanced its budget distribution in order to satisfy the eligibility conditions of the European Commission.

Results of the EUMAPP project

10 partners*, 5 countries represented, a budget of 3.3 million euros and 40,000 hours of research work spread out over 30 months.

Submitted to the European Commission on November 16, 2004, EUMAPP was given the mark of 27,5/30 by the expert evaluators without any budgetary or technical modifications to fulfil.

The project was officially launched on December 15, 2005. ACIES is the managerial partner for the consortium.

Impacts and benefits

The "Microdosing" technology rapidly leads to the largest selection of candidate drugs offering higher predictability compared to those obtained while using classical cellular or animal models.

Human "Microdosing" studies are extremely promising to accelerate the selection of candidate drugs, lower the failure rate, secure the clinical tests, decrease the number of animals used during the preclinical development of novel therapeutic substances. Moreover, "Microdosing" could reduce the length of this phase from 18 to 4-6 months and the associated costs by a factor of 10.

* EUMAPP consortium (<http://www.eumapp.com>): XCELERON Ltd. (UK), SERVIER INTERNATIONAL RESEARCH INSTITUTE (FR), PHARMA BIO-RESEARCH B.V. (NL), UNIVERSITY OF MANCHESTER (UK), PHARMACEUTICAL RESEARCH INSTITUTE (PL), CYPROTEX DISCOVERY Ltd. (UK), UNIVERSITY OF LUND (SE), EUROPEAN FEDERATION FOR PHARMACEUTICAL SCIENCES (SE), FOUNDATION FOR THE EVALUTATION OF ETHICS IN BIOMEDICAL RESEARCH (NL), ACIES (FR).

The PULLNANO project: revolutionising infinitesimally technologies

Objectives and technological innovations

To maintain their competitiveness, manufacturers of semiconductors (electronic components) must reduce the costs of their commercialised products (multimedia, internet, telephone, etc.).

The significant decrease of these costs requires the miniaturisation of semiconductors which are considered as the veritable "Brain" of electronic devices.

CMOS (Complementary Metal - Oxide Semiconductor) appears at present as the leading technology in the market capable of pushing the limits of semiconductor miniaturisation.

Mastery of this technology can only be reached using a collaborative and integrated approach.

Europe initiated this dynamic through NANOCMOS*, the first Integrated Project gathering the major academic and industrial players in European Nanoelectronics. The knowledge, skills and expertise in CMOS technology developed during the project took shape with the preindustrial validation of the technological node from 45 nm to 90 nm. Considering the positive results of NANOCMOS, the European authorities decided to fund the PULLNANO project. PULLNANO gathers the players of the NANOCMOS' project and approximately 15 more academic partners. The new challenge is to engineer a 22 nm technological node.

ACIES' mission

Thanks to the success of NANOCMOS, the project coordinator (STMICROELECTRONICS) benefited from ACIES' expertise to answer the call for proposals "Information Society Technologies" issued by the European Commission thereby obtaining the funding for the PULLNANO project.

The perfect managerial partner for this ambitious project under the 6th FPRTD, ACIES has been playing a major role in the particularly complex organisational and operational aspects of European Integrated Projects, especially in the daily assistance of the project coordinator with its expertise in: organising the key meetings, coordinating the evolution and production of activity reports and deliverables, managing the financial and legal aspects in the project, organising the internal and external communication, and providing a dissemination strategy for the results.

Results of the PULLNANO Project

35 partners among which, in particular, the 5 main semiconductor manufacturers (STMICROELECTRONICS, FREESCALE, SEMICONDUCTORS, PHILIPS SEMICONDUCTORS, INFINEON TECHNOLOGIES AG and NXP SEMICONDUCTORS), 5 SMEs and 17 academics, 12 countries represented, an overall budget of 50 million euros and 450,000 hours for Research spread over 30 months.

Submitted to the European Commission in March 2005, PULLNANO obtained the score of 26/30 without any major modifications to the technical program or to the consortium.

The project was officially launched on June 1, 2006. ACIES is the managerial partner for the consortium.

Impacts and benefits

The scientific progress carried out by NANOCMOS and proposed by PULLNANO will push CMOS technology to the limit in terms of miniaturisation, strength and cost in order to benefit immediately from all its potential applications (internet, telephone, GPS, TV, etc.). The PULLNANO project, example of European technology and expertise in nanoelectronics will perpetuate the competitiveness of its players and will assert PULLNANO' s position as the ideal technology to respond to the future challenges in accordance with the European citizen needs.

* Coordinator: STMICROELECTRONICS; IST-507587; funding: 24.17 million euros; length: 28 months (from March 1, 2004 to June 30, 2006); 20 partners - <http://www.nanocmos-eu.com/>

ACIES (*akies*): *word of Latin origin meaning [keenness, edge] of the mind [penetration, insight] of the eye, [a piercing look or keen vision] intellectual power, moral power*

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