

Exclusive clinical genetic diagnostic products and service



Institution: NIMGenetics
Country: Spain
Type of partnership: HEI-SME partnership
Website: www.nimgenetics.com

Background

Founded in 2008, NIMGenetics is a Spanish biotechnology multinational specialized in the design and commercialization of clinical genetic diagnosis products and services.

It develops exclusive genomic products based, fundamentally, on two technologies of microarrays and massive sequencing.

They expanded the value of their high-performance genomic products and services in the international market, becoming a specialized benchmark in genomic analysis and human genetic diagnosis.

Its mission is to make genetic diagnostic tools and their in-depth knowledge of the human genome available to medical specialists to help patients receive the best care and attention.

Story

Launched international in 2008, pioneer and leader in Spain in genomic analysis by Array-CGH for genetic diagnosis, the company main founding partners were PhD. Enrique Samper, PhD. Juan Cruz Cigudosa and Doctor Sara Álvarez. All of them with former researchers and deep experienced in the field.

In 2017, Apossite Capital invested 7 million euro in the company. In 2019, its operating income exceeded € 11 million and employed over 90 people.

Stakeholders

Enrique Samper stands out as key elements of the collaboration to the company and to the researchers belonging to the academy.

They must be in charge of managing the project at both an administrative and scientific level, as well as the achievement of results to obtain new products or implementation of improvements.

For this, communication and assertiveness are key. Students would also have great importance, through the completion of an industrial doctorate in their company and indirectly also the local, national and international government through the application of regulations or legislation that governs the commercialization and business development of NIMGenetics

“There is a huge social benefit transforming Knowledge into market innovation, this is the materialization of knowledge into a product.”

Resource needs

To carry out a collaboration between a research center / university / hospital and a private company, the following are used:

- human resources:
 Researchers from the company's R&D department and from the public body as providers of scientific knowledge and the dimension of transfer of innovation to the market, as well as its quality and quantity. Students as conduits of knowledge and skill by pursuing an industrial doctorate at NIMGenetics.

The completion of two industrial doctorates at NIMGenetics benefits the company through the development of new genetic diagnostic products over several years, as well as the students who have the opportunity to collaborate on projects of great social value due to their high TLR. In addition, they will gain a deeper insight into business research

This approach benefit all parties and increases intellectual capital in the three dimensions: human, organizational and relational

- Financial:
 Financing by both the regional and national government through the granting of financing for biotechnology research projects. European financing through two European projects stands out, which has involved a total of almost € 10 million
- Physical:
 the facilities of the Cantoblanco Science Park where the NIMGenetics headquarters and the consortium's participating hospital / research center are located are used. The same goes for the materials and equipment used.

Outputs

In 2010, they received the "Best SME Growth Project" and it was the only company in southern Europe with the Agilent Technologies certification.

They also received the INNFACTO-ASCIVAR Project together with the TiGENIX company to design a specific genetic diagnosis array for cell therapy.

In 2011 they achieved the Quality Certification of the cytogenetics European Quality Association as a certified genetic diagnosis laboratory by Array-CGH methods.

In 2012 they revolutionized prenatal diagnosis with a prenatal screening test called TrisoNIM. What's more, they released more products for oncological and neurological pathologies.

In 2014, its international expansion took place, reaching South America and Portugal and establishing a new headquarters in Brazil: NIMGenetics Brasil.

In 2018 they achieved the ISO 9001

In 2019 they achieved another quality certification (ISO 15189 by ENAC) and entered gynecological cancer.

During 2020 NIMGenetics incorporated a new fetal DNA test in maternal blood (TrisoNIM NeoSeq), once again revolutionizing the market.

Collaborations

NIMGenetics collaborates and develops research projects with the most prestigious institutions in the field of cutting-edge research, both nationally and internationally.



Collaborations of NIM Genetics (credit: Nimgenetics)

Motivations

Up to date they joined 18 collaborative projects. Some of them are European projects, such as:

- Training European Network: Metabolic Dysfunctions associated with Pharmacological Treatment of Schizophrenia. (2017-2021 / € 3.7 million)
- Personalised Medicine Innovation through Digital Enterprise Solutions (2016-2018 / € 4.9 million)

Their contribution has allowed the exponential growth of the company, thanks to the funding provided and the prestige associated with these European calls.



Barriers

Transforming barriers into challenges, Enrique Samper, highlights the following:

- Implementation of an incentive system so that researchers have more interest in collaborating with the company.
- Leave of absence or round trip system for those researchers who want to enter entrepreneurship and who can finally return to the academic world, whose experience can be beneficial for the system.
- Appropriate training provided by personnel specialized in entrepreneurship on how to lay the foundations of a business. It would be key to the success of a NEBT.
- Tax reductions for investors who decide to invest capital in NEBTs to encourage this practice and that companies must base their business model on grants.
- Important outreach work to attract investors to private companies and thus be able to grow. They are also important figures such as the Business Angels for the capital they can provide to the company, but above all for their knowledge of business management.

NIMGenetics Management Team (credit: NIMGenetics)



Key success factors

1 Entrepreneurial skills & mindset and international education

Key to establish a good business model based on obtaining marketable products and not on the search for financing as a basis for growth.

2 R&D and the virtuous circle.

R&D leads to innovative products and quality accreditations that attract private investment and also access capital provided by European funds with which to continue with collaborative projects.

3 Internationalization and new products

International expansion and its projection into other fields of great current importance such as cancer, neurology and pharmacogenetic.

“I work with my team to improve healthcare through genomics. I am spartan from MSU at heart and we never give up!”

Author: Maria José Herrero Villa; Ester Martín-Ros; Jose Luis G. Sacristán. (Uc3m team project)

Interviewee: Enrique Samper. CEO and co-founder

