

# UK - VIETNAM SCIENCE AND INNOVATION PARTNERSHIP NEWSLETTER

CONGRATULATIONS | NEWS & UPDATE | OPPORTUNITIES | APPLE FOR THOUGHT



## ISSUE 4 - JANUARY 2020

Welcome to our 4th Quarterly Newsletter. In this issue, join us to congratulate new grants for Vietnam researchers through Newton Fund and GCRF, get a heads up of upcoming opportunities, and check out Top 10 Tips for for Licensing Early Stage Technologies.

We would like to take this opportunity to express our sincerest thanks for your enduring support to our Newsletter. Happy New Year and may the year of Golden Rat be golden for you.

**ENJOY READING!**

# CONGRATULATIONS

## FIVE NEW NEWTON PROJECTS ANNOUNCED

The Research Environment Links (REL) programme delivered by British Council has granted five projects ([click for more details](#)) under its second call in Vietnam. The programme aims at institutional capacity building for Vietnamese research organisations through training activities, exchange of knowledge & best practice and pilot activities in a specific subject. Four of five projects granted this round focus on digital innovation as a tool to address hot social issues in Vietnam.

- “Towards Risk Reduction and Resilience to Coastal Hazards: A Big Data Analytics Approach” project by Thuy Loi University and Queen’s University Belfast.
- “Gas Sensors for Biomedical and Environmental Applications in Smart Cities and Agriculture in Vietnam: Towards a Vietnamese Centre of Nanoscience” project by The Research Laboratories of Saigon High Tech Park and the University of York.
- “Network of Excellence and Hi-Tech Hub for Vietnam’s Industry 4.0 via the UK-VN collaborations in Smart Manufacturing” project by Le Quy Don Technical University and University of Greenwich.
- “Building Public Health Resilience in Vietnam: An Early Warning System using Artificial Intelligence” project by Hanoi University of Public Health and Queen’s University Belfast.
- “Circular Economy Knowledge Hub: Promoting Multi-Disciplinary Research, Capacity Building and Leadership” project by School of Environmental Science and Technology, Hanoi University of Science and Technology and Aston University.



## TWO GCRF NETWORKING GRANTS FOR VIETNAM

The UK Academies have announced that two researchers from Vietnam have been awarded networking grants under the Global Challenges Research Fund ([click for more details](#)). These will allow researchers from Vietnam and the UK to hold networking events, forge new links and generate innovative transdisciplinary research ideas.

- “A Knowledge Network of Modelling and ICT for Building Resilience towards flooding in mountainous areas of Vietnam” by Dr Quang Thanh Bui, VNU University of Science and Dr Yunqing Xuan, Swansea University.
- “Strengthening research capacity on ticks and tick-borne disease in S.E. Asia” by Dr Linh Bui, Vietnam National University of Agriculture and Professor Richard Wall, University of Bristol.



# NEWS AND UPDATES

*October to December 2019*

## NEW VACCINE MANUFACTURING TECHNOLOGY TRANSFERRED FROM THE UK TO VIETNAM

University of Bristol and VABIOTECH, a Vietnamese vaccine manufacturer, held a press conference in Hanoi in November to introduce a new technology transfer project. Multibac, the technology transferred, allows faster production of vaccines in large volumes, at a lower price but is currently unavailable in Vietnam. VABIOTECH has decided to test the technology for influenza and rabies vaccines. Using the same platform of MultiBac, the University of Bristol has been exploring a technology that would allow vaccines to be stored at room temperature, which will be very practical in developing countries. This initiative is part of the Future Vaccine Manufacturing Research Hub, led by Imperial College London and funded by UK Department of Health and Social Care and UK Engineering and Physical Sciences Research Council (EPSRC).

**MORE ON FUTURE VACCINE MANUFACTURING RESEARCH HUB** ➤

**UNIVERSITY OF BRISTOL** ➤

**VABIOTECH** ➤

## VETERINARY VACCINOLOGY COMMUNITY TO MEET DURING INTERNATIONAL CONFERENCE IN HANOI



◀ **IVVN ANNUAL CONFERENCE 2020**

The International Veterinary Vaccinology Network (IVVN) is a global community of over 1,100 members, which facilitates the formation of international partnerships required to develop improved vaccines for livestock and zoonotic diseases of importance in low-and-middle income countries. As part of the IVVN's activities, the network hosts annual scientific conferences focusing on vaccine-related themes. Following the success of past events, the third conference will be hosted at the Melia hotel in Hanoi, Vietnam on 16-18th March 2020, in partnership with Cirad and the National Institute of Veterinary Research. This is an exciting opportunity for the global veterinary vaccinology community to meet and to establish novel collaborations to improve the development of veterinary vaccines. Full details of the conference, including the programme and registration, are available on the IVVN website in the link beside.

# FORTH COMING ACTIVITIES



## HANOI

- 15 January 2020: Launching event of the GCRF Living Deltas Research Hub.
- 2-6 March 2020: UKRI staff exchange visit
- 16-18 March 2020: International Veterinary Vaccination Network Conference. Register [here](#).
- 19 March 2020: Stakeholder engagement event of the GCRF One Health Poultry Hub.

## HO CHI MINH CITY

- 16 January 2020:

Stakeholder engagement event of the GCRF Living Deltas Research Hub



## LONDON

- 9-20 March 2020:

Residential training of the “Leaders in Innovation Fellowships” programme.

# RESEARCH FUNDING CALLS

## ALL TOPICS / INTERDISCIPLINARY RESEARCH



- GCRF - Networking grants. Round 6 will be open in January/February 2020 ([link here](#))
- UKRI-GCRF Collective Programme Climate Resilience Network Development Pre-Call Announcement ([link here](#)).
- Newton International Fellowships Scheme 2020 ([link here](#)).

## ENGINEERING

- GCRF - Space Technology. International Partnership Programme (IPP). Deadline: 2 February 2020 ([link here](#))
- Turing Artificial Intelligence Acceleration Fellowships. Deadline: 18 February 2020([link here](#)).

## HEALTH

- MRC & Wellcome Trust - Joint Global Health Trials Development. Deadline: 5 February 2020 ([link here](#))
- MRC, ESRC & Wellcome Trust - Health Systems Research Initiative. Deadline for research grants: 21 January 2020. Call for foundation grants: to be open on 27 February 2020 ([link here](#)).
- Wellcome Trust - International Exchange Programmes in Humanities, Social Science and Bioethics. Deadline: 3 March 2020 ([link here](#))
- Wellcome Trust - Research Development Awards in Humanities, Social Science and Bioethics. Deadline: 3 March 2020 ([link here](#)).
- MRC board for applied global health research. Deadline: 7 April 2020 ([link here](#))
- MRC & NIHR - Primary and Secondary Prevention of Cancer. Deadline: 30 April 2020 ([link here](#)).

## GCRF VACCINES R&D NETWORKS

Free membership. Training and funding opportunities are available on respective websites.

- The Immunising pregnant women and infants (IMPRINT) Network based at Imperial College London ([link here](#)).
- The VALIDATE Network based at the University of Oxford aims to promote vaccine R&D for complex intracellular pathogens that cause significant disease burden in LMICs. The initial focus is on *Mycobacterium tuberculosis* (which causes TB), *Leishmania species* (leishmaniasis), *Burkholderia pseudomallei* (melioidosis) and *Mycobacterium leprae* (leprosy) ([link here](#))
- The Bacterial Vaccines (BactiVac) Network based at the University of Birmingham ([link here](#)).

## SOCIAL SCIENCES AND HUMANITIES

- British Academy - Global Professorships. Deadline: 19 February 2020 ([link here](#))
- GCRF - AHRC - Urgent arts and humanities research priorities. Deadline: 31 October 2020 ([link here](#)).



## APPLE FOR THOUGHT

The LIF programme alumni benefit from a dedicated internal portal (check it out [here](#)) where they can access webinars, training materials, top tips and advice of UK mentors in order to bring their innovation forward and maintain engagement with the LIF network. We are pleased to introduce an example of such portal below and look forward to welcoming more Vietnamese tech entrepreneurs to the programme next years.

### **LIF Top 10 Tips for Licensing Early Stage Technologies**

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1. With early stage technologies, it is important to remember that licensing carries a risk for the licensor; this is because the vast majority of products fail at some point in development and/or do not enter the market due to commercial challenges.
2. Remember that you are negotiating intangible assets which normally are still at the stage of development; the lack of comparable projects, accurate market information and commercial deals complicates the valuation of the intellectual property.
3. Deal term and royalty rate benchmarks are normally used to facilitate negotiations; for example, free resources such as PwC's Merger and Acquisition analysis provide public disclosures of important deals in the industry and can be useful when structuring a new deal.
4. It can be difficult to 'put a price tag' on an early stage inventions, but remember that the full value of an invention need not be determined when the invention is transferred or licensed; value can be realized later, for example through the use of running royalties, fixed payments, common stock (equity), R&D funding, lab equipment, consulting services, grant backs, or access to other proprietary resources.
5. Different industries will have different standard royalty rates, so consider your technology's sector and its potential application(s).
6. Use valuation approaches to understand the potential value of the technology; although valuation models will not be exact when applied to early stage technologies, they will help to put you in a stronger negotiating position.
7. In the first instance, and where the relevant information is available, compare your potential deal to a similar deal in the same technology field and industry sector; using a related technology as a proxy will give valuable information on how similar technologies have been valued in the past.



8. A patent will present the technology as more valuable, but carefully study the expected patent life vs. the commercialisation timeline; the license should be drafted to complement the business plan (new product lines, new fields of use, etc.), rather than the patent.

9. Perform a due diligence analysis on a potential licensee before entering license negotiations: find out who they are, their business size, turnover, which markets they operate in, if they are involved in any litigation, etc. It is also important to understand why they are interested in the technology, what their plans are to develop it and take it to market, how much money and time this development will require, and what the sales forecast is for the technology.

10. When negotiating a license deal, remember to consider the interests of the inventors - for example, their rights for publication, consultancy or contract research agreements, etc.

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