

Furthermore, individual career mentoring facilities will continue to guide and engage network graduates.

Membership of EVIMalaR continues to expand - new members have been integrated on a competitive basis with an emphasis on young, emerging Principle Investigators. In an attempt to extend the impact of the network activities, the network has developed an exchange programme OzMalNet, with OzEMalaR the Australian equivalent, managed by the Australian Society for Parasitology and funded by the Australian MRC, that will foster bilateral research projects. Attempts are ongoing to expand this initiative to other suitable

malaria research networks and these attempts are married to individual outreach activities such as presenting the network and its research at international meetings for example, the International Congress of Parasitological Societies (ICOPA) held in Melbourne in August 2010.

The future

Outreach is the key to the aims of the project and new initiatives are constantly being explored. Besides the website which is being redesigned, a 'comic' publication targeted at a 21st century visually centred society for both the lay and scientific community is currently being created for dissemination in schools and universities,

to encourage young people to foster greatly improved understanding of the biology of the malaria parasite integrated with a deeper knowledge of its evolving interactions with both host and vector.

Also, through the establishment of an umbrella foundation and active lobbying of government and non-government funding agencies as well as the establishment of a charitable and commercial profile, the network will strive to become self-determining through the establishment of a legal entity that will seek to continue the network initiated activities beyond this funding cycle. With such initiatives and activities it is hoped that EVIMalaR will

continue to be a significant influence on the shape, directions and manner in which malaria research is conducted. The ultimate goal would be that EVIMalaR is eventually able to establish a real bricks and mortar European Institute for Malaria Research (EIMR) - thereby losing the 'V' - that would interact with the global malaria research community whilst housing cutting edge basic malaria research.

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BIO 2011

SEVERAL SCOTTISH companies attended this year's BIO International Convention in Washington in June and found it to be a very positive experience. Here is how just a few of them got on.

Verna McErlane, Director of Commercial Operations, Sistic said, 'We (Jim Reid, CEO and I) did a lot of work before we got to BIO to ensure that we had a full partnering schedule. Our meetings were fairly divided up between the drug discovery and development side of the business and the cell therapy/ stem cell product areas. Since our return we have been busy with all the follow ups which precipitated another trip back to the States and we hope to have some very exciting news to share in the coming months regarding a significant deal with a key player in our target market.'

'The atmosphere was very exciting and BIO did a

wonderful job with the diversity of innovative companies that they had presenting as well as the informative educational sessions held on Business Development and Deal Making for example. Scottish Development International had a great stand and were a fantastic help in providing facilities to meet customers, and in showcasing the breadth and depth of Scottish innovation.'

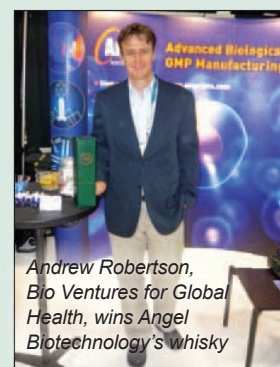
'Two press releases which we issued, focusing on our expansion plans which are driven by the success in the market of our miRNA-based profiling in context technology and our Companion Biomarker Program were well received and we believe helped to build our presence at such a large show. BIO is already part of our schedule for next year!'

Angel Biotechnology, an established cGMP contract manufacturer specialising in the provision of advanced biologics, found BIO 2011 a very useful event too. Representatives participated in the partnering meetings, gave a talk at the BioProcess pavilion and had a separate booth away from the SDI/UKTI pavilion. Andrew

Carver, Business Development Manager said, 'There were a significant number of visitors at the stand on the first day (as measured by business cards), helped in part by a draw for a bottle of whisky!'

'Overall we felt that booth traffic over the three days was good and that the SDI organised whisky tasting/reception was particularly useful for us as we could 'invite' guests (visitors to the stand) to come to the reception thus helping build on the initial meeting at the stand. Of around 140 business cards collected at the event, 30 were good quality leads and 2 have already progressed to confidential discussions.'

Arrayjet, the leading microarray company in the production and application of high quality microarrays with inkjet technology, were first time participants at BIO this year and were delighted with the size of the opportunity the event provided. Iain McWilliam, CEO, used the BIO-partnering system to arrange meetings in advance. The one-on-one meetings allowed Arrayjet to present its technology and services to a highly focused audience which resulted in some



high quality leads from a range of global companies.

Iain said, 'We are excited about the number of leads generated and I'm looking forward to seeing these discussions progress to new relationships and new business for us. The success of BIO 2011 means Arrayjet will undoubtedly attend BIO in future years.'

Next year BIO will take place in Boston from 18 – 21 June. Registration opens in November 2011. For more information see <http://convention.bio.org>.