AxioTechBio
Empowering with biotech innovative solutions

PARTNER PROFILE
Horizon Europe · Cluster 1 Health 2027

Exploitation & go-to-market partner for Horizon Europe health consortia

We don't just plan exploitation — we take results to market in France and Spain.

ORGANISATION	SITES	TARGET TOPICS 2027	CONTACT
SME (micro-enterprise) PIC 866934494	Paris · Barcelona · Copenhagen	IND-02 · TOOL-01 · CARE-02 · DISEASE-01	Eduard Garcia eduard.garcia@axiotechbio.com

1. Who we are

AxioTechBio is a pan-European market access and commercial representation company for life sciences. We help omics, diagnostics and biotech companies bring validated technologies to hospitals, research centres and laboratories, with a focus on **France and Spain** and active monitoring of the **Nordic markets**. We coordinate bids in public tenders for research and healthcare institutions in Spain and France, and we represent several European omics and diagnostics companies.

2. What we bring to a consortium

Market & Procurement Readiness Kit

- Exploitable results map with the partners
- Market sizing and competitive landscape for France and Spain
- End-user needs and value proposition with hospital laboratories and clinicians
- Public procurement map: buyers, procedures, tender calendars, award criteria
- Go-to-market, adoption and sustainability plan

Industry bridge & uptake

- Access to a network of European SMEs in omics, molecular diagnostics, bioinformatics and medtech
- Industry-facing dissemination and engagement with distributors and early adopters
- Support to consortium building
- **Post-project route to market:** commercial representation of exploitable results in France and Spain

3. Our role in the proposal and the project

During proposal preparation

- Input to the Impact section: pathways to market, exploitation and dissemination measures
- End-user and stakeholder mapping in France and Spain
- Identification and onboarding of suitable SME partners

During implementation (task lead / contributor)

- Exploitation plan (initial and updated versions)
- Market and procurement readiness report for France and Spain
- Business model and sustainability plan for key exploitable results

4. Why AxioTechBio

- **We execute, not only plan:** nearly 20 years selling genomics and diagnostics to hospitals and research centres in senior commercial roles.
- **Hands-on public procurement** experience in France and Spain.
- **A concrete route to market** after the project, which strengthens the credibility of the Impact section.
- **We bring industry:** SMEs with complementary technologies, not only services.

> Regulatory (IVDR/MDR) and HTA work is delivered together with specialised partners; AxioTechBio contributes the commercial, end-user and procurement perspective.

5. Key person

Eduard Garcia Carreras — Founder & Commercial Director. Nearly 20 years in senior commercial roles in life sciences and genomics, including building the Spanish market for a clinical genomics company. Degree in Veterinary Medicine (UAB) and Master's in Marketing Management. Member of France Biotech. Works in English, French, Spanish and Catalan.