

# UNISENSOR story in FP7- Confidence Eu project

*Contaminants in Food and Feed :  
Inexpensive Detection for Control of Exposure*



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# Identity & Mission

**Unisensor** is a private Belgian company researching, developing and manufacturing **diagnostic tools** for detecting contamination presence in food products and environment.

Our **Mission** is *“To Supply Innovative and Advanced Products for the Rapid Analysis of Food Products”*.



***Food Diagnostic  
Engineering***

***Efficiency – Integrity – Team Spirit – Customer Satisfaction***



# Available Products

- **Antibiotics:** Tetrasensor, Twinsensor, Sulfasensor, Trisensor, Quinosensor, Quadrisensor (soon), Aminosenor (soon), ....
- **Authenticity:** Cowsensor, Porksensor, Chickensensor, Beefsensor, Goatsensor , ...
- **Adulteration:** Melaminesensor, Melasensor Fluo, ...
- **Mycotoxines:** Aflasensor , Mycosensor (soon), ...
- **Instruments:** Readsensor and Heatsensor

*Twin*sensor<sup>BT</sup>

*Twin*express

*tri*sensor

*sulfā*sensor

*quinō*sensor

*tetrā*sensor

 *Chickensensor*

 *Porksensor*

 *Beefsensor*

*mycō*sensor

*melamine*sensor

*melā*sensor<sup>fluo</sup>

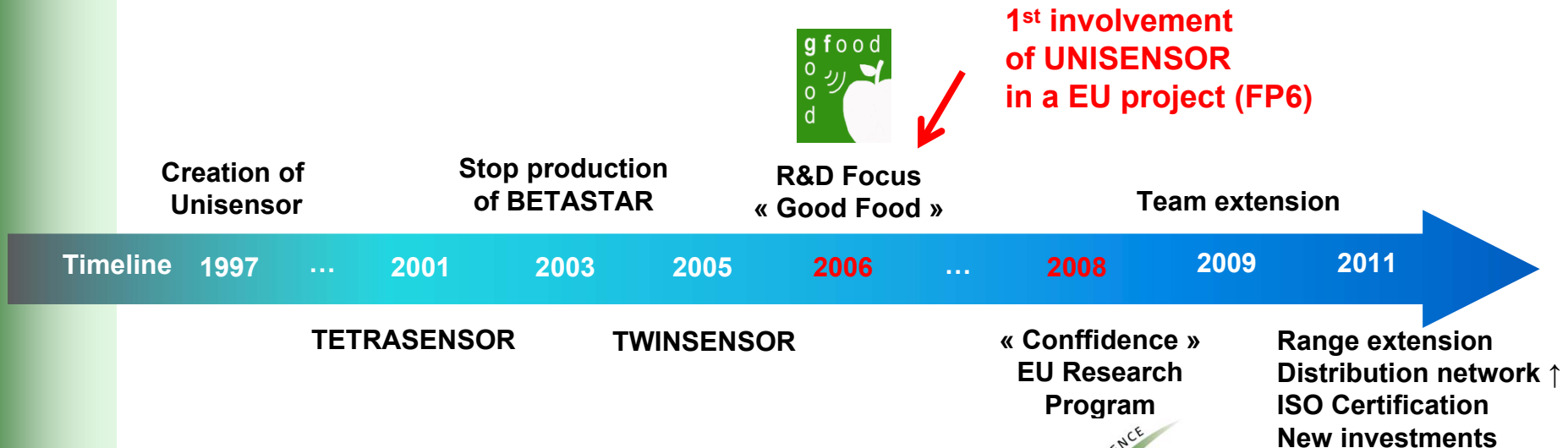
*aflā*sensor

  
*HeatSensor*

  
*ReadSensor*



# Participation of UNISENSOR in EU projects



1<sup>st</sup> involvement of UNISENSOR in a EU project (FP6)

## 1<sup>st</sup> participation : GoodFood (FP6)

- Replacement of a leaving partner.
- Called by a customer already partner in FP6 (NESTLE).
- Bringing receptors and challenging results with dipsticks-based tests.
- Very satisfying results / proof of UNISENSOR competences.

## 2<sup>nd</sup> participation : Confidence (FP7)

- Proposition made by experts involved in FP6 **Biocop & GoodFood**.
- Coordinator knew Unisensor technology (patent) and asked to take part.
- Strong personal relationship and trust among partner before to start.
- 16 partners, 10 countries, 3 belgian partners, 1 SME.



# Why to be involved as SME in Confidence FP7 ?

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It's a kind of “ **Technology Watch** ” Strategy.

- To increase **future commercial** potentials.
- To **challenge** “ Point of Views ”.
- To **listen** where the wind is blowing.
- To **get access to** scientific knowledge and materials.
- To **strengthen motivation** in R&D projects.
- To start **new relationship** for other interests and partners.
- To be involved in a Food Safety **expert network**.

# Unisensor contribution in Confidence FP7

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- **Challenging FP7 objectives** to the real market needs.
- Guaranty for **final practical application**.
- Development of new tools for food safety **Diagnostic**.
- R&D staff : 3 Ph.D., 3 Ma.
- Leading beneficiary in **WP2b** (antibiotics), **WP4a** (Alkaloids) and **WP4c** (Mycotoxins).
- **Deputy leader** in **WP2b**.

# Difficulties to tackle as “SME” in Confidence FP7

- Ambitious project with **budgets** limited by coordinators...
  - “Unpredictable” performance of some biological tools to develop.
  - “Unexpected” problems to face.
  - Costs more than what our budget allows.
- **Last “link”** of the “development chain”...
  - Positive results obligation.
  - Repercussion of any partner delay.
  - Need to ensure that all previous tasks are in accordance with final need.
- **Opposite interest** “Academic partners” VS “SME”...
  - Violent opposition to HIDE or DISCLOSE results.
  - Need to keep results secret for “industrial valorisation”.
  - Patent is not always an issue.
  - Compromises.
- **Competition** is waiting to learn from FP7 plans and results dissemination.

# Advices to join Eu projects.

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- Scientific **network**... good contact with good / competent people.
- Good **communication** on its expertise.
  - Scientific conferences, website, customers...
- Good **project preparation** (try to anticipate all “unexpected” situations...)
- **Financial possibilities/alternatives** to support R&D activities until the end of the project.
- Work in **innovative** field reflecting a real “scientific” or “market” need.