



Invitation for Programme Participation 2017

EIT Health hereby invites entrepreneurs, startups and SMEs to submit applications for participation in the EIT Health Accelerator programmes.

Publication of call: **16 February, 2017**

Online Submission forms available: **1 March, 2017**

Submission Deadline: **31 March, 2017, 16:00 (CET)***

Coordinators:

Ákos R. Wetters, INCUBATE! Activity line coordinator, akos@steep.nl

Jörg Trinkwalter, SCALE! Activity line coordinator, joerg.trinkwalter@medical-valley-emn.de

Cecilia Vera, VALIDATE! Activity line coordinator, cvera@lst.tfo.upm.es

For general questions regarding the application please refer to accelerator-calls@eithealth.eu

*Unless differently indicated in the specific programme.

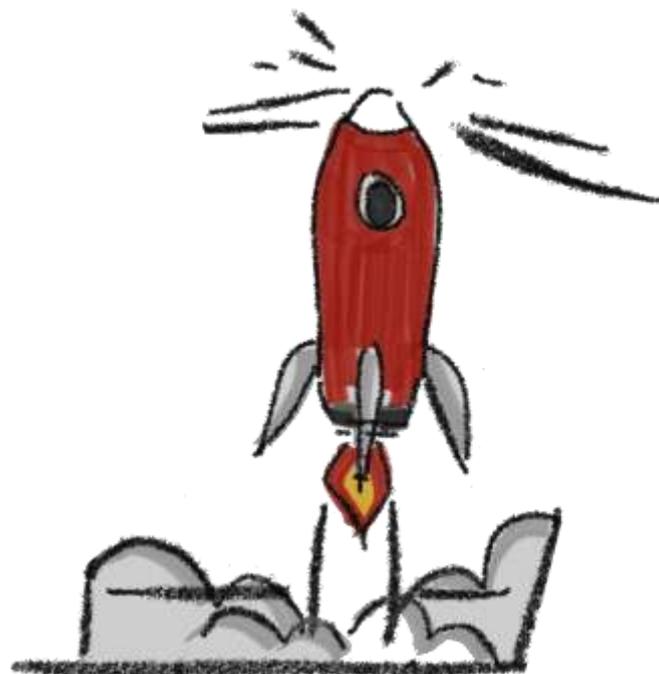


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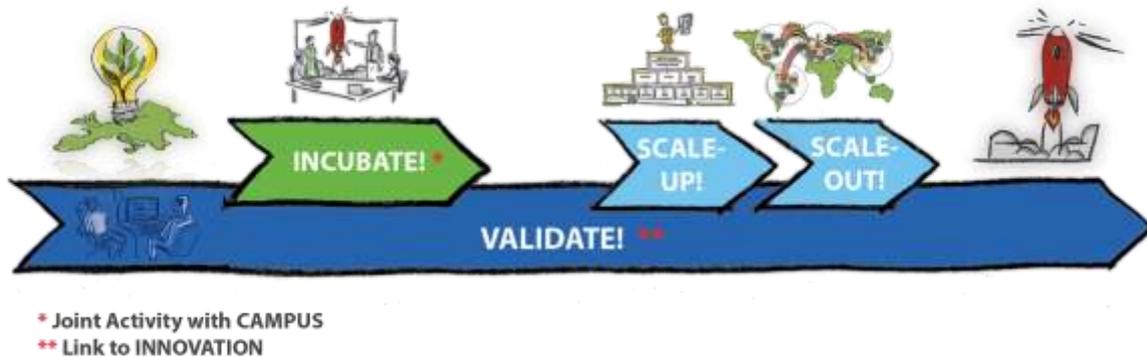
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2. The EIT Health Accelerator

The EIT Health Accelerator creates an ecosystem where innovation can thrive. It gathers the best and brightest health industry entrepreneurs, and provides them with the support, skills and services that they need to get their ideas off the ground and into the market.



The Accelerator is open for all business ideas coming from EIT Health Campus projects like summer schools, EIT Health Innovation Projects and other Accelerator pre-seed scouting activities.

In the INCUBATE! activity line, innovation training and support activities, like LaunchLab or other Boot Camp programmes, help entrepreneurs create a business plan out of an initial business idea in a two-month programme. Furthermore, local training activities are organised to augment existing programmes at EIT Health Co-Location Centres (CLCs), with a focus on key skills in the healthcare sector.

In the VALIDATE! activity line, a strong emphasis is placed on helping startups and entrepreneurs to use suitable Living Labs and Test Beds, as well as other market coaching expertise, within the community, and to gain an understanding of local/regional regulatory and reimbursement schemes through access to a wide network of market experts with specific local knowledge.

In the SCALE! activity line, there will be a major focus on developing tools and networks that can provide financing for projects and smaller SMEs, as well as facilitating access to potential investors, such as angel networks, corporate financiers and crowd funders. Furthermore, GoGlobal programmes will support European startups and scale-ups in the domain of MedTech, BioTech and Digital Health, so that they can expand in Europe, the United States, Brazil, China and other international markets.

This business creation supply chain will be key to ensuring both the acceleration of innovation projects and access to relevant facilities for startups and SMEs throughout the consortium.

The Accelerator is open for applications from all entrepreneurs, startups and micro SMEs in Europe that bring a reference letter from one of the official EIT Health partners or CLC offices. A list of partners can be found at eithealth.eu/partners, the CLC offices are listed at eithealth.eu/clc.

3. How to join activities in the INCUBATE! activity line

In the INCUBATE! activity line, innovation training and support activities, like LaunchLab or other Boot Camp programmes, help entrepreneurs create a business plan out of an initial business idea in a two-month programme. Furthermore, local training activities are organised to augment existing programmes at CLCs, with a focus on key skills in the healthcare sector.

3.1 EIT Health LaunchLab #2

LaunchLab is a two-month pressure cooker for not-yet entrepreneurs from all over Europe to explore the opportunities of their health tech idea. The programme supports them in developing and validating their idea, developing marketing potential, launching to customers and creating the business model.

EIT Health's LaunchLab, created by YES!Delft and EIT Health partners, is designed to facilitate business-case development. LaunchLab teams validate their problem-solution and solution-market fit, specifically for the healthcare market. The deadline for application is 31 March, 2017. The programme will start in Delft at the end of August, within the Belgium/Netherlands EIT Health Co-Location Centre incubator. Halfway through the programme, participants will start investigating the market potential in other countries while visiting nearby co-location centres like the Sweden and Germany. The programme lasts for eight weeks, with regular sessions on Wednesdays and Thursdays. (The definitive programme schedule will be announced early in March).

At the end of the programme, teams should be able to assess whether a technology-based, scalable business model can be built around their tech idea.

Programme:

The LaunchLab programme is based on the Lean LaunchPad method of Steve Blank (steveblank.com/category/lean-launchpad/). Teams will learn how to use the business model canvas of Alexander Osterwalder (<http://alexosterwalder.com>) to develop the best business model for their tech idea. Each week they will test their assumptions about their business model by talking to as many experts, potential customers and other stakeholders as possible. With this method, teams ensure that their business model not only looks good on paper but also responds to the needs of the market.

LaunchLab consists of eight weeks of:

- Workshops: covering subjects such as business model innovation, problem and customer validation, value proposition design, finance and legal structure, IP protection, and pitching to clients and investors.
- Peer-to-peer sessions: discussing your validation process with fellow starting entrepreneurs.
- Time and an office/lab space: to work on business cases, meet potential partners and to develop prototypes in top-notch facilities.
- Networking: introducing participants to the EIT Health and YES!Delft network, which spans across the Dutch and European innovation sector. The programme brings innovators into contact with the right people in organisations that could serve as launching customers, suppliers or investors.
- Excursions: invitations to meet partners within the EIT Health network in different nodes all over Europe (visiting e.g. Uppsala, Leuven and Munich).

Important dates:

- Application Deadline: 15 July, 2017
- Selection Days: TBA
- Start of Programme: TBA
- LaunchDay: TBA

What we are looking for:

- Master's students, graduates, scientists and young professionals working on ideas in medical technology, biotechnology and scalable eHealth.
- Ambition to start a business.
- Early-stage health tech ideas.
- Commitment to the eight weeks of the programme in Delft.
- Preferably three founders per team.

What we ask from teams:

- Ambition, drive and commitment to fulfil a dream and build a leading company around a technological and innovative idea with a potentially scalable business model that fits with the EIT Health programme. Attendance at weekly peer-to-peer sessions and workshops for eight weeks this summer in Delft, the Netherlands.
- Willingness to interview at least 100 stakeholders about a business idea.

What we offer:

- A proven accelerator programme consisting of workshops, peer2peer coaching, mentoring, expert talks, startup stories, networking etc..
- The winner of the LaunchLab programme gets an invitation to apply for the YES!Delft incubation programme (ranked fourth in Europe).
- **Up to €5 000 to cover travel, office and housing costs**, to live and work in Delft (and Munich, Paris and Leuven).
- The commercial value of LaunchLab per team is **€15 000**, and no equity is requested in return.
- Easy access to the esteemed network of EIT Health, with 140 partners leading innovation in healthcare throughout Europe.
- And, most importantly, after completing the LaunchLab, programme teams have a validated business model and will have identified potential launching customers in several European countries.

LaunchLab participants will present the results of their two **months' hard work during the YES!Delft LaunchDay**. At LaunchDay, participants present their startup and their progress to potential investors, launching customers and business partners. After the plenary pitches, the teams will have an opportunity to have one-to-one meetings with people from the audience during the networking part.

Selection procedure:

- Applications will open in the beginning of March via the EIT Health website.

We invite you to pre-register:

eithealth.wufoo.com/forms/preregistration-launch-lab-2017/

Any questions? Email our YES!Delft EIT Health LaunchLab programme manager, Tjarda Voorneman (tjarda@yesdelft.nl). Or come and meet us during one of our EIT Health Discovery Days to get more information on the content and goals of the LaunchLab programme and to further develop your idea and/or find team members.

- After review, you may receive an invitation to one of our selection days to pitch your business idea and team in person or via Skype.
- A selection committee selects the most promising startups to participate in this **Summer's EIT Health LaunchLab**. The committee will include experienced entrepreneurs and investors, YES!Delft partners, experts from the EIT Health and members of the YES!Delft team.

Contact:

Tjarda Voorneman (tjarda@yesdelft.nl).

3.2 EIT Health VentureLab

EIT Health VentureLab is a multi-period acceleration programme for entrepreneurs from all over Europe to develop their personal and team business competencies and simultaneously explore and develop their ambitious health-related business ideas. There are a variety of ways to participate in the EIT Health VentureLab in 2017-2018: along with the 12-month programme (which started in January), there are short weekend programmes, longer four-month programmes, and tailor-made programmes for special circumstances: ie. intensive, or soft landing. These activities combine programmes in Uppsala Innovation Centre (UIC) and Groningen Venturelab North (VLN).

Guided by an integral vision on business development, EIT Health VentureLab entrepreneurs receive support in areas such as strategy, finance, marketing and stakeholder management, technology, developing their networks, and setting up and scaling up their operations towards international growth. Our approach is process-oriented and encompasses the most popular business development models, such as the lean startup, the business model canvas and effectuation, to help develop and validate our clients' business models, and guide them towards investor readiness.

Key facts about EIT Health VentureLab:

- EIT Health VentureLab builds on prize winning programmes of Uppsala Innovation Centre and VentureLab International. EIT Health VentureLab programmes are currently running in Uppsala (Sweden) and in Groningen (the Netherlands).
- The VentureLab programmes are grounded in more than 25 years of practical and research experience in business development support.
- VentureLab International has supported more than 300 participants in the development of their business since its foundation in May, 2009, and in the Uppsala Innovation Centre programmes almost 600 since 2004.
- VentureLab International is a soft landing incubator accredited by NBIA (International Business Incubator Association). This also means that participants of our programme can soft land to 80 other NBIA accredited soft landing trusted partners. For example in Boston, Silicon Valley or Singapore.
- At the end of the programme, teams are further developed towards a scalable and feasible business model, and investment phase.

EIT Health VentureLab in Groningen kicks off three times each year: January, June and October. The programme repeats three times a year, for a duration of 4 months each time, with regular sessions on Fridays and business panel presentations every four months. At the EIT Health VentureLab in Uppsala, there are multiple entrée moments targeted for the very early phase of development or later-phase development.

Besides the 4- and 12-month programmes, we also offer short-term boost programmes in the form of EIT Health VentureLab Weekends. During such weekends, a participant explores the possibilities of a business idea and receives training in the main growth-determining factors and pitching. The weekend may serve as an assessment for access to longer EIT Health VentureLab programmes. Furthermore, it is possible to create a tailor-made programme – for example for a soft landing or an intensive (couple of) weeks – on request, and depending on feasibility in or outside the funded HVL project.

Programme:

The EIT Health VentureLab programme in Groningen is based on the 4S model developed by professor Groen and his team at the University of Twente (NIKOS) and Groningen (UGCE). Four dimensions of business development are simultaneously emphasised: strategy processes; organising for development of an entrepreneurial and market-oriented culture, along with the necessary quality and safety systems; networks for exchange and interaction, and creating a constant adaptation process for becoming more efficient financially. At UIC, a similar philosophy underlies the business development programmes and the level of the development of the business determines in which part the participant starts.

The model is highly contextual and adaptable to help specific developments. We rely on very experienced coaches, along with peer review among entrepreneurs in the group, and expert coaching by regional knowledge and business partners (e.g. associated with Healthy Aging Northern Netherlands, or regional associations in Uppsala-Stockholm region).

The quality of the process of development is systematically supported by assessments of intake and process support and monitoring during the programme and periodical evaluation by business panels and an exit assessment.

Participants train weekly on relevant topics to accumulate the necessary knowledge and skills to perform the roles defined in their individual development plan, based on an extensive assessment we take at the entrée of the programme. They can talk to many experts, potential customers and other stakeholders as deemed necessary. We offer access to business intelligence reports on their respective markets and facilitate market research from customer development programme type, lead customers, and more traditional market research, depending on the stage of development of the market.

EIT Health VentureLab's main programme consists of 16 weeks of:

- Trainings: covering subjects on topics such as strategy, marketing and networking, organizing, technology and product development, and financing. Specific trainings may revolve around business model innovation, value proposition design, finance and legal structure, IP protection, and pitching to clients and investors.
- Coaching: 48 hours of process coaching (average of 1 hour per week), and 10 hours of expert coaching for specific topics. Expert coaches can be specialists in areas like law, tax, finance, sales, communication; scientists in specific technological areas; experienced/operational people skilled in business strategy, venture capital, general management, etc..
- Peer-review sessions: discussing your entrepreneurial process with fellow starting entrepreneurs.
- Time and an office/lab space: to work on business cases, meet potential partners and to develop prototypes in top-notch facilities.
- Networking: introducing participants to the EIT Health and UIC and VL network that spans across the Swedish, Dutch and European innovation sector. Bringing innovators into contact with the right people in organisations that could serve as launching customers, suppliers or investors.
- Excursions: invitations to meet partners within the EIT Health network in different nodes all over Europe (visiting e.g. Germany, France, Spain and Sweden).
- Every four months a panel convenes for presentations to potential investors, launching customers and business partners etc. This happens three times a year.
- The commercial value of VentureLab per team is a maximum of €25 000. EIT Health funds a limited number of teams, and no equity is requested in return.
- Easy access to the esteemed network of EIT Health with 140 partners leading innovation in healthcare throughout Europe.

What we are looking for:

- Entrepreneurs and business developers who have ideas, guts and perseverance, and who make things happen!
- Master's students, graduates, scientists and young professionals working on ideas in healthy aging, healthy cities medical technology, biotechnology and scalable eHealth.
- Mature companies in need of innovation.
- Ambition to start or develop a growing business.
- Ability and commitment to learn.

What we ask from teams:

- Ambition, with a dream of building a leading company around an innovative idea with a potentially scalable business model that fits with the EIT Health programme, drive and commitment,
- Regular and committed work with the coach.
- Attending trainings according to the agreed individual development plan.
- Contribution to peer coaching during the training sessions.
- Compliance with quality management procedures.
- Presentations at the three business panels that occur every four months.

Important Dates for EIT Health VentureLab

- EIT Health VentureLab Weekends: Groningen, Pilot 24-26 March, 2017, application deadline on March 1st application deadline or Pilot during 13-15 October, 2017, with an application deadline of 14 September, 2017.
- Long Programme: location variant, started January, 2017, with entry points every four months. See more here: venturelabnorth.com.
- Application Deadline for next EIT Health VentureLab entry point: 31 March, 2017.

Information and selection procedure:

- See further general information here, www.uic.se for Uppsala or here, www.venturelabnorth.com for Groningen.
- Get more information by:
 - Email our EIT Health VentureLab programme manager Aniek Ouendag (a.m.ouendag@rug.nl) or Director of EIT Health VentureLab Aard Groen (a.j.groen@rug.nl) or Helena Stroberg at UIC (helena.stroberg@uic.se).
 - Join one of the regular Venture Classes (Groningen) we organise every fourth Thursday of the month to get more information on the content and goals of the programme, hear an inspiring talk by an invited entrepreneur, and, of course, network at the follow-up drinks (see websites www.uic.se or www.venturelabnorth.com for more info).
 - Sign up for one of the info evenings or network meetings on Health VentureLab (see website).
- After the review, you will get a call from our manager for an intake discussion, or invitation to join the selection weekend in October.

Register:

venturelabinternational.com/north/apply-for-venturelab-north-programmememe/

Contact:

Aard Groen (a.j.groen@rug.nl).

3.3 CaixaImpulse

This is an acceleration programme for the creation of new products and companies in the health and life sciences sector.

Key features of the CaixaImpulse programme:

- Eight months of programme activities: mentoring, training, valorisation and commercialisation plans.
- A total of 23 project groups per edition: commercial value of €70 000 per project and participation in programme activities.
- Addressed to research projects with the aim of transferring a protected or protectable result in the market. Spin offs, transfer agreements, and other projects that require the validation and development of their market value are also welcome.
- Programme is intended to promote the transformation of scientific knowledge into companies that create value for society, reducing barriers, sharing the risk with the projects and research, and facilitating market access, key contacts and knowledge.
- Business area: Diagnostic, Medical devices, Therapeutic.
- Scope: European, in consortium, with one Spanish or Portuguese institution as leader.

Programme:

CaixaImpulse, with the support of EIT Health, offers expert support and funding to 23 projects for the development and implementation of a Valorisation Plan of the protected or protectable assets resulting from research, and for developing a Commercialisation and Business Plan.

Features of the programme:

- Grants of up to €70 000/project (€1 610 000 euros) for implementing the Valorisation Plans approved.
- A support programme in Barcelona that runs for a duration of eight months includes:
 - Reference mentoring by experts from the industry, to define the best possible plans for the valorisation and commercialisation of the asset. Coaching during the eight-month programme.
 - Specialised training and expert advice in the areas of project management, valuation of technology, finance and marketing tools and negotiation for a total of 200 training hours/project.
 - Contact with companies, entrepreneurs and investors to validate the Assessment and Marketing Plans, and to create opportunities for entrepreneurship collaboration and business.
 - Access to talent. Necessary to establish the project team to carry out the complete project.

The programme includes these 4 week-long focused training sessions, as follows:

- Immersion Week (July, 2017): **Identify what you know, what you don't know**, and what you need to know, Present and contrast your original plans and receive feedback. Acquire Project Manager Role. Make first contact with Programme Mentors and expert groups.
- Tech Transfer and Valorisation Week (September, 2017): Obtain tools to improve the corresponding valorisation plan. Learn about product development (technical assessment), intellectual property legislation (IP assessment), industrial development and pitch day.
- Go to Market: Licensing and Startup Week (October, 2017): Basic knowledge on finance. Basic tools and practical knowledge to negotiate in the Health and Life Sciences sector. The pros and cons of licensing a product. Define your market access strategy.
- Financing Week (November, 2017): The value of an early stage project. Investment process: from negotiating, to closing a deal. Meet relevant investors in the health and life sciences sector and obtain their feedback. Participate in a pitch day.

Requirements:

For the Projects:

- Projects must be aimed at the valorisation and commercialisation of the protected or protectable assets resulting from research.
- Projects must be related to the areas of Life Sciences or Medical and Health Sciences, specifically from the following fields:
 - Life Sciences: Biomathematics, Cell biology, Human Biology, Biochemistry and Molecular Biology, Human Physiology, Genetics, Immunology, Microbiology and Neurosciences.
 - Medical and Health Sciences: Clinical Sciences, Epidemiology, Forensic Medicine, Occupational Medicine, Internal Medicine, Nutritional Sciences, Pathology, Pharmacodynamics, Pharmacology, Preventive Medicine, Psychiatry, Public Health, Surgery and Toxicology.
- Projects may or may not have a patent or utility model pending. If this is not the case, the protection of the asset must be included in the valorisation plan and budget, and the patent or utility model must be requested prior to signing the valorisation agreement.

For the Beneficiary of a Valorisation Grant:

- They must be non-profit legal entities registered in Spain or Portugal.
- Types of entity eligible: Universities, university foundations, research and transfer centres, technology centres, hospitals, hospital foundations and non-profit institutions whose main activity is research.
- They must be the owner or co-owner of the protected or protectable assets resulting from the research and subject of the Valorisation Plan.
- The same Beneficiary may complete more than one application provided that they are associated with different protected or protectable assets resulting from different research projects.
- Established companies are explicitly excluded.

For the Project Leaders:

- Project Leaders must be a legal individual with tertiary qualifications (university graduate, professor or doctor).
- Their exclusive or main dedication to the validation project, according to the promoter's criteria, for the business idea or transfer to market, is required. The Project Leader may not be involved in more than one application.
- The Project Leaders may or may not be the leader of the research project that generated the assets.
- He or she must be connected to the Beneficiary either by statute or employment.

Selection criteria:

Potential of the assets in the market

- Identification of the need or problem solving potential.
- Customer identification and potential market.
- Innovation and differentiation from other existing solutions.
- Proximity to market.
- Barriers to transfer to market.

Project valorisation

- Level of development and asset protection.
- Correct identification of the actions to be performed in the valorisation and costs proposal.
- Goal definition.
- Identification and implication of key stakeholders (social partners, strategic partners, etc.).

Implementation capacity

- Project leader profile and degree of knowledge of technology.
- Business knowledge and industry experience.
- Motivation and commitment of the project leader.
- Existence of a support team and complementarity of members.

Social Impact and Responsible Innovation

- Benefits generated for society and direct social application of the asset.
- Contribution to improvement of the quality of life of citizens, social progress and human development.
- Research and innovation from the needs of society.
- Mechanisms of participation and involvement of different relevant stakeholders for the project.
- Rating ethical, social and environmental implications.

Selection process:

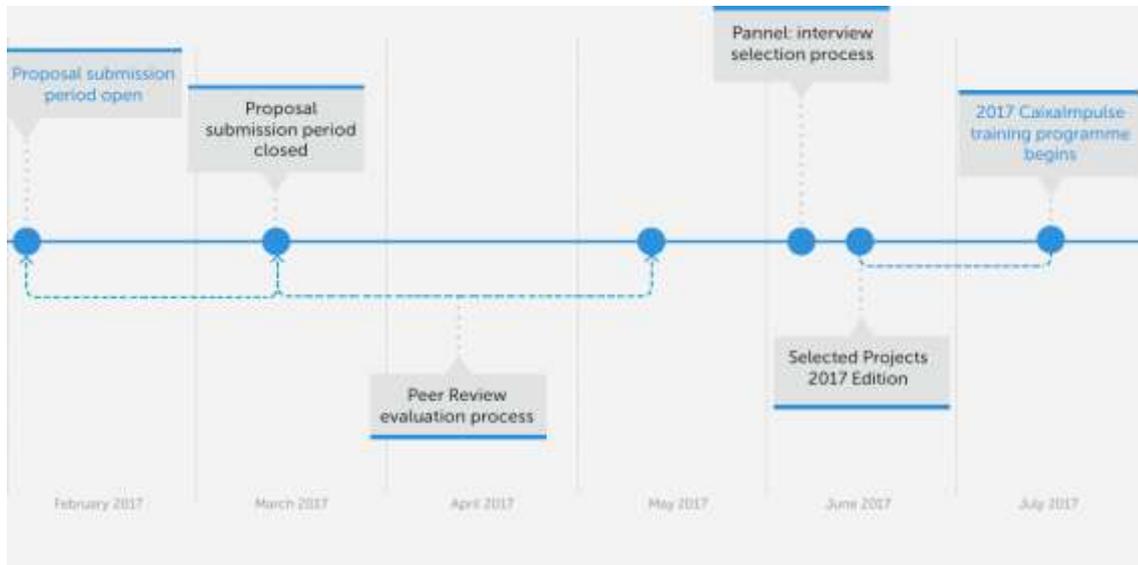
Once the application period has ended, we will review your project to confirm that it complies with the rules for participation. Our selection process is based on the standards of the European Science Foundation in the *European Peer Review Guide: Integrating Policies and Practices into Coherent Procedures*. **The CaixaImpulse programme funded by the “la Caixa” Foundation is governed by the peer review assessment process.**

The *European Peer Review Guide* establishes that transparency is one of the fundamental principles of best practice in peer review of projects. Accordingly, before the process of application evaluation begins, the “la Caixa” Foundation will make available to interested parties the rules and procedures that govern the programme.



Important dates:

Open Call from 2 February, 2017 to 22 March, 2017



Register:

www.caixaimpulse.com

www.convocatoriaslacaixa.org/Convocatorias/login.iface?idioma=3

Contact:

Ignasi López, Director of Science Programme and Fellowships at “la Caixa” Banking Foundation (ilopez@fundaciolacaixa.org).

Belén Perat, Programme Manager at “la Caixa” Banking Foundation (bperat@fundaciolacaixa.org).

3.4 I-INTEGRATE Programme

► There Is No Application Process For This Programme

The I-INTEGRATE program, that started January 2017 will provide the structure and mechanisms for the partner institutions and startups to find their way more effectively **with EIT Health’s network**. Partners will have clear visibility of the startups in contact with EIT Health, and will help them to get closer and to work better with them. Startups will also find easier access to companies of their interest.

Please contact Akos R. Wetters at akos@steep.nl for more information.

4. How to join activities in the VALIDATE! activity line

In the VALIDATE! activity line, a strong emphasis is placed on helping startups and entrepreneurs with a variety of programmes, all related to validation activities. Entrepreneurs can use suitable Living Labs and Test Beds to support them in validation-related aspects during different phases of the value chain. The programme Market Coach Network provides expertise within the community. The programmes Point Lab and EU Health Maps provide access to specific knowledge, like data biorepositories and analysis techniques, or understanding of local/regional regulatory and reimbursement schemes. Finally, the Product-Market-Fit programme, is the right programme to get funding for your validation activities, providing access to a wide network of market experts with specific local knowledge.

4.1 Living Labs and Test Beds

► There Is No Application Process For This Programme

The Living Labs and Test Beds activity offers entrepreneurs the services of a network of Living Labs and/or Test Beds, which can support the innovation process in validation-related aspects throughout the different phases of the value chain (ideation, co-creation, validation and scale-up), with the final goal of enhancing the conception of fully market-ready products with high added value and a high probability of success.

If you are interested in learning about the offered services, or if you are a Living Lab or a Test Bed and would like to join our network, please contact Cecilia Vera (cvera@lst.tfo.upm.es) or visit the Living Labs and Test Beds network in Connections (connections.eithealth.eu/group/intranet/livinglabs).

4.2 Market Coach Network

► There Is No Application Process For This Programme

The Market Coach Network fosters entrepreneurship and innovation projects from EIT Health ecosystem by providing access to a network of market, business and innovation experts.

If you are interested in accessing the Market Coach Network and find an expert or joining the network as an expert, please contact the EIT Health project coordinator Richard Bosmans (bosmansr@essilor.fr).

4.3 Point Lab (Population Intelligence Lab)

► There Is No Application Process For This Programme

Point Lab promotes the use of data captured in large citizen and patient population cohorts and biorepositories and will develop procedures, methods and techniques to make this intelligence available to entrepreneurs to boost their innovations. During 2017, this service will become implemented and be accessible for EIT Health startups.

If you are interested in accessing this knowledge and resources, or finding more about this activity, please contact Jan Sikkema (j.sikkema@umcg.nl).

4.4 EU Health MAPS

► There Is No Application Process For This Programme

EU Health MAPS will contribute to the adoption and diffusion of innovation into healthcare systems by providing expertise and a clear understanding of how, when and who to engage in the innovation process. The activity will also provide specific knowledge about finance and reimbursements schemes of 14 European countries. During 2017, this service will be implemented to be accessible for EIT Health startups.

If you are interested in gaining an understanding of local and regional regulatory and reimbursement schemes in different European countries, please contact Tracey Marriot (tracey.marriott@oxfordahsn.org).

4.5 Product and Market FIT

Is internationalisation the next step for your Digital Health startup? Are you planning to launch your product in ES, FR, UK, DE, NL or BE?

Launch your product in a new country. Join the EIT Health Accelerator and work with our local partners to find your product/market fit in France, Spain, Germany, UK, The Netherlands or Belgium. Use our Go-to-Market and Market Validation services (only for Digital Health companies).

Offer:

Entering a new market as a health startup requires correct market insights, knowledge of regulation, adequate contacts and a possible re-fit of your product and/or business model to the necessities of that market. Going on your own as a startup requires a lot of resources, time and money. EIT Health Accelerator is offering you a quick market scan of Spain, United Kingdom, Germany, Belgium, the Netherlands and France. Some 15 eHealth companies will be able to benefit from a fully funded product/market fit worth €25 000. The information you acquire will give you actionable insights and be of tremendous value for your company as you seek to convince investors in the next funding round and further explore or discard possibilities on a given market.

Requirements:

Companies need to be at the right maturity stage and fulfill a couple of basic requirements to profit most from the product/market fit service. We require your company to:

- Be a Digital health company (eHealth, mHealth, Clinical decision support, BigData and even Medtech, Lifetech and Biotech with a digital component).
- Be established in Europe.
- Have a technologically innovative product.
- Have a Minimum Viable Product.
- Have a Maturity of advanced seed stage or be preparing Series A.
- Have at least a first paying customer in your home country.
- Own the intellectual property rights or have a license to use them.
- Not be older than three years at the moment of submission.

Each company may state two countries of preference at the time of submission and needs to have received a support letter from a local incubator, tech transfer office or investor.

Publication of call and online submission of applications:

We are receiving applications beginning 15 February, 2017.

Proposals must be submitted electronically using the online application form. A video pitch of up to five minutes will need to be provided as part of the application process. In order to be eligible, proposals must contain all the required information and be completed via the online application form.

Proposals must be submitted:

- Electronically through this application form:
eithealth.wufoo.com/forms/productmarket-fit-application-form.
- In English; before 31 March, 2017, 16.00 (CET)

Any information entered into this form will be treated confidential.

Evaluation process/criteria and Key Performance Indicators (KPIs):

Once your company meets our eligibility profile, requests for funding will be assessed by a team of external experts. Confidentiality agreements will be in place and any conflicts of interests will be actively managed.

Evaluation criteria for the funding requests include amongst others:

- Go-to-Market and traction
- Technological excellence
- Business status and potential
- Team excellence

Contact: for further questions please get in touch with us via pmfit@imec.be.

5. How to join activities in the SCALE! activity line

In the SCALE! activity line, there will be a major focus on developing tools and networks that can provide visibility and financing for projects and small SMEs, as well as facilitating access to potential investors such as angel networks, corporate financiers and crowd funders. Furthermore, GoGlobal programmes will support European startups and scale-ups in the domain of MedTech, BioTech and Digital Health, so that they can expand in Europe, the United States, Brazil, China and other international markets.

5.1 European Health Catapult (Formerly BP Aggregator)

As a joint accelerator programme of EIT Health and the Health Axis Europe, the former Business Plan Aggregator was relaunched under the new name “European Health Catapult”.

Publication of call: 15 February, 2017

Submission Deadline: 31 March, 2017, 16:00 (CET)

Contact:

For EIT Health Partners :

Bertrand Lejeune, Project Leader EIT Health Business Plan Aggregator,
bertrand.lejeune@capdigital.com

For HAE Partners :

Julia Schaft, Project Leader Health Axis Europe (HAE), <mailto:js@biorn.org>.

EIT Health and Health Axis Europe hereby invite European startups and SMEs to submit proposals for the new European Health Catapult programme 2017.

About the European Health Catapult:

EIT Health is cooperating with the Health Axis Europe (HAE), and jointly invite already incorporated micro and small enterprises (with fewer than 50 employees), spin-offs and startups from all over Europe to submit applications that will award support to the best business plans in Medtech, Biotech and Digital Health.

An important focus will be placed on the innovation’s impact in terms of societal challenges as examples:

Societal Challenges	Business objectives
Promoting healthy living	Lifestyle interventions Self-management of health
Supporting active ageing	Workplace interventions Overcoming functional loss
Improving healthcare	Improving healthcare systems Treating and managing chronic diseases

The European Health Catapult follows a three-stage procedure:

Stage 1:

Interested companies apply to participate at their regional level. The seven participating regions include:

- Germany / Switzerland
- France
- Spain
- Belgium / The Netherlands
- UK / Ireland
- Scandinavia
- EIT Health InnoStars

Startup companies can participate in regions independently of their geographical location but should be aware that they may have to attend local events in person.

The pre-selection of the nominated startups will be made by each region, based on a common set of criteria. Each region is free to define their individual selection process but they are encouraged to run pitch sessions, workshops or other assessments to assure that the quality of startups representing their region is outstanding in an international context. The best regional startups in each of the categories, Medtech, Biotech and Digital Health, have to be identified by 16 June, 2017.

The selected companies (42 in total - 14 per category) will be presented on 23 June, 2017 by their regional representatives during an informal consensus meeting.

Stage 2:

Centralised training and selection days will be held for each of the three categories – Biotech, Medtech and Digital Health. After being selected at the regional level, the 14 international startups will participate in those selection days. Each one of those days will have the following formats:

- During a two-day training and selection event, participating startups will be teamed up with mentors (i.e. experienced entrepreneurs, investors, experts in the field) to **strengthen the company's value proposition. Mentors will review and potentially optimise the company business plan and provide intensive pitch training in order to improve the startup's ability to perform a funding roadshow in front of top-level seed or A series investors.**
- During a one-day expo (immediately following the training and selection days), all participants will pitch in front of a jury and audience of market experts and investors. The top seven companies per category will be selected and invited to pitch at the EIT Health Summit 2017.

Deadline for completion of all three international centralised training and selection days is 15 October, 2017.

Stage 3:

At the EIT Health Summit in November in London, prizes will be awarded by a panel of experts, industry stakeholders and investors (business angels, corporate VCs and crowd funders).

Those who can participate include European micro and small enterprises (with fewer than 50 employees), spin-offs and startups that:

- Are active in the fields of Medtech, Biotech and Digital Health.
- Are already incorporated.
- Have innovative business concepts.
- Are looking for seed of series A funding.

Why participate?

Entering the European Health Catapult gives participants the opportunity to join a unique forum for innovators with:

- Intensive two-step selection and 360° preparation involving dedicated training and selection days that allow participants to optimise their business plan and to strengthen their ability to pitch in front of top-level investors and industry stakeholders.

- A real-world entrepreneurial experience and potential access to an international network of world-leading Medtech, Biotech, pharma and IT companies that are partners of EIT Health and Health Axis Europe. These include, but not limited to, Siemens Healthcare, IBM, Philipps, GE Healthcare, SAP, Medtronic, Abbott, Abbvie, Roche, Sanofi, Thermo Fischer Scientific, Astra Zeneca, Bayer Pharma, Merck, Air Liquide – and world class research organisations in health care.
- Early access to an international network of international investors (VCs, corporate VCs, business angels, crowd investors) in order to boost your business idea.
- Access to unique services in crucial areas such as clinical validation (Living Labs And Test Beds) and market preparation internationalisation (GoGlobal), etc..

Prize money and cost coverage:

Prizes will be awarded to the winners of all three stages of the European Health Catapult programme:

Stage 1:

In total 42 teams (14 per category) will be nominated by the seven nodes to participate. The nominees will be awarded with invitation to the training and selection days. This event will include: review of the Business Plan, pitch training, exposure to experts and investors.

Stage 2:

Half, 21 teams (seven per category) will be nominated at the training and selection days for the final and awarded with the invitation to pitch at the EIT Health Summit (travel costs will be paid).

Stage 3:

At the EIT Health Summit, the **“best of the best” business plans in the categories Medtech, Biotech and Digital Health** will be selected by a panel of experts. The overall prize money awarded by EIT Health will be €135 000.

How to apply?

Applications can be submitted from 15 February, 2017 to 31 March, 2017, 16:00 (CET). Applications should be submitted in executive summary format (with a maximum of 3 pages), with an extraction of key numbers from the Business Plan if any. Applications must be submitted using the online application form. A video pitch of up to three minutes is highly welcome.

In order to be eligible, proposals must contain all the required information, be completed via the online form and be received by the deadline 31 March, 2017, 16:00 (CET). Late or incomplete submissions, or submissions via any other routes (e.g., email) will not be accepted.

Information to be given (maximum of 3 pages)

Activity title
<p>Applicant</p> <ul style="list-style-type: none"> • Company name • Date of founding • Headquarters address • Contact details • Number of employees
<p>Executive Summary</p> <ul style="list-style-type: none"> • Short description of the technology and the planned product/service • Chosen category • Competitive situation/uniqueness of approach • Market potential and financial strategy • Impact on societal challenges addressed • Identification and evaluation of major market risks and technical risks • Deployment plan • Description of team/company (this may include scientific advisory board) • IP
<p>Key numbers</p> <ul style="list-style-type: none"> • Sales 2015/16/17 • Funds raised 2015/16/17

For the application, please use the form at:

eithealth.wufoo.com/forms/european-health-catapult-2017/

For further questions please get back to your respective coordinator:

Germany / Switzerland

- Eva-Maria Gottmann, eva-maria.gottmann@eit-health.de
- Birgit Rogell, br@biorn.org

France

- Anaïs Delicourt, anais.delicourt@eithealth.eu

Spain

- Marco Pugliese, marco.pugliese@eithealth.eu

Belgium / The Netherlands

- Menno Kok, menno.kok@eithealth.eu
- Bart Motmans, bart.motmans@kuleuven.be

UK / Ireland

- Katharina Ladewig, katharina.ladewig@eithealth.eu

Scandinavia

- Palle Høy Jacobsen, pallehoy.jakobsen@eithealth.eu
- Lykke Margot, lykke.margot@sund.ku.dk

InnoStars

- Peter Nagy, peter.nagy@eithealth.eu

How we evaluate?

Eligibility criteria

- Follow the timelines and procedures.
- Submitted by a micro and small enterprise (with fewer than 50 employees).

Selection criteria

- Uniqueness and innovative nature of approach.
- Clear identified product or service.
- Market potential.
- Major market risks and technical risks identified and evaluated.
- Feasibility of the deployment plan.
- Qualified team with the capacity to bring the innovation to market.
- Impact on societal challenges addressed by EIT Health.

Review process

Each proposal in Stage 1 is reviewed by the respective region on the basis of the common selection criteria. The applicants will be informed about their score and ranking. Each region nominates the best two proposals per category (Medtech, Biotech, Digital Health) for Stage 2 to attend the centralised international training and selection days in their respective category.

Timeline

1 March-31 March, 2017	Call for executive summaries
1 April-16 June, 2017	Selection of the top startups per category at the regional level
1 July-15 October, 2017	Selection of the top seven start-ups per category at international centralised training and selection days
November, 2017	Pitch at the EIT Health Summit in front of a jury in their category

5.2 Investors Network

► There Is No Application Process For This Programme

Investors in healthcare are always welcome to join the EIT Health Investors' Network on www.startups4.eu/

If you have any questions, please contact b.garthoff@bio.nrw.de.

5.3 EIT Health Crowdfunding Platform

► There Is No Application Process For This Programme

If you are interested in learning more about the opportunities to fund your company's development with crowd investing, please don't hesitate to contact:

joerg.trinkwalter@medical-valley-emn.de

5.4 Headstart and Proof of Concept Funding

As part of its Accelerator activities, EIT Health provides funding for emerging companies and SMEs to develop new products and services in areas of interest to EIT Health and its members. The purpose of the funding is to accelerate market entry and create new economic activity (applications to support research will not be accepted).

Proof of Concept Funding is suitable for individuals and organisations that have a well-developed prototype and are ready to launch a product. Applications will be accepted from organisations that are not yet incorporated as companies, but we will expect that a company will be formed within six months of the funding. Headstart Funding is open to established companies that are already trading but wish to explore new markets.

Benefits:

In each region/country up to seven Headstart/Proof-of-Concept grants with a value of up to €50 000 each are available to successful applicants. The total number of awards that will be made, and the individual award levels, vary between EIT Health Co-Location Centres (CLCs), and applicants are encouraged to consult the sections on country/region-specific below for details relevant to them. In most cases EIT Health core and associate partners will provide access to innovation facilities and networks, as well as mentorships to successful applicants in addition to the cash award provided by EIT Health.

Submission of applications:

Proposals must be submitted using the online application form (eithealth.wufoo.com/forms/2017-headstart-and-proof-of-concept). In most CLCs, a video pitch of up to three minutes must be provided as part of the application process, and each application will require a letter of support from an EIT Health core or associate partner based in their region/country (a list can be found online at www.eithealth.eu) or the CLC office. Applicants are strongly encouraged to discuss their application with the relevant contact at their CLC office (details provided below).

In order to be eligible, proposals must contain all the required information, be completed via the online form and be received by the deadline (31 March, 2017, noon (CET)). Late or incomplete submissions, or submissions via any other routes (e.g., email) will not be accepted.

Evaluation process/criteria and Key Performance Indicators (KPIs)

Upon passing an initial eligibility review by the relevant CLC office, proposals will be assessed by a team of experts drawn from the EIT Health market coach and investor networks, EIT Health partners, and/or members of the wider CLC eco-systems who are considered relevant to the call (e.g., local VCs). Confidentiality agreements will be in place and conflicts of interests will be actively managed.

Evaluation criteria for the proposals include – but are not limited to: strategic fit with the challenges/thematic areas outlined in the information to applicants and the strategic objectives of EIT Health and its partners; novelty and feasibility of approach; potential impact of product/service on market and/or those targeted by the innovation; expertise of team; existence of a compelling case for the use of EIT Health funding to accelerate the route to market (value for money, impact of EIT Health funding).

Successful proposals will be expected to deliver one or more of the following EIT Health KPIs:

- Business ideas incubated and progressed to market.
- Startups or spinoff companies created.
- Products or services launched.
- New markets accessed.
- Jobs created.

Applicants will be informed of the outcome of their written application on or before 31 May, 2017. CLCs may elect to invite a shortlist of applicants for an in-person interview/pitch in front of the panel of experts and/or the public. Where this is the case, applicants will be informed about the outcome of this second stage on or shortly after the day of their pitch.

Where possible, an indication of the relative ranking of the application relative to others received in the same round will be made available to unsuccessful applicants. This will be at the discretion of the responsible CLC office. Raw scores will not be revealed and no **further feedback will be provided. In any case, the panel's decision is final** and no correspondence will be entered by EIT Health, its CLC offices or any of its partners.

Country/region-specific details

Applicants should take note of the following specific call details – including topics such as challenge/thematic scope, funding-levels, required company maturity, and other details – for the region/country where they are based.

EIT Health Spain

Award levels: up to €50 000

Thematic Areas/Challenges: all EIT Health strategic areas (Life-style Interventions, Self-Management of Health, Workplace Interventions)

Company Maturity: incorporated companies

Contact Person: Dr Marco Pugliese (marco.pugliese@eithealth.eu)

EIT Health UK / Ireland

Award levels: up to €50 000

Thematic Areas/Challenges: all EIT Health strategic areas ((Life-style Interventions, Self-Management of Health, Workplace Interventions) especially Frailty and Falls and Primary Care

Company Maturity: incorporated companies and companies at pre-incorporation stages

Contact Person: Dr Paul Anglim (paul.anglim@nuigalway.ie or clc.uk-ireland@eithealth.eu)

EIT Health France

Award levels: up to €50 000

Thematic Areas/Challenges: all EIT Health strategic areas (Life-style Interventions, Self-Management of Health, Workplace Interventions) with a specific focus on: Sleep Conditions, Smart Data in Real Life in a Sustainable City, Biotech/Medtech/E-Health innovation from very early stage up to Scale-Up Startups.

Company Maturity: incorporated companies only

Contact Person: Dr Bertrand Lejeune (bertrand.lejeune@eithealth.eu)

EIT Health Scandinavia

Award levels: up to €50 000

Thematic Areas/Challenges: all EIT Health strategic areas (Life-style Interventions, Self-Management of Health, Workplace Interventions).

Please note: Proposed projects addressing the following themes from our Public partners in EIT Health will receive priority among applications with an equal score:

- Innovation in support of the autonomous citizen independent of health care and the autonomous patient getting health care at home.
- Overcoming language barriers and improving understanding in the interaction between primary health care personal and citizens.

Company Maturity: incorporated companies and companies still at the pre-incorporation stage

Contact Person: Dr Palle Hoy-Jakobsen (pallehoy.jakobsen@eithealth.eu)

EIT Health Innostars

Award levels: up to €50 000

Thematic Areas/Challenges: all EIT Health strategic areas (as above)

Company Maturity: incorporated companies only

Contact Person: Peter Nagy (peter.nagy@eithealth.eu)

EIT Health Belgium / The Netherlands

Award levels: up to €25 000 for Proof of Concept applications and up to €50 000 for HeadStart Projects

Thematic Areas/Challenges: all EIT Health strategic areas (Life-style Interventions, Self-Management of Health, Workplace Interventions)

Company Maturity: incorporated companies only

Contact Person: Dr Menno Kok (menno.kok@eithealth.eu)

EIT Health Germany

Applicants from Germany, Switzerland and Austria are encouraged to contact the German CLC office to discuss their application as the German CLC call was published previously (headstart@eit-health.de).

Submission deadline: 8 September, 2017 16:00 (CET) with two evaluation cut-off dates (3 March, 2017 and 16 June, 2017) in between.

Award levels: up to €50 000

Thematic Areas/Challenges: all EIT Health strategic areas (as above)

Company Maturity: micro and small enterprises (with fewer than 50 employees), spin-offs and startups (incorporated in Germany or Switzerland at project end at the latest)

Contact: headstart@eit-health.de

5.5 GoGlobal

Europe is home to many Medtech companies, the majority of which employ fewer than 50 people. New companies can find it difficult to grow, especially when the introduction of new treatments often undergoes a long and complicated process before getting marketing authorisation and reimbursement decisions. GoGlobal aims to provide your company with the competence needed for growth and international expansion.

To succeed internationally, your company needs a comprehensive understanding of different markets and their specific requirements as relates to the healthcare system, their regulatory and reimbursement system and how your product influences the business case for payers, hospitals and physicians. The GoGlobal programme helps you understand the differences between markets and succeed in making your business international.

This is what we are looking for:

The target participant profile in the GoGlobal programme is a startup or young company that has started to sell within their home market and has the ambition to expand on the international market within the next 12 months. No requirements are made on the sales-to-date, but proof should be provided that the product works and that customers are willing to pay for it.

The company should fit the overall EIT Health thematic scope, "Healthy living, Active Ageing, Improved Health care."

Any suitable company in the geography covered by the EIT Health CLCs can apply, but the company has to be recommended as a participant by the CLCs. There are no other requirements on connections with EIT Health.

Why participate?

Within two complementary programmes you will get the chance to face several questions related to starting an internationalisation strategy for your business: Where do we start? Why do we start there? How shall we do this? And what resources are required? When you end the programme you will have the answers and you will have developed an internationalisation strategy ready to be decided upon by the company board.

If you have already elaborated some or all of these questions, and you have a more specific idea of where to start, you still face problems like what are the specific regulatory affairs, what hurdles are facing me in the specific market, which partners do I need and how can I find them in the region? Who can help with this? When you finish the programme, you will have the knowledge you need to successfully enter your target country.

With the EIT Health GoGlobal programme, you will get the opportunity to learn directly from the experienced companies who have already answered these questions. You can also participate in Workshops in Brazil, China or the United States if these are the markets you want to enter first.

How to apply?

Submission of Application

Applications can be submitted from 15 February, 2017 to 31 March, 2017, 16:00 (CET). Applications are requested in executive summary format.

Where to submit?

eithealth.wufoo.com/forms/goglobal-2017/

Information to be given (in a maximum of 2 pages)

Activity title

Applicant

- Company name
- Address
- Contact details
- Number of employees

Executive Summary

- Short description of the company
 - Short team description, who will participate
 - Company turnover
- Competitive situation
- Actual Market position in home country
- Short summarisation of internationalisation ideas
- If there is already a Target country specified, name it with short reasons
- Description of team/company

What else you need to know:

Programme start:

26 April, 2017

Scope:

April, 2017-November, 2017

Cost:

Commercial value: up to €10 000 per company

Own contribution: €1 500 per company

Travel costs:

Can be partly reimbursed by EIT Health

Timeline:

31 March, 2017	End of application process
10 April, 2017	End of selection process
26 April, 2017	Start of programme actions

May – October, 2017

Several Events and Workshops will take place at experienced companies or in target countries,
to foster your internationalisation strategy.

November, 2017 End of Programme with a debriefing event for both programmes

Selection criteria:

- Fit between the company and the programme:
 - Sales in home market.
 - Actively planning internationalisation within approximately 1 year.
 - Commitment from company management.
 - Possibility to actively participate in the program.
- Fit with EIT Health thematic scope and contribution to EIT Health objectives and KPIs.
- Business potential:
 - Current market position.
 - Growth and diversification potential of the company.
 - International market potential of the product, process or service.

Contact:

Olof Berglund, Project Leader EIT Health GoGlobal Medtech programme,
olof.berglund@stockholminnovation.com

Benjamin Stöcklein, Project Leader EIT Health GoGlobal MedTech Exchange Accelerator,
benjamin.stoecklein@medical-valley-emn.de

Review process:

The Selection committee will proof the applications on behalf of the named criteria and will inform the winners afterwards.