EIT Health

2018

Calls for Proposals for 2018 Business Plan

Accelerator | Campus | Innovation Projects

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1. Introduction

EIT Health is seeking new activity proposals so that we can continue our fruitful work in encouraging innovation in healthcare.

EIT Health's first full year of operations in 2016 featured successful implementation of the Business Plan. All activities outlined in the BP 2016 were launched. Basic processes, governance structures and legal agreements were implemented, and they proved viable to start running the organisation. Some 23 Innovation Projects were started in 2016, and altogether 95 activities were undertaken. We delivered beyond expectations on our Key Performance Indicators, and more than 90% of our partners are involved in activities, including building the portfolio for 2017.

In 2017, we will work to engage more actively partners from the "demand side" – such as healthcare providers, payers and citizen/patient organisations.   As we prepare for 2018, we can build on the lessons learned from 2016 and the new initiatives of 2017.

This call document is an invitation to send proposals that will help us build an even stronger portfolio in 2018. You will find all the information necessary to help you prepare the best-possible proposal. We have attempted to simplify and make the process more transparent, so we instead can concentrate our energy on developing excellent initiatives that will allow us to get ever closer to reaching the goals stated in our Strategic Agenda.

We hope to see many of you at our Matchmaking event in Uppsala on 1-3 February 2017!

Sylvie Bove
CEO of EIT Health

2. Origin of the Calls for Proposals

Calls for proposals are important instruments to build our portfolio of activities, thereby enabling us to achieve our strategic goals.

The calls are the result of intense deliberations among EIT Health's innovation coordinators, the business creation core group and the education committee, where all CLCs are represented. Moreover, this call takes into account our experiences with the implementation of the first EIT Health activities.

The overall process, as well the evaluation and selection criteria, have been confirmed by the EIT Health Supervisory Board.

During the drafting of the calls for proposals, lessons from previous years were considered. All applicable criteria, processes and relevant dates are included in the current call document.

3. All Calls at a Glance

Innovation by Ideas

Innovation by Ideas projects are "solution driven", collaborative projects that respond to societal challenges within the thematic scope of EIT Health. We are looking to support new projects that address one or more of the EIT Health societal challenges: promoting healthy living, supporting active ageing and Improving healthcare. These projects are supported with a maximum of €500 000 for no more than 12 months.

Innovation by Design

Innovation by Design projects are "needs driven" and build on multidisciplinary collaboration, starting from a recognised market need or societal problem. We are looking to support new projects that address at least one of four thematic areas: Workplace Interventions and Occupational Health; Home Care and Care Home; Early Intervention, Prevention and Altering Disease Course Trajectories; and Integrated Care for Chronic Disease. These projects are supported for a maximum of two years.

Training for Students

These Campus programmes focus on stimulating students to advance their **knowledge, skills and attitudes,** so they can develop health-related innovation and entrepreneurial capabilities. Within the Campus 2018 Calls for Training for Students, we are looking for novel proposals that help us continue to develop are strategy further with two sub-calls: 1. Degree Programmes and 2. Innovation Days.

Training for Entrepreneurs and Innovators

In our Training for Entrepreneurs and Innovators, we want to stimulate learners to engage in the Entrepreneurship and Innovation Journey that can result in successful businesses and improvements in healthcare. We have three sub-calls. Two calls are intended to help us cover all CLCs with training opportunities and to help us develop our networks of 1. EIT Health Starter Labs (E-labs) and 2. Fellowship programmes. The third sub-call, on 3. Training for Entrepreneurs and Innovators, is meant to generate novel proposals that can increase outreach to a wider audience in order to gain a stronger impact.

Training for Health Professionals & Executives

Within this section we are looking for two types of novel programmes within 2 sub-calls: 1. **Call for Training Programmes for Professionals**: activities that seek to increase the number of skilled health

professionals and thus improve the services they provide. 2. **Call for Training for Executives**: activities that build on knowledge of key managers in healthcare and all other fields.

Citizen Programmes

Citizen Programmes are meant to offer training and empowerment for all citizens — including patients, their family, people at risk of specific conditions and informal care givers — to promote public awareness and understanding of healthy living and active ageing. The common theme for these are that they should make learners aware of available knowledge, approaches, tools and methods in health innovation, so they can manage their own health. We have two sub-calls: 1. **Call for digital activities (MOOCs);** 2. **Call for novel citizen-engagement activities**.

Bootcamp

We are looking for 3-5 complementary EIT Health Boot Camp training and support programmes in the range of €100 000-€150 000 per programme, plus €10 000 of travel and accommodation expenses per team. Boot Camps provide an intensive 2-3 month programme for European teams with the ambition to become entrepreneurs and to explore the opportunities of their health-tech idea. The programme helps them discover and validate their idea, market potential, business model and target customers. Participants will investigate market potential in other countries by visiting the innovation ecosystems of other CLCs.

GoGlobal

We are looking for 2-3 complementary EIT Health GoGlobal training and support programmes in the range of €50 000-€100 000. The purpose of the EIT Health Go Global internationalisation programmes is to support European start-ups and young companies within the thematic scope of EIT Health, with a view to help them expand in Europe, the United States and other international markets. Programme coordinators are required to have personal experience in the target countries.

4. Purpose of this Document

This document summarises the information on all calls for proposals in EIT Health for the 2018 Business Plan. In this regard, it is the one document to consider for proposing activities in all three EIT Health activity pillars: Innovation Projects, Campus and Accelerator.

The document will give you clarity on:

- **What we expect**: The strategic and thematic focus of our calls for 2018.
- **How we will evaluate and select**: All details on the evaluation and selection procedure and the applied criteria.
- **What happens and when**: Full transparence on the timing of the entire process.
- **Rules and eligibility**: Clear guidance on financial and administrative issues as well as eligibility criteria.
- **Where to get help**: We provide a summary of all key contact points for help and support.

If you require deeper insight into the legal foundation of EIT Health and its organisation, you should consult:

- The Framework Partnership Agreement
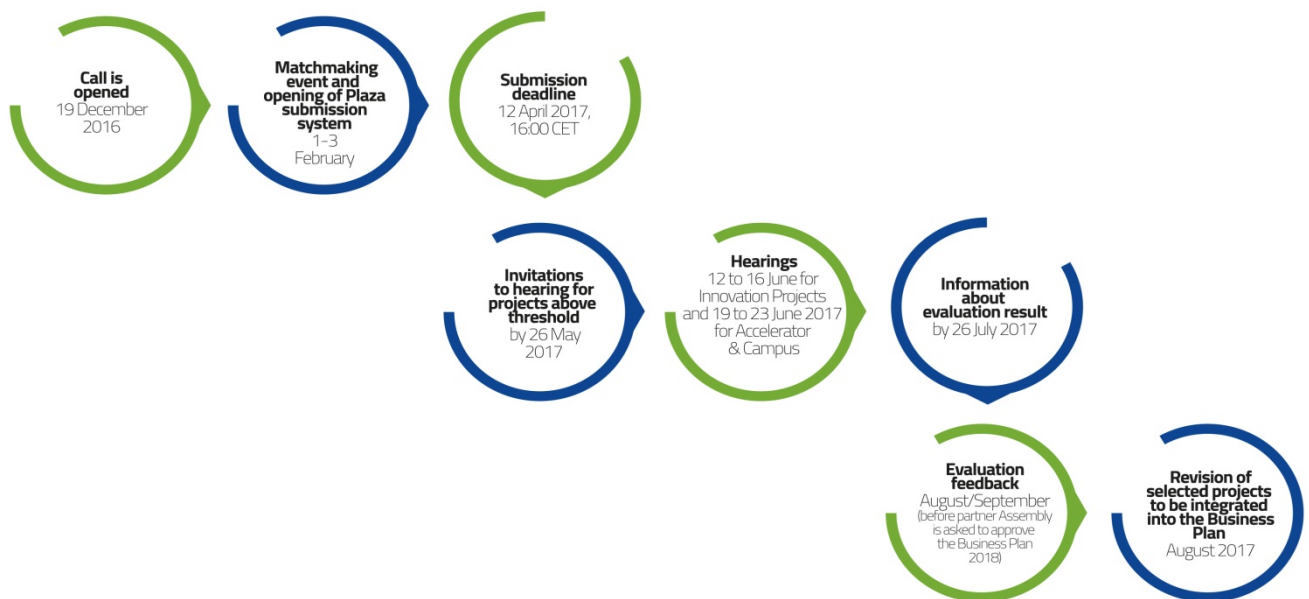- The Articles of Association of EIT Health
- The By-Laws

All these documents are online in the section "Guidance for Partners → Files → Statutory Documents" on EIT Health Connections.

EIT Health is supported by the EIT, a body of the European Union

5. Project preparation, evaluation and selection process

5.1. Main elements of the process

Important dates

Call is opened
19 December 2016

Matchmaking event and opening of Plaza submission system
1–3 February

Submission deadline
12 April 2017, 16:00 CET

Invitations to hearing for projects above threshold
by 26 May 2017

Hearings
12 to 16 June for Innovation Projects and 19 to 23 June 2017 for Accelerator & Campus

Information about evaluation result
by 26 July 2017

Evaluation feedback
August/September (before partner Assembly is asked to approve the Business Plan 2018)

Revision of selected projects to be integrated into the Business Plan
August 2017

Preparation and matchmaking

Partners are invited to the matchmaking event taking place in Uppsala from 1–3 February 2017. Registration is open, please see full information here:
https://connections.eithealth.eu/group/intranet/matchmaking-event

Webinars on financial and administrative issues

We will run a number of webinars in order to introduce you to legal and financial concepts. These webinars will also be recorded and will be available from EIT Health Connections.

The dial-in details for all webinars are:

- 10 January 2017, 10:00 – 11:00 (CET)
  eit-health.webex.com/eit-health/j.php?MTID=m6fca343f319cb9979ba6d38c5440f392
  Meeting number (access code): 842 471 639
  Meeting password: call2018

- 26 January 2017, 17:00 – 18:00 (CET)
  eit-health.webex.com/eit-health/j.php?MTID=m3e18afd87d718f52ddeff20b94069822
  Meeting number (access code): 840 257 318
  Meeting password: call2018

- 15 February 2017, 16:00 – 17:00 (CET)
  eit-health.webex.com/eit-health/j.php?MTID=ma82551d4708fc1ffbdad458fe3406eec
  Meeting number (access code): 848 455 714
  Meeting password: call2018

- 28 February 2017, 10:00 – 11:00 (CET)
  eit-health.webex.com/eit-health/j.php?MTID=mf65cbba3c20a62d7b4de14f8b88a4048
  Meeting number (access code): 841 976 192
  Meeting password: call2018

- 22 March 2017, 16:00 – 17:00 (CET)
  eit-health.webex.com/eit-health/j.php?MTID=m641a87f46e0cdd39ba1fa6c1e3e56ae8
  Meeting number (access code): 849 352 002
  Meeting password: call2018

There is **no prior registration** required. Please make sure to consider all guidance available on EIT Health Connections in the section "Guidance for Partners". Webinars will cover: Use of Plaza, budgeting & cost eligibility, general eligibility criteria, general guidance on proposal writing and submission.

Submission and submission system (plaza.eithealth.eu)

All proposals must be submitted no later than **12 April 2017, 16:00 CET**.

All proposals will need to be submitted via the Plaza system. The call forms will be available from 1 February 2017 for you to start drafting your proposals. The headings of the call form are already specified in the specific calls below. Please be aware that you need to be fully registered in order to submit a proposal, and your registration may require up to 36 hours to be approved. Guidance on the usage of Plaza can be found on EIT Health Connections (EIT Health Connections → Guidance for Partners → IT Tools).

Eligibility check

Proposals not meeting the eligibility criteria, as checked by EIT HQ, will be rejected.

Evaluation

All eligible proposals will be evaluated. The total maximum score for an individual proposal is **100 points**. The evaluation process involves two steps in all three activity pillars: (1) remote expert evaluation, (2) hearings[1].

STAGE 1: Remote expert evaluation

Each eligible proposal is evaluated based on the criteria indicated below by three independent external evaluators. The evaluators are contracted by EIT Health e.V. and briefed on the EIT Health strategy, rules and procedures. They are instructed to check for a conflict of interest and to inform the EIT Health HQ if necessary, before evaluating the proposal.

If the range of the individual scores (defined as the highest minus the lowest score) is larger than 10, a fourth evaluator is assigned. If, following the fourth evaluation, three scores are within a range of 10 points, their average constitutes the final score. If there is still no clear decision, a consensus meeting of all four evaluators is called.

A maximum of **50 points** will be awarded at Stage 1.

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[1] New MOOCs in Campus or existing Master Programmes in Campus seeking to obtain the EIT label are not invited for hearings but only undergo the one-stage evaluation.

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STAGE 2: Hearings

Proposals with at least 30 points from Stage 1 and that meet a threshold defined by the expected available funding, will be invited to obligatory hearings. Invitations for hearings will be issued by 26 May 2017 to the contact person. Hearings will take place in Munich and allow for the experts to meet with the teams. They *may* take the form of web-based hearings if circumstances demand it. The project leader is responsible for composing his/her team. The director from the project leader's CLC is also invited, other CLC Directors from involved partners may attend the hearings as well.

The hearings are conducted by an Evaluation Board for each pillar. The Evaluation Board consists of the members from HQ management who are concerned and external experts. The external experts for all Evaluation Boards will be appointed by the SB. The composition of the Evaluation Boards will be published prior to the hearings.

Part of the evaluation of the innovation projects includes independent ethics experts review managed by the EIT Health ELSI Board to identify any potential ethical issues. If identified, these will be discussed at the hearings.

A maximum of **50 points** will be awarded at Stage 2.

Selection

The selection of proposals for inclusion in the 2018 Business Plan will be made by the EIT Health Supervisory Board (SB) based on their ranking and the approved distribution of the anticipated EIT budget over the three pillars.
The SB will define the threshold for proposals in each pillar. The SB may also grant proposals an EIT Health label without EIT contribution, if the proposing partners decide to fund the entire project cost themselves.

Feedback

Proposing teams will be informed about the final score and possible selection by 26 July 2017. Detailed feedback will be sent before the Partner Assembly to approve the Business Plan for 2018 in September 2017.

5.2 General EIT Health Criteria

The criteria specified below are applicable to **all submitted proposals in EIT Health in Campus, Accelerator and Innovation Projects**. Specific criteria are outlined in the specific calls (see section 6).

Eligibility Criteria

To be eligible, proposals must:

- Be submitted before the deadline.
- Be complete.
- Be submitted via the Plaza system (plaza.eithealth.eu) and comply with the technical specifications in Plaza.
- Be submitted by an EIT Health Partner (please be aware that specific calls require a minimum number of involved Partners).
- Have identifiable KIC Complementary Activities (KCA).
- Include Core and/or Associate Partners who have paid their membership fees on time.

Evaluation criteria, and relative value of these criteria for all three pillars

Criteria applied for the remote expert evaluation (STAGE 1)

- Project excellence and strategic fit (25%)
- Feasibility and potential (25%)
- Implementation and adoption pathway (25%)
- Project Impact (25%)

Criteria applied for the hearings (STAGE 2)

- Project excellence and strategic Fit (15%)
- Feasibility and potential (15%)
- Implementation and adoption pathway (15%)
- Project impact (15%)
- Knowledge triangle integration (15%)
- Strength of team and collaboration (15%)
- Commitment of partners (10%)

Same criteria as for STAGE 1

Selection criteria

The criteria applied for the selection of proposals by the SB for EIT contribution are:

- The total score.

- The budget available (Proposals per call are ranked and based on score and available budget; a cut-off point is defined).

- The maximum total EIT contribution for an EIT Health Associate Partner is €250.000/year. This will be enforced at the selection stage.

6. Specific Calls for Proposals

For each EIT Health pillar, we have opened specific calls for proposals. You can read about them in the chapters below. Please note that the general **provisions introduced in Chapter 5 apply to all calls for proposals**.

6.1 Innovation Projects

EIT Health Innovation Projects focus on three specific challenges: promoting healthy living, supporting active ageing and improving healthcare. Through calls in 2015 and 2016 we have developed a strong portfolio of innovation projects addressing these three societal challenges and – in the case of Innovation by Design projects – four thematic areas. These projects have brought together new partners from throughout the consortium who are now collaborating to bring better health and healthcare to European citizens. In our call for new Innovation Projects, we are looking to expand our portfolio of high quality, strong, balanced projects. The societal challenges and thematic areas we address remain the same, enabling us to develop strong clusters in these areas, where synergies between the projects can begin to develop.

EIT Health hereby invites partners to submit proposals for new Innovation Projects to be included in the Business Plan to start in 2018. The ultimate objective of the projects should be the rapid market penetration of innovative projects and services, and/or the testing and implementation of novel organisational and healthcare delivery processes. The call for innovation projects includes projects in both the Innovation by Ideas and Innovation by Design categories.

Please note that this call is for **NEW** Innovation by Ideas and Innovation by Design projects. Existing projects will be invited to propose updated plans for 2018 at a later date. A separate review/hearings process for these projects will then be carried out.

Specific eligibility, evaluation and selection criteria for Innovation Projects

All general EIT Health criteria apply (please see section 5).

Specific eligibility criteria for Innovation projects

- Involve core or Associate Partners from a minimum of two CLC/Innostars (NB: not counting external project partners).
- Include at least one academic and one non-academic Core or Associate Partner, i.e. one Partner of the type "Education" or "Research" and one of any other type ("Business", "Municipality", "Hospital", etc.); the partners and their categories can be found on EIT Health Connections https://connections.eithealth.eu/group/intranet/partners)
- Have clear and achievable commercial or implementation end-points (e.g. products and services to be launched, organisational innovations to be implemented, etc.).

For Innovation by Ideas:	For Innovation by Design:
• Address at least one of the **three societal challenges on which EIT Health focuses.**	• Address at least one of EIT Health's **thematic areas for Innovation by Design projects**.
• Have clear and achievable commercial or implementation end-points (e.g. products and services to be launched, organisational innovations to be implemented, etc.)	• Be led by one of EIT Health's Core non-academic partners, i.e. being of the type "Business", "Hospital/University Hospital", "Municipality/City" or "Tech-Transfer, Cluster or NGO".
• Not request an EIT contribution of more than €500 000.	• Not request an EIT contribution of more than €750 000 for 2018.
• Not request EIT contributions beyond December 2018.	• If appropriate, include an indicative budget for 2019, where the EIT contribution should not be more than EUR 1 250 000.
	• Not request EIT contributions beyond December 2019.

Specific evaluation criteria, and relative value of these criteria
STAGE 1: Remote expert evaluation

Project Excellence and Strategic Fit (25%)

- Quality of background science and quality of innovation
- Uniqueness of approach
- Project organisation and the balance of activities between CLCs and partners
- Strategic fit

Feasibility and Potential (25%)

- Feasibility of the project plan, deliverables and execution; feasibility to deliver on the project's objectives given the budget and distribution between WPs and partners
- Resource fit (including infrastructure where relevant)
- Potential for scalability
- SWOT and risk analysis
- Mitigation plan – both regarding technical risks and market/implementation risks

For Innovation by Ideas:	For Innovation by Design:
Implementation and adoption pathway (25%) • Competitive situation and clarity of "business case" • Justification of end users/market targeted; for organisational innovations, justification of organisations targeted • Implementation plan/market introduction plan - timeline and resources required and relevant hurdles (e.g. regulatory, CE certification) identified Evaluation of future landscape (4-5 years perspective) relevant for the innovation	**Implementation and adoption pathway (25%)** • Competitive situation and clarity of "business case" • Involvement of end-users/payers • Identification of "market need"/"market pull" and justification of end users/market targeted* • Implementation plan/market introduction plan (timeline and resources required; hurdles such as regulatory & CE certification identified); resources required after the completion of EIT financing, and plans to acquire these • Evaluation of future landscape (4-5 years perspective) relevant to the innovation • Identification of innovation/implementation barriers, and strategies to overcome these * NB in this context the market could be a commercial market but also a 'market' for improved organisation (for example within a healthcare provider).

Project Impact (25%)

- Impact on citizens and / or healthcare systems
- Impact of EIT financing on project
- Impact of project on EIT Health strategic objectives / thematic areas
- Economic growth / sustainability
    - o   Job creation
    - o   Efficiency of industry / healthcare provision
    - o   Efficiency / sustainability of healthcare systems
- Internal and External KPIs

STAGE 2: Hearings

- Project Excellence and Strategic Fit (15%)
- Feasibility and Potential (15%)
- Implementation Strategy / Market Strategy (15%)
- Project Impact (15%)
- Knowledge triangle integration (15%)
- Strength of team and collaboration (15%)
    - o   Role of personnel, absence of silos, etc.
- Commitment of partners (10%)
    - o   Own resources (cash, FTEs, infrastructure etc.) committed to project etc.
    - o   Commitment of partners to develop project into commercial / implementation phase

Specific selection criterion for Innovation by Design projects:
EIT Health Core Partners can only lead a maximum of one new Innovation by Design project per year.

Main input fields in the call form

The Plaza submission system will be available from 1 February. Input fields to be anticipated:
https://fileshare.eithealth.eu/url/0jmvquxe411x

6.1.1 Innovation by Ideas

Background and purpose

Innovation by Ideas projects are collaborative projects and are designed to address societal challenges within the thematic scope of EIT Health. The projects are "solution driven", i.e. a potential solution has been identified that either capitalises on an opportunity or addresses a specific problem presented by demographic ageing of the population. These are considered bottom-up proposals, and the projects can be led by Core or Associate Partners of any category.

What we are looking for

We are looking to support new projects that address one or more of the societal challenges and their business objectives outlined below.

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

Funding and duration

A maximum EIT contribution of €500 000 can be sought for each project. The EIT contribution will only be provided for a maximum of 12 months, finishing on 31 December 2018 at the latest.

6.1.2 Innovation by Design

Background and purpose

Innovation by Design projects build on multidisciplinary collaboration and are "needs-driven", starting from a recognised market need or societal problem. The projects must be led by one of EIT Health's Core non-academic partners. This project type has been designed to enable corporate and public non-academic partners to work on developing products and services that are hindered by specific innovation barriers, while also addressing an emerging market-demand.

What we are looking for

We are looking to support new Innovation by Design projects. These projects must address at least one of the four thematic areas outlined below:

- Workplace interventions and occupational health
- Home care and care home
- Early intervention, prevention and altering disease course trajectories
- Integrated care for chronic disease.

Funding and duration

Each project may last a maximum of 24 months, with no EIT contributions being requested after 31 December 2019. A maximum EIT contribution of €750 000 can be sought in the first year, and the proposals should – if necessary – include a budget for activities in 2019, for which a maximum EIT contribution of €1 250 000 can be proposed. Please note that funding of projects in 2019 is not guaranteed, and is dependent on the project's progress and financing of EIT Health by EIT.

6.2 Campus

We invite partners to submit innovative education and training proposals in 2018 to build on and strengthen our Campus portfolio while in parallel strengthening the link to the other two pillars, Innovation Projects and the Accelerator.

EIT Health Campus is building a brand for excellence in education, developing a virtual marketplace for learning, and providing access to various modalities of educational activities that combine technical know-how with best pedagogic practices. In keeping with the EIT Health Strategic Agenda, Campus has the vision to:

- Develop novel formats in higher education that support our learners in creativity, innovation and entrepreneurship in all fields relevant to promoting healthy living, supporting active ageing or improving healthcare.
- Support executives, professionals, leaders and policy makers in creating novel processes and achieving systems change in healthcare.
- Support citizens and patients in managing their own health.
- Make our educational offers easily visible and accessible to the entire partnership.

Campus has set up activity lines focusing on the four target groups that are the drivers of change in the health sector: 1. Students, 2. Entrepreneurs & Innovators, 3. Health Professionals & Executives and 4. Citizens & Patients. Campus activities provide these *change agents* the necessary knowledge, skills and attitudes, to empower them to lead change in the health sector. All learners who participate in an activity automatically become part of the newly established EIT Health Alumni network.

Training for Students	Training for Entrepreneurs & Innovators	Training for Professionals & Executives	Training for Citizens
Degree Programmes	EIT Health Starter Labs	Training for Professionals	Citizen Engagement Activities
Innovation Days	Fellowship Programmes	Training for Executives	Digital Activities
	Training for Entrepreneurs, Intrapreneurs& Innovators		

To build on our achievements, we encourage applicants to submit or re-submit proposals for novel activities that contribute to strengthening our brand for excellence. When it comes to

training of our **students and entrepreneurs,** we are mainly looking for disseminating and scaling of our activities across the CLCs. Regarding **training for executives and professionals** as well as **training citizens,** we are looking for novel ideas that will help us achieve our ambitious goals in terms of outreach and impact.

Eligibility, Evaluation for all Campus Programmes

All general EIT Health criteria apply (see section 5).

General eligibility for all Campus Programmes

All activities must be open and easily accessible to the entire EIT Health Partnership, be properly advertised and must recruit learners and participants with appropriate advanced notice (to be described in the proposal).

Specific eligibility for selected Campus programmes

Training for Students (Degree Programmes and Innovation Days):

- These proposals must include an institution that can award transferable credits (ECTS) to participants. The Delivery of ECTS is mandatory for Degree Programmes only.

Digital Activities (MOOCS):

- For MOOCs applications, it is mandatory to show within the application that the proposal include an EIT Health partner who has a proven track record in the design and development of MOOCs or Digital Learning activities.

Stage 1: Specific evaluation criteria, and relative value of these criteria

I. Project Excellence and Strategic Fit (25%):

1. Innovative Educational & Training Experience and uniqueness of the approach: How is this made possible through the special advantages of EIT Health?

2. Relevance and Fit with EIT Health mission: How does the activity address one or more of the major challenges addressed by EIT Health? How does it provide answers to the needs of the target groups (students, entrepreneurs, executives/professionals, citizens as outlined in the call?

3. Knowledge Triangle Integration:

- Training for Students (Innovation Days): How does the activity incorporate and seek out business cases, challenges or the like – ideally from the Accelerator or Innovation Projects pillars?
  Training for Students (Degree Programmes): How does the Programme incorporate elements of business creation and innovation?
- Training for Entrepreneurs: How are learners connected with Innovation projects or Accelerator activities?
- Training for Executives and Professionals: How does the activity link the training to Innovation and Business Creation.
- Training for Citizens: How are learners connected with Innovation Projects or Accelerator Activities?

4. Link to other Campus Programmes

II. Feasibility and Potential (25%)

1. Work Plan and Feasibility: How does the proposal prove its feasibility (e.g. through a feasibility study)? How would the consortium involved in the proposal plan its implementation?

2. Budget & Resources: How would the requested budget cover the activity's objectives? What is the distribution between the outlined work-packages and partners?

3. Commitment of the consortium: How does the consortium plan to commit to the activity with their own resources?

4. Potential for innovation/business Creation/system transformation:

- Training for Students: How does the proposal contribute to teach innovation and entrepreneurship.
- Training for Entrepreneurs: How does the proposal contribute to innovation and/or business creation? How does it identify innovation? How does it develop the "outputs of the activity"?
- Training for Executives: How does the proposal contribute to innovation, business creation and/or systems transformation? How does it identify innovation? How does it develop the "outputs of the activity"?
- Training for Citizen: How does the activity teach and empower learners to become aware of available knowledge, approaches, tools and methods to manage their own health?

III. Implementation (25%)

1. Capacity and strength of the team: What is the expertise in terms of quality and implementation? How are tasks distributed between the different partners?

2. Additional for Training for Entrepreneurs (E-Labs and Fellowships): How strong is the interaction between the individual Labs/Fellowship Programmes?

3. Preparation/Production of Activity: How realistic is the timeline for preparation? Is there a risk analysis and contingency plan? In terms of digital activities, is it technically viable?

4. Learner Group and recruitment:

- Training for students/entrepreneurs/executives: How does the activity identify and recruit the right learners in order to achieve the envisioned objectives?
- Training for citizens: How does the proposal identify and recruit/reach out to its learners to ensure high numbers of engagement / outreach?

5. Evaluation of learners/participants and monitoring of implementation: How does the programme evaluate learners' involvement and monitor the participants during and after the activity? How does feedback on this monitoring reach the activity leaders and the central Campus team?

IV. Impact (25%)

1. KPIs: Do the chosen KPIs, Deliverables and Outputs fit with the activities' objectives? As high outreach is encouraged: does the proposals convincingly aim for a high number of learners?

2. Long-term Impact and Sustainability: What is the future of the activity? How will it become self-sustainable?

3. Marketing & Dissemination: How will the activity be marketed and advertised to the EIT Health community, from very early on, to make the programme known and easily accessible for learners? How will statistics of participants/learners and results (e.g. reports) be made accessible to the EIT Health Community?

4. Knowledge Transfer: How can partners learn, how the programme is built and transfer that knowledge to start a similar activity?

STAGE 2: Hearings – Campus evaluation criteria, and relative value of these criteria

1. Project Excellence and Strategic Fit (15%)

2. Feasibility and Potential (15%)

3. Implementation Strategy (15%)

4. Impact (15%)

5. Knowledge Triangle Integration (15%)

6. Strength of team and collaboration (15%)

- Excellence of activity lead, role of personnel, absence of silos

7. Commitment of partners (10%)

- Own resources (cash, FTEs, infrastructure etc.) committed to activity
- Commitment of partners to develop project into self-sustaining activity

Main input fields in the call form

The Plaza submission system will be available from 1 February. Input fields to be anticipated:

https://fileshare.eithealth.eu/url/0jmvquxe411x

6.2.1 Training for Students

Campus Training for Students projects focus on stimulating students to advance their knowledge, skills and attitudes in a way that enhances their health-related innovation and entrepreneurial capabilities. The **Campus 2018 calls for Training for Students** continues to build up two activity lines with the following two calls. (Summer Schools will be called for through a deferred call later in 2017.)

a) **Call for Degree Programmes**
b) **Call for Innovation Days**

(a) Call for Degree Programmes

Background and purpose

With this activity line, we develop and support Master's and PhD programmes delivering innovation and entrepreneurship skills in areas relevant to EIT Health. The current EIT Health landscape of degree programmes includes two EIT-labelled Masters' programmes, which will be funded from 2017: The Master Programme in Innovation in Healthcare and the International Master Programme of Innovative Medicine were both awarded the EIT Label, a quality seal for educational programmes centrally overseen by EIT. We also have one novel Master's degree under development (Master of Technological Innovation in Health).

In order to ensure that courses offer a good fit with the Campus strategy, high quality, efficiency and sustainability, we have established four working groups for the ***Degree Programmes*** activity line. These working groups foster collaboration between partners and support the development of unique new Degree Programmes (Master's and PhD's) covering the objectives of EIT Health. Campus encourages partners who are interested in being part of the degree labelling process to join the relevant thematic working groups:

- Innovation and Entrepreneurship in Healthy Living and Active Ageing
- Technological Innovation for Health
- Healthcare Innovation and Entrepreneurship
- Health and Medical Data Analytics

What we are looking for

There are three pathways to gain support for Degree Programmes during this call:

- For degree programmes seeking to receive the EIT Label in 2017: Applicants need to submit the EIT self-assessment report by **28 February 2017 to the EIT (more information from the Director of Education)** To meet this requirement, please:
  - o Express your intention to the Director of Education as soon as possible.
  - o The Director of Education will link you to the activity line coordinator who will help you in the process of submitting the EIT self-assessment report.
  - o In addition, please apply through Plaza by **12 April 2017** for funding in 2018 (pending award of label) in compliance with the funding model section of this document.

- For existing EIT-labelled degree programmes that aim to receive EIT Health support for 2018: please apply through Plaza by **12 April 2017** for funding in 2018, in compliance with the funding model section of this document.
- For novel degree programmes aiming to start in September 2018 and preparing to apply for the EIT Label in 2018: please apply through Plaza for funding in 2018 (year of development) in compliance with the funding model section of this document.

Only novel programmes will be evaluated through EIT Health.

All three pathways require that the programme is affiliated with topics of Working Groups, and that proposals must be submitted in co-ordination with the Director of Education and the activity line coordinator.

Funding and duration

Programmes in development can apply for one year of funding. Running EIT-Labelled programmes can (re-)apply to get funding, but they need to show how they envision becoming self-sustaining in the future.

Funding model for labelled degrees and novel degrees preparing for EIT Label

A funding model (amounts listed are **maximums**) is proposed for individual labelled programmes to clarify eligible cost and amount of support partners can expect from EIT Health.

- Academic programme development – up to €100 000/On-going course development – up to €50 000
- Running costs, coordination (specific EIT Health elements) – up to €75 000
- Student mobility – up to €100 000 (Minimum of €500 per student per month)

This means that the total amounts available per year would be:

- Year of Development – TOTAL €175 000 (Academic Development + Coordination; no student mobility)
- Year of Running (first year onward) – TOTAL €225 000 (On-going course development, Running Costs, Coordination, student mobility)

(b) Call for Innovation Days

Background and purpose

We have established high-quality programmes, known as "Innovation Days", to raise awareness of health innovation among a large population of students. In 2016, innovation days were held in six partner universities across two CLCs. In 2017, these days will be extended to at least three more partners (InnoStars). These activities offer students an introduction to the entrepreneurship and innovation value chain of EIT Health Campus. Students work as part of a multi-disciplinary team to become familiar with how to develop a viable health innovation product or idea. They use design thinking or other innovation methodologies, working with citizens and patients to address challenges from industry and healthcare partners.

What we are looking for

In 2018 we aim to have network(s) of innovation days that reach all CLCs and InnoStars. Through this call, partners are invited to submit proposals for such network(s). One or two innovation day networks will be funded to cover all CLCs. We encourage interested partners and CLCs or InnoStars to attend the 1-3 February Matchmaking event in Uppsala, where partners who have piloted innovation days will be sharing their experience and looking for more partners to build on this network, or to support a second network if there is interest. Partners and CLCs

should indicate their interest to the Education Director, who will inform the current activity line coordinators. Those coordinators can provide advice about joining or building such a network. A network should include universities from at least three CLCs, show strong links with non-academic partners, and involve patients and citizens along with students.

Through these activities, students should:

- Receive high-quality content with regards to the outlined EIT Health challenges through Degree Programmes & Innovation Days.
- Gain knowledge and awareness of opportunities about health innovation (e.g. how to start an own business, how to develop a product and service).
- Receive guidance for developing ideas, as well as career development (e.g. through mentoring & coaching activities).
- Obtain networking opportunities within EIT Health's network of industry, public bodies, payers, healthcare providers and non-governmental organizations (e.g. internships, study visits, speeches and lectures made by experts, etc.).
- Receive appropriate means and support to access such opportunities.

6.2.2. Training for Entrepreneurs and Innovators

Background and purpose

In its "Training for Entrepreneurship and Innovators", Campus focuses on stimulating learners to engage in the ***Entrepreneurship & Innovation Journey:*** providing training opportunities on several levels by offering a changed mindset, and providing basic skills that can lead to the founding of successful businesses or improvements in healthcare.

Campus activities are about advancing *knowledge and skills* – going from "knows" to "knows-how" to "shows-how". The focus of these activities is to develop a health-related entrepreneurial spirit. This will ideally result in a start-up and/or in creating viable conditions to mature innovative ideas and promising opportunities for products and services in established organisational settings.

The outcomes from the activities should be capable of being transferred into the Accelerator and/or Innovation projects. The common theme for the ***Campus 2018 calls for Training for Entrepreneurs and Innovators*** is to foster "learners" – so that they can than form start-ups, which can be developed through EIT Health's Accelerator, or create products and services, which may be developed as EIT Health Innovation Projects.

Currently, we have built up the following types of activity:

(a) **EIT Health Starter Labs (E-labs)**
(b) **Fellowship Programmes**
(c) **Training for Entrepreneurs, Intrapreneurs and other Health Innovators**

a) Call for EIT Health Starter Labs

EIT Health Starter Labs (E-Labs) are creative physical centers that provide opportunities to find solutions to the challenges that EIT Health addresses: healthy living, active ageing and improving medical care. Current and future EIT Health E-Labs form a pan-European network to advance training in innovation and entrepreneurship. E-Labs are based in pre-existing research settings, places where Campus brings learners together to master the craft of entrepreneurship and innovation through real-life cases. The cases can be proposed by healthcare providers, public partners and private companies who are facing their own challenges in supporting innovation, so that they can equally benefit from the work of entrepreneurship and innovation students.

b) Call for Fellowship Programmes

We have established 3-12-month Fellowships that are designed to change the mindset of learners, who will develop, test and commercialise (business) ideas. The fellows bring different backgrounds to the challenge: they can be PhDs and young professionals in ICT, business, life sciences, engineering and other fields. Ideally, all fellows work in interdisciplinary groups in internal and external environments, such as universities, clinics/hospitals, industry, regional bodies, caregiving organisations and payers. EIT Health Fellowships provide three main types of support:

- Comprehensive training based on a well-defined process for needs-driven innovation (e.g. Stanford BioDesign process, etc.).

- Support from local innovation ecosystem structures, such as innovation platforms/clusters, which offer specific services and guidance during the commercialisation process.

- Access to the full capacities of the EIT Health partnership to create a market solution derived from the clear need of an international market.

This extensive undertaking involves education and training that is directed to a range of students and professionals and should ultimately result in entrepreneurial projects. The Fellowship programmes contribute to a multidisciplinary European network of innovators and allow for wide outreach within our partnership.

c) Call for Training for Entrepreneurs, Intrapreneurs and other Health Innovators

We offer more-advanced entrepreneurs, intrapreneurs and health innovators the opportunity to gain skills and knowledge in the development of health related products and services, so that they can realise their ideas and introduce them into the health sector. A good example of this type of activity is *HEML*, which connects start-ups and grows life-science based ventures as it involves medical directors and principal investigators in an international ecosystem. Another such activity, *EU Health MAP*S, provides expertise about who to engage in the innovation process, and when to engage them.

What we are looking for

To build on our achievements in reaching excellence in education, partners are encouraged to submit proposals within the three sub-calls: **E-Labs** and **Fellowships**, through which we hope to disseminate and scale our activities across the CLCs, and **Novel training for entrepreneurs** and others, which are programmes that should offer new ideas to help us to achieve our ambitious goals in terms of outreach and impact.

a) **E-Labs:** In 2018, we aim to have a network (or networks) of E-Labs that include Labs from all CLCs and InnoStars. Through this call, partners are invited to submit proposals for such networks. A maximum of three EIT Health Starter-Labs Networks will receive funding that covers all CLCs/InnoStars. Applicants are encouraged to get into contact within the existing E-Labs with the aim of making joint proposals. A specific matchmaking event for E-Labs is planned during the general EIT Health Matchmaking Event, to be held 1-3 February in Uppsala. All interested partners are encouraged to use the opportunity to contribute to the co-creation of the networks.

b) **Fellowships:** In 2018 we aim to have a network (or networks) of Fellowships that include programmes from most CLCs and InnoStars (currently four CLCs/InnoStars are involved, and we intend to extend that reach). Through this call, partners are invited to submit proposals for such network(s). A maximum of three EIT Health Fellowship networks of different nature

will receive funding. Existing activities can re-apply but today's partners have to include new interested partners to meet the objective of enlarging the network. The strength of the network is, among others, judged on the quality of the programmes and the quality and quantity of interactions between the programmes.

A specific matchmaking event is planned during the EIT Health Matchmaking Event, running 1-3 February in Uppsala. All interested partners are encouraged to attend and use the opportunity to contribute to the co-creation of the networks.

Through these networks, current and future entrepreneurs should:

- Gain knowledge and understanding about challenges related to the healthcare sector and the complexity of healthcare systems.
- Gain understanding of the opportunities technology can offer to healthcare.
- Gain knowledge and skills to create new products, services and ventures.
- Gain knowledge about regulation, data privacy, intellectual property, user-driven design, internationalisation of services, trials and decision-making in healthcare related to product and service development, and change management.

c) **Novel training for Entrepreneurs, Intrapreneurs and other Health Innovators:** For these programmes, we draw a strong focus on innovators, especially professionals who wish to work within their own organisations to turn their ideas and research outcomes into viable new healthcare products and services. As such, partners are encouraged to submit or re-submit novel proposals providing answers to the outlined needs.

Through these novel activities entrepreneurs and innovators should:

- Gain knowledge and skills for developing and creating support for innovative products and services within existing healthcare organizations.
- Gain knowledge and skills to turn a healthcare business model into a start-up venture within an existing healthcare organization.
- Gain knowledge and skills in order to be able to mature and implement innovative products and services into existing healthcare organizations.

Funding and duration

All programmes can apply to get funding for one year. In case they are have been run in the past and want to continue, they need to show how they envision to become self-sustaining in the future.

6.2.3 Training for Professionals & Executives

Background and purpose

Campus training for professionals is intended to increase the number of skilled health professionals and to improve the services they provide. Our programmes designed for executives build on the knowledge of key managers in healthcare and all other fields. The *CAMPUS 2018 calls for Training for Professionals and Executives* is meant to attract proposals for novel activities in two activity lines:

(a) Call for Training for Professionals
(b) Call for Training for Executives

(a) Call for Training for Professionals

Educational and training activities for professionals address formal and informal caregivers, industry, public bodies and NGO representatives. Our courses place the patients and citizens in the centre of the process by moving away from a professional-dominated view and towards a holistic view. The courses deliver the latest technological tools and target caregivers by using novel insights and the latest pedagogical approaches. Our activities in this area:

- Support professionals involved in healthcare to take advantage of new systems and technology while working to meet patients' needs and to empower and engage patients in innovative ways. Examples include the Campus programmes Towards Citizen Centered Active Ageing and Well-Being, and Co-creating Innovative Solutions in Health.
- Train business and healthcare managers in cure and care institutions in areas like digital technologies, data governance in healthcare, implementation, data re-use and data quality. Examples of such activities include our Healthcare Informatics Masterclasses.
- Provide best-quality eldercare by developing improved scalable training models, such as novel curricular and health systems approaches that lead to reduced hospital visits and admissions. An example of this kind of activity is our Care-Campus.

eit health logo

(b) Call for Training for Executives

Our activities for executives address senior policy makers, decision makers working for payers and care givers, and civil servants of municipalities. The ultimate objective is to provide educational counselling on decision making processes for various challenges – such as employer productivity and expanding caregiving into new markets that spur economic growth. Of course these programmes also give importance to improving the quality and affordability of care and reducing cost burdens on healthcare systems overall. Our activities in this area focus on:

- Educating healthcare executives to improve their intrapreneurial health innovation capabilities by changing business management and entrepreneurial mind-sets and skills. Examples include Campus programmes like the Future Healthcare Manager in Europe & Innovation Leadership and Business Management Executive Education.
- Helping executives contribute to create innovative healthy and efficient workplaces while supporting an ageing and healthy workforce, and generating new and improved services and processes. One example is our Sustainable and Innovative Workplaces programme.

What we are looking for

Within both calls, we are seeking to increase the outreach of our activities to a wider audience to gain stronger impact. A special focus shall be given to novel proposals designed to develop innovative learning activities together with professional organizations (e.g. professional colleges/councils or regulatory agencies) or that link activities to industrial educational funds (and as such let industry work with academia under the umbrella of EIT Health).
Through novel activities, professionals should:

- obtain skills and knowledge on innovating healthcare processes and provision models;
- gain knowledge in digital technology and data processing and the use of big data;
- learn from each other by sharing experiences and good practices; and benefit from support and expertise in healthcare innovation;
- gain knowledge and skills regarding personalized interactions with patients;
- learn how to actively participate in innovation processes.

Through novel activities, executives should:

- obtain tools for managing innovation change (e.g. leadership, change management and working with multi-disciplinary teams);
- receive the possibility to systematically exchange experience or receive support for obtaining expertise in health innovation; proposals might take into account learners' different needs at different stages of development in their professional career;
- obtain the knowledge and guidance for driving innovation (e.g. through mentors);
- gain awareness regarding patient-centered activities.

Funding and duration

Successful proposals will be funded for one year. Running programmes can re-apply with novel ideas, but the proposal must show how the programme can become self-sustaining in the future.

6.2.4. Citizen Programmes

Background and purpose

In its newly framed Citizen Programme, Campus seeks to offer training and empowerment for all citizens — including patients, their family, people at risk of specific conditions and informal care givers — to promote public awareness and understanding of healthy living and active ageing. The general common theme for these activities are that they should empower learners to become aware of available knowledge, approaches, tools and methods in health Innovation to manage their own health.

We call for proposals for novel activities in two activity lines with a special focus on citizens:

(a) **Call for Citizen Activities**
(b) **Call for Digital Activities**

a) Call for Citizen Engagement Activities

The ambition of the Campus Citizen Programme is to emphasize high-level public outreach – via festivals, sports events and other public activities – to facilitate meetings between general citizens and health professionals, scientists, politicians, industry, start-ups and municipal

officials. We provide tools for developing citizen outreach activities, such as our Festival Toolkit (produced for EIT Heath in 2016), which helps to connect citizens with other stakeholders. We want to build further upon successful citizen outreach activities, such as the 2016 activity ProtectUrHeart.

b) Call for Digital Activities

Massive open Online Courses (MOOCs), and other types of digital engagement, are rapidly changing educational offerings in the landscape of science communication, health promotion and health management. Many of these activities allow unlimited participation, both in numbers and educational and professional background. To take advantage of this potential for health improvement, we will use digital activities – not only to make knowledge accessible to the broader population but also to improve formal education by implementing modern pedagogical technologies online. By the end of 2017, EIT Health will have developed MOOCs in the following topics: promoting innovation, ageing friendly design, disease related courses, data analytics in health, e-health and health technology, diabetes, healthy and golden ageing, behavior medicine, diet, patient engagement and frailty.

What we are looking for

Within both calls, we are looking for innovative proposals that fit into the Citizens or Digital activity lines and that explain how the proposed activities will respond to one or more needs as described below:

Through novel activities, citizens – including patients, patients' family, people at risk of specific conditions and informal care givers – should:

- gain access to updated high quality knowledge related to health (as outlined in the strategic agenda);
- better understand their own potential health challenges related to ageing;
- manage their own and relatives' health issues in an informed way;
- and ideally benefit from a behavioral change in managing their own health.

One of our strategic objectives is to increase the outreach of our activities to a wider audience (measured in KPIs). This why a special focus shall be given to novel proposals that build on, and add unique value to, successful approaches, methods, formats and technologies already

involving a huge audience (e.g. platforms, communities, professional associations, patient interest organizations, municipalities, events and festivals etc.). We encourage applicants to create the best synergies possible – for example by building on or building up public-private partnerships – and to make use of all digital technologies to provide their responses to our identified needs.

Funding and duration

All programmes will be funded for one year. Funding for MOOCs: MOOC development will be supported with a maximum EIT Health contribution of €60 000.

6.3 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 to all business ideas coming from Campus projects, like Summer Schools, Innovation Projects, and other Accelerator pre-seed scouting activities.

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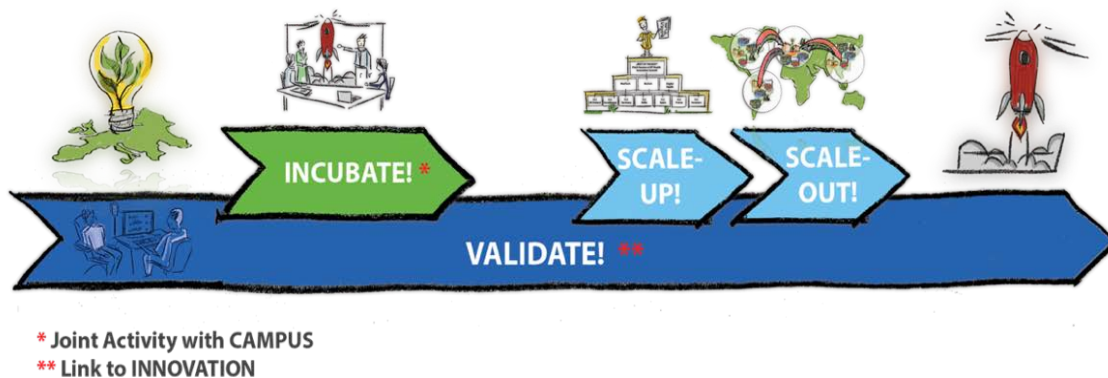
In the Accelerator's INCUBATE! activity line, innovation training and support activities, like Launchlab or other Boot Camp programmes, help entrepreneurs to create a business plan out of an initial business idea in the course of a two-month programme. Furthermore, local training activities are organised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

In the VALIDATE! activity line, a strong emphasis is placed on helping start-ups and entrepreneurs to use suitable Living Labs and Test Beds, as well as other market coaching expertise within the community. These activities help entrepreneurs gain an understanding of local/regional regulatory and reimbursement schemes, by providing 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 small SMEs, as well as efforts to facilitate access to potential investors, such as angel networks, corporate financers and crowd funders. In addition, GoGlobal programmes will support European start-ups 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 start-ups and SMEs throughout the consortium.

Specific eligibility, evaluation and selection criteria for all Accelerator calls

All general EIT Health criteria apply (please see section 5).

Specific eligibility criteria

- Applications must be led by a Core or Associate Partner of EIT Health or an approved third party that has a link with such partners.
- Programmes must be open and easily accessible to applicants from all CLCs and the entire EIT Health Startup Community; programmes must be advertised appropriately and recruit entrepreneurs and participants with appropriate advanced notice.
- Applicant must not request an EIT contribution before 1 January 2018 or after December 2018.

STAGE 1: Specific evaluation criteria, and relative value of these criteria
Project Excellence and Strategic Fit (25%) • Addresses one or more of EIT Health's strategic objectives: Proposals should also outline realistic and meaningful KPIs, Deliverables and Outputs. • Proposal credibility regarding programme setup: Financed projects must have prospects for long-term sustainability. • Reasonable budget split (e.g. KAVA vs. KCA): High KAVA/KCA ratio is desirable.
Feasibility and Potential (25%) • Promising value proposition for participating companies and entrepreneurs: proposal must be attractive for innovative companies and entrepreneurs. • Proposal credibility regarding coordinator and partners, team quality.
Implementation and adoption pathway (25%) • Work plan and feasibility regarding selection, dissemination, process: relevant partners who can carry out the various work packages must be involved, and the overall budget needs to fit with the overall project objectives. • Realistic and relevant links and synergies with other Accelerator Activities: proposal must have a clear and unique position in the Accelerator value chain, and should positively interact with other components of the Accelerator. • Relevant and realistic links to Campus courses and Innovation Projects: For instance, Accelerator activities could use MOOCs to reach a broad audience or use results from Innovation Projects to set the basis of new start-up companies.

Impact (25 %)
- Potential benefit for EIT Health partners/networks: EIT Health aims to strengthen its network and therefore seeks to include activities in the portfolio that have a positive impact on its partners' own activities.
- Reasonable budget regarding the overall cost-benefit ratio: Investments made by EIT Health (and thereby the European tax-payer) should make sense.
- Projects should have the potential to provide a return on investment in terms of improved healthcare and job creation.

STAGE 2: Hearings
Specific criteria from STAGE 1 (60 %) • Project Excellence and Strategic Fit (15%) • Feasibility and Potential (15%) • Implementation and adoption pathway (15%) • Project Impact (15%) *(Same criteria as for Stage 1 – see above.)*
Knowledge triangle integration (15%) • Activities leverage entrepreneurship as the driver of the knowledge triangle • Activities unlock the knowledge and education found within R & D institutions to drive their potentials into new business creation • Proposal shows an understanding of market conditions, the scientific state of the art and training needs
Strength of team and collaboration (15%) • Excellence and experience of coordinators • Synergies and complementarity of the team, role of personnel • Absence of silos
Commitment of partners (10%) • Own resources committed to project (cash, FTEs, infrastructure) • Overall engagement

Main input fields in the call form

The Plaza submission system will be available from 1 February. Input fields to be anticipated: https://fileshare.eithealth.eu/url/0jmvquxe411x

6.3.1 Call for new Boot Camp programmes

Background and purpose

The EIT Health Boot Camps provide an intensive two or three month programme for teams from all over Europe that have the ambition to become entrepreneurs and to explore the opportunities of their healthtech idea. The programme helps them to discover and validate their idea, market potential, business model and target customers. Boot Camp programmes target MSc and PhD students who are close to finishing their courses, and young professionals who have a business idea for a startup. The programme only enlists teams with 2-6 members.

The ideal team profile in the Boot Camp Programme features a combination of skills, such as business, finance and health-tech, but the key element is that all participants are committed to the programme and have the ambition to set up a company – or have already set one up. During the two to three months, they will learn whether they can create a viable business model and whether, as a team, they are capable and willing to set up and run a company.

The aim is to start multiple EIT Health Boot Camp programmes, simultaneously on varying topics, conduct a (preferably joint) tour to European partners, and then organise a final presentation day, where all programmes come together and their teams can present themselves to the interested EIT Health community.

Features of EIT Health Boot Camp Programmes
- During the programme, teams should validate their problem-solution and solution-market fit, specifically for the healthcare market.
- Typically, 10 teams (of 2-5 team members) can participate in each programme.
- Selection of the teams is based on the quality of the business idea and the team's level of commitment.
- The first 4-8 weeks of the programme feature regular courses, given several times a week, in one of the incubators that is connected to EIT Health partners and has a proven track record on supporting tech start-ups.
- The incubator should have a building where participants can meet other start-ups, and which can provide temporary office space for the teams, teaching facilities etc.
- For the last four weeks of the programme, participants start investigating the market

potential in other countries by visiting the innovation ecosystems of other CLCs. A plan for that tour has to be included in the application as well.

- An approach teaming up with other boot camp programmes for a joint four-week tour is highly appreciated but not mandatory.
- 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.
- The programme will be run by a range of teachers in various business areas – such as MedTech, eHealth and biotech/diagnostics – depending on the specialisation chosen for the programme.
- Experienced entrepreneurs are available as coaches during the programme period.
- The Boot Camp's organisers have no stake in the start-ups.
- The programme should specialise in areas of business ideas that will work well with the overall thematic scope of EIT Health: healthy living, active ageing and improvements in healthcare.

What we are looking for

We are looking for 3-5 complementary training and support programmes that fulfil the purpose of the Boot Camp programmes, as described above. Furthermore, the programme should:

- Be high-quality and exclusive – probably with a limited number of participants (e.g around 10 companies or teams).
- Leverage the EIT Health partnership and network.
- Take advantage of peer learning and contact between participating companies / teams.

The format of the programmes can vary; the most important aspect is the proven or plausible effect on the capacity of participant companies to bring their products or services into international markets.

The targeted outcome has to be assessable with achievable deliverables. The derived benefit should justify the requested budget. (In general this is: a maximum of 25% KAVA funding for new programme parts that are developed for this call and a minimum of 75% KCA for existing programme parts that can be used in collaboration with EIT Health).

Funding and duration

Programme takes 8-12 weeks and runs from the end of July or August until September or October 2018. There will be one joint final presentation day in September/October for all 3-5 programmes.

The programme should be one that can be carried out to a high standard with an EIT Health financial contribution in the range of €100 000-€150 000 per programme, excluding €10 000 of travel and accommodation expenses per team. All those expenses, such as travelling, office space, hotel costs etc. need to be paid from this. Part of it could be made available to the participants directly or the organisation can facilitate everything for the candidates.

6.3.2 Call for new GoGlobal programmes

Background and purpose

The purpose of the EIT Health Go Global internationalisation programmes is to support European start-ups and young companies within the thematic scope of EIT Health, with a view to help them expand in Europe, the United States and other international markets.

Go Global programmes target companies that are beyond the initial start-up phase and are about to enter into an international expansion phase. Ideal participants are start-ups or young companies that have started to sell in their home market and have the ambition to expand internationally. They do not have to sell much, but they should at least have proved that the product/service works and that customers are willing to pay for it. The companies should fit the overall EIT Health thematic scope, 'Healthy Living, Active Ageing, Improved Healthcare' and be based in the geographical area covered by the EIT Health CLCs.

What we are looking for

We are looking for 2-3 complementary training and support programmes that fulfil the purpose of the Go Global programmes as described above, and which have the following characteristics:

- Exclusive, high-quality programme – probably with a limited number of participants (e.g. around 10 companies).
- Personal expertise of the program coordinators in the target countries is mandatory.
- The programme should leverage the EIT Health partnership and network.
- The programme should take advantage of peer learning and contact between the participating companies.
- The format of the programmes can vary; the most important aspect is the proven or plausible effect on the capacity of participating companies to bring their products or services into international markets.

The targeted outcome has to be assessable with achievable deliverables. The derived benefit should justify the requested budget (in general: max. 25% KAVA funding for new programme parts that are developed for this call and min. 75% KCA for existing programme parts that can be used in collaboration with EIT Health).

Funding and duration

- It should be possible to carry out the programme to a high standard with an EIT Health financial contribution in the range of €50 000–€100 000.
- Start and finish in 2018.

7. Confidentiality and conflict of interest

All proposals submitted through EIT Health Plaza are accessible only to EIT Health HQ staff for the processing of the application. Further the data is shared with the assigned external evaluators, who are bound to confidentiality by contract. Furthermore, EIT Health may give access to the submitted data to sub-contractors that are tasked with maintaining the Plaza system. These third parties are also bound to confidentiality provisions.

EIT Health HQ staff may share general aggregated data on the proposals submitted with the Management Board (including the CLC Directors), such as the total EIT contribution requested. However, no detailed cost data or work plans will be shared. The EIT Health staff is bound by the policy on conflicts of interest.

Furthermore, all external evaluators may not be in a conflict of interest and are otherwise removed from their task. This is specified in bilateral contract with each evaluator who is part of the EIT Health pool. Staff of Partners of EIT Health are not involved in the evaluation process.

8. Grounds for appeal and appeal procedure

Partners may appeal the process for the selection of their own proposal(s).

Grounds for appeal are:

- Process errors (e.g. failure to assign the defined number of evaluators to a proposal).
- Technical problems outside of the control of applicants (e.g. the technical failure of the electronic submission system).
- Obvious human / mechanical errors made by EIT Health staff.

What is NOT grounds for appeal:

- Scores awarded in the course of the evaluation process.

Appeal process:

- Partners should send their appeals in writing to the Management Board (addressing the CEO) as soon as they identify an error but no later than 21 days after the error occurred.
- EIT Health staff at the HQ assesses the claim and delivers a first response with the CLC in copy.
- If there are grounds for appeal, the staff will attempt to remedy the consequences as best as possible (e.g. if a technical error of EIT Health prevented the submission of a proposal, a late submission may still be accepted as eligible).
- The Supervisory Board is notified about the matter, if:
    - o the Partner does not accept that the Management Board rejects the appeal
    - o there are grounds for appeal but the problem cannot be remedied anymore without disrupting the process.

9. Where to get help

On questions related to the calls for proposals:

Innovation Projects	Andy Browning, Director of Innovation	M: +46 706 181635 E: andy.browning@eithealth.eu
Campus	Ursula Mühle, Director of Education	M: +49 151 1636 9604 E: ursula.muehle@eithealth.eu
Accelerator	Kurt Höller, Director of Business Creation	M: +49 171 6248634 E: kurt.hoeller@eithealth.eu

On questions related to the content of the calls and specifically support with matchmaking, identifying potential collaboration Partners and understanding the strategy of EIT Health:

Director CLC UK-Ireland	Katharina Ladewig	katharina.ladewig@eithealth.eu	+44 7719 633223
Director CLC Germany	Armin Pscherer	Armin.Pscherer@eit-health.de	+49 152 09 08 67 98
Director CLC Scandinavia	Palle Høy Jakobsen	pallehoy.jakobsen@eithealth.eu	+45 30444818
Director CLC Belgium-Netherlands	Menno Kok	menno.kok@eithealth.eu	+31 6 414 922 11
Director CLC Spain	Marco Pugliese	marco.pugliese@eithealth.eu	+34 658 204 075
Director InnoStars	Balazs Furjes	balazs.furjes@eithealth.eu	+36 20 4241052
Director CLC France	Jean-Marc Bourez	jean-marc.bourez@eithealth.eu	+33 6 87324947

On questions related to the financial and administrative questions including the submission system Plaza:

Innovation Projects	Lia Tseki, Project Manager	M: +49 1511 6369605 E: lia.tseki@eithealth.eu
Campus **Accelerator**	Kareen Forissier, Project Manager	M: +49 1511 6369606 E: kareen.forissier@eithealth.eu

10. Glossary of Terms

KAVA: KIC Added Value Activities

These are KIC activities that contribute to the integration of the "knowledge triangle" – of research, business creation and higher education – including the KICs' establishment, and their administrative and coordination activities. These activities form part of the EIT's overall objectives. KAVA may be financed up to 100% by the EIT, divided into direct and indirect costs.

Direct costs are directly linked to the implementation of KAVA, and can therefore be attributed to it directly (including expenses and investments). They must not include any indirect costs.

Indirect costs are not directly linked to the implementation of KAVA and therefore cannot be attributed to it directly. Indirect costs are eligible if they are declared on the basis of a 25% flat rate of the eligible direct costs. Plaza automatically calculates the 25% flat rate. They exclude the following:

- Costs of subcontracting
- Cost for Sub-Granting, i.e. contributions made for example to External Project Partners (see below)
- Costs of in-kind contributions provided by third parties that are not used on the KIC LE or the KIC partner's premises
- Costs of providing financial support to third parties
- Unit or lump-sum costs

KIC LE or KIC partners that receive an operating grant financed by the EU or Euratom budget cannot declare indirect costs for the period covered by the operating grant.

EIT Health Challenges and Objectives

A. Promote Healthy Living	B. Support Active Ageing	C. Improve Healthcare Systems
1. Lifestyle interventions	*3. Workplace interventions*	*5. Improve healthcare systems*
2. Self-management of health	*4. Overcoming functional loss*	*6. Treat & manage chronic diseases*

Co-funding

Co-funding refers to financing KAVA from financial contribution sources other than the EIT, such as KIC LE/partners' own resources, etc. Co-funding contributes a minimum 75% share of global expenditure. Unlike with KCA, co-funding may not come from other EU (non-EIT) funding sources.

KAVA: KIC Complementary Activities (KCA)

These are KIC activities linked to at least one KAVA, and which are not financed by the EIT. KCA consists of direct and indirect costs, and it must:

- Have a clear, defined link with at least one KAVA; and be funded from other sources (not the EIT).
- Be incurred by a KIC Legal Entity/Partner.
- Be proportionate to the cost of KAVA and/or to the expected impact in furthering the mission of a KIC .
- Be incurred after the designation date of the KIC (9 December 2014).

External Partners: Project Partners

External project partners who are included in the implementation of the action but are neither EIT Health Core nor Associate Partners, nor one of their linked/affiliated third parties, can receive a maximum EIT contribution of €50 000 per year.

Important: They also need to be entered on Plaza in order to be added to a proposal. Reach out to **Kareen Forissier** if you would like to add a Project Partner to Plaza: **kareen.forissier@eithealth.eu**.

Outputs

The specific technology, product, service, method, design, concept, methodology, approach, etc., created by a KIC added-value activity. Outputs can also be intangible.

OUTPUT EXAMPLES: New products or processes, transformation of existing products, innovative training modules, new qualifications, guidance material for new approaches and methodologies, TestBeds and experimental facilities, prototypes, patents, publications, etc.

EIT Health is supported by the EIT, a body of the European Union

Deliverables

Tangible documents, media or other artefacts encapsulating the quantifiable outputs (e.g. products or services) created by a KIC added-value activity for a specific objective and defined in the Business Plan for each specific activity. The deliverables are additional outputs produced at a given moment during the action. Core KIC documents (plans and reports that support KIC work) are part of the KIC planning and monitoring process and should not be listed as deliverables of KIC added-value activities.

DELIVERABLE EXAMPLES: Workshop proceedings, summaries, comparative studies, market analysis reports, handbook and training tools, workshops, conferences, etc.

KPIs

Key Performance Indicators: these are quantitative metrics that measure progress towards reaching a goal or objective over time. KPIs are typically associated with target values. EIT Health will measure its impacts by means of a KIC scoreboard. The revised and applicable scoreboard will be introduced at the Uppsala Matchmaking event 1-3 February 2017. It will contain a "menu" of KPIs that projects may choose from in order to measure outcome/impact.