Opportunities for start-ups & students in the health sector

Chiara Maiorino

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EIT Health InnoStars

Athens, 11 September 2018

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EIT Health

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

Together for healthy lives in Europe

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Challenges

- Fragmentation and rigidity of health systems
- Training of future health workforce
- Burden of ageing society
- Investment in prevention is stagnating

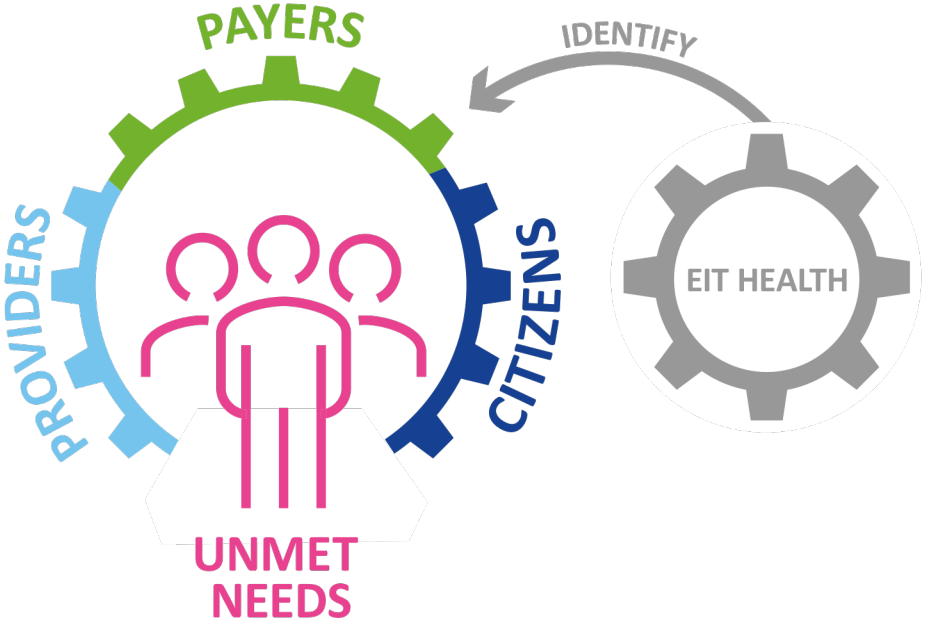
Opportunities

- Technological and medical innovation
- Digitalisation
- Integration of care
- Patient self-management

Needs

- Thought leaders, entrepreneurs, and experts who put ideas into action
- Efficient ways to bring innovative healthcare solutions to market
- Prepare the future health workforce through education and training

We identify unmet clinical and economic needs within complex healthcare systems.



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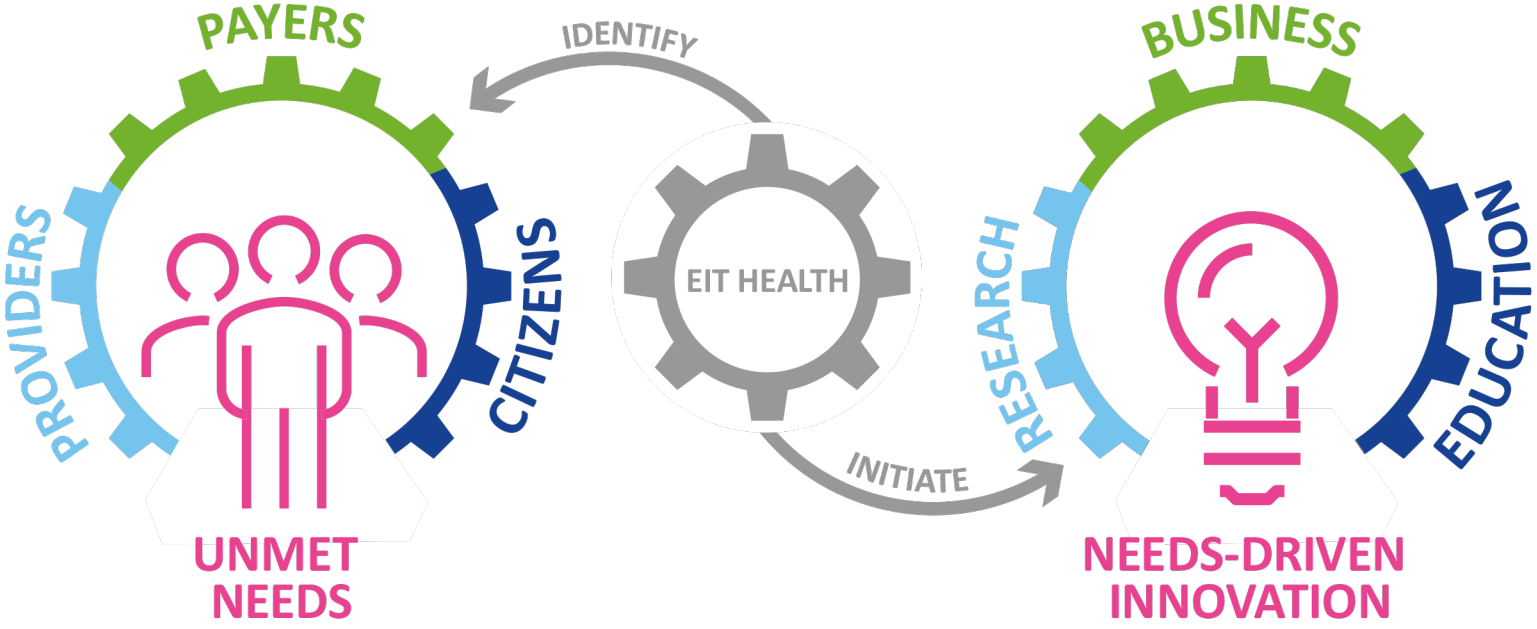
Based on these needs, we **initiate innovation** by bringing together education, business, and research.



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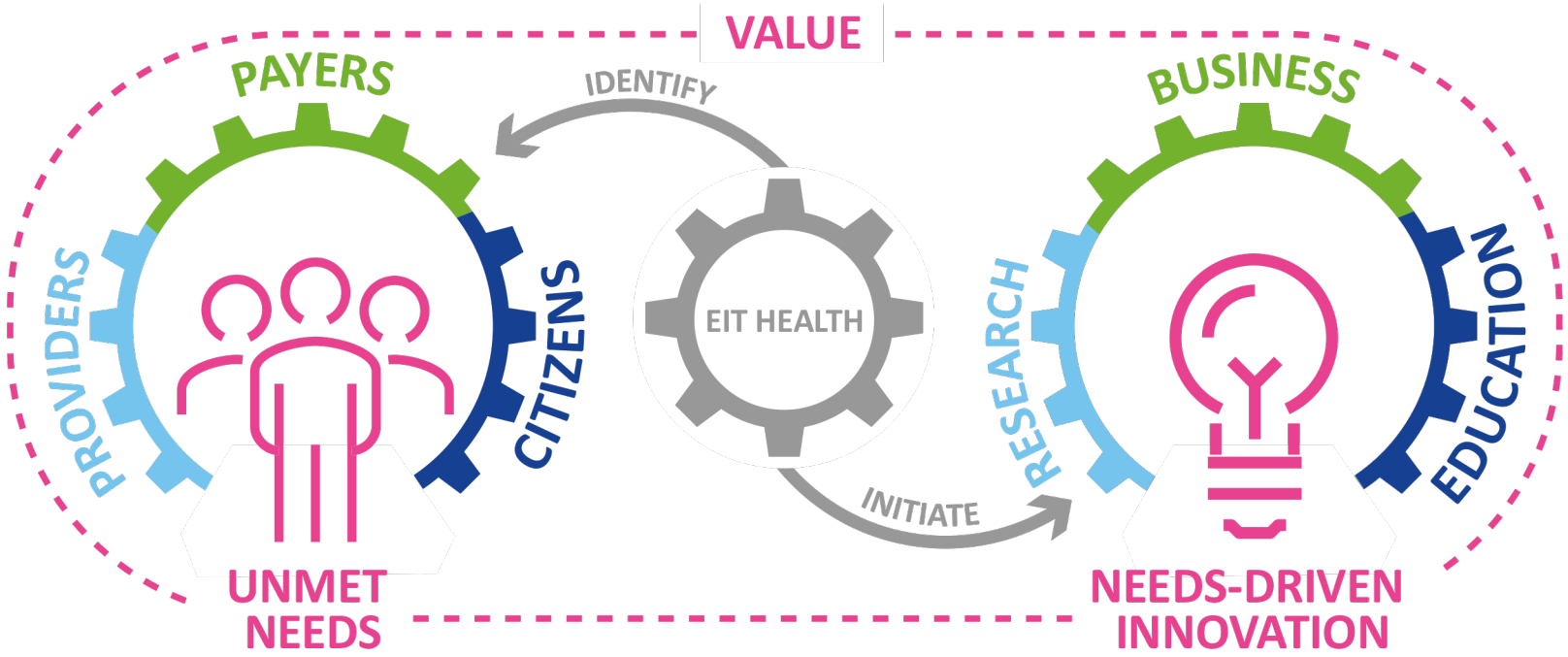
Our value: ensuring that innovation **always addresses the needs of the market and society.**



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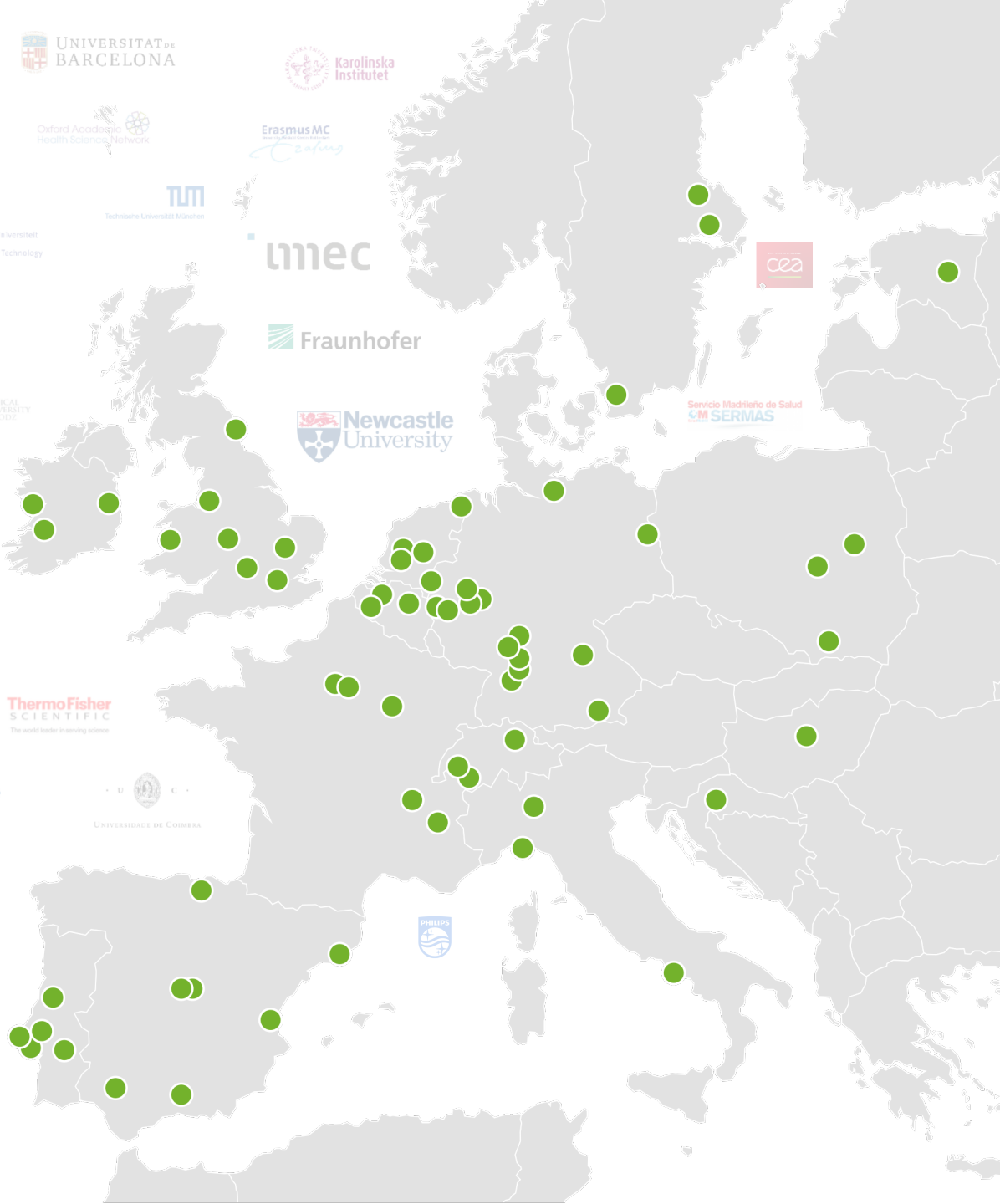
EIT Health is a network of **best-in-class health innovators** backed by the EU.

Co-Location Centres InnoStars Headquarters

eit Health

Over **140 world-class partners** contribute with their visions and assets.



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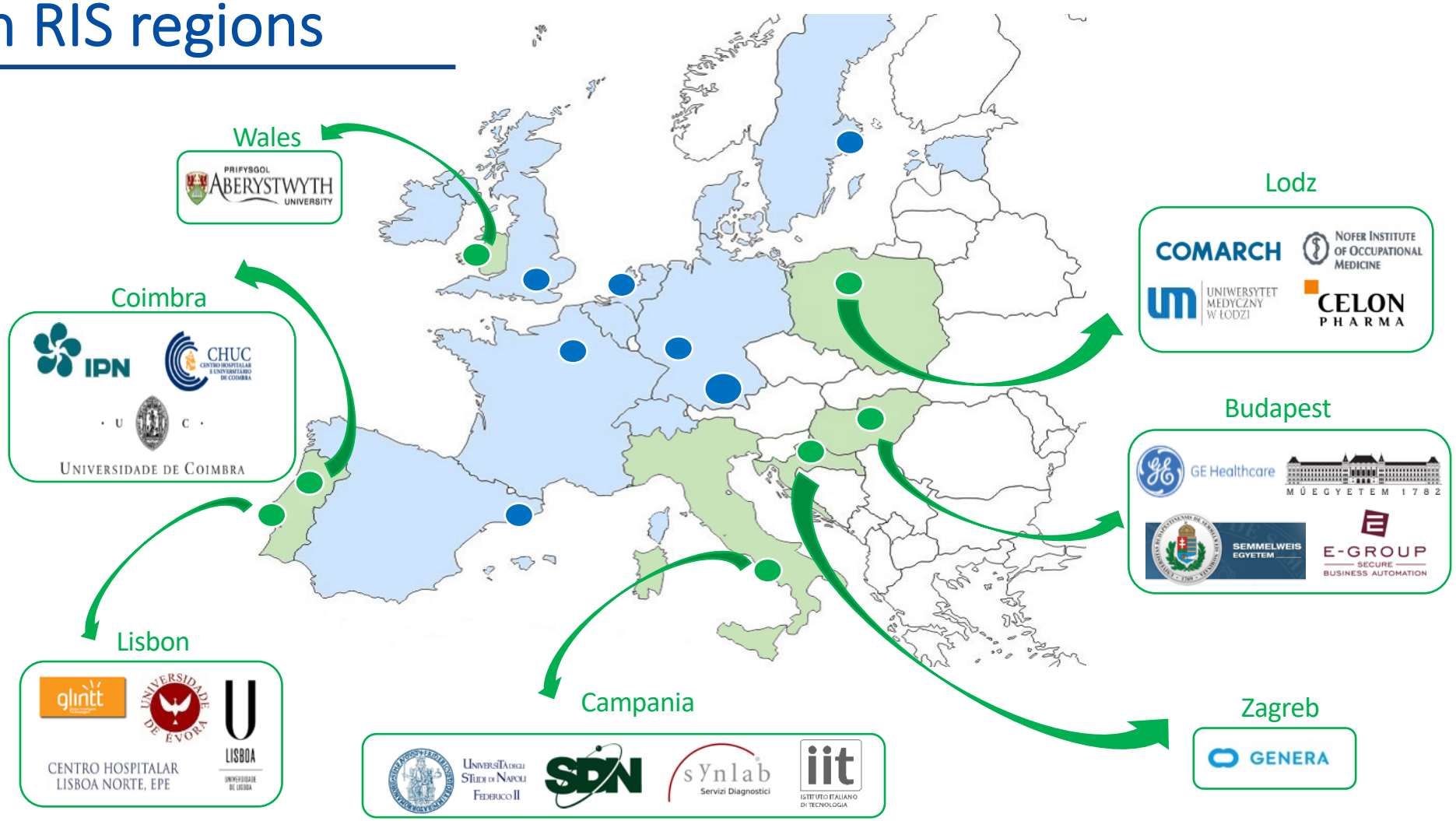
InnoStars are solid beachheads in RIS regions



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InnoStars

- We are the bridge.
  We are here to close the gap.
- Since 2015 with 15 people in the team

Most important partners

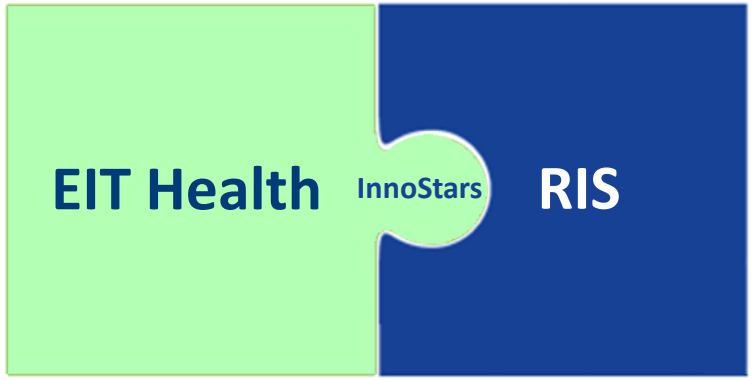
- 4 Core partners
- 18 Associate partners
- 8 RIS Hubs

Why we are special

- We have partners outside EIT Health, who are connected to KIC ecosystem
- We have a strong and sustainable team
- We provide constant growth and stability to the partnership

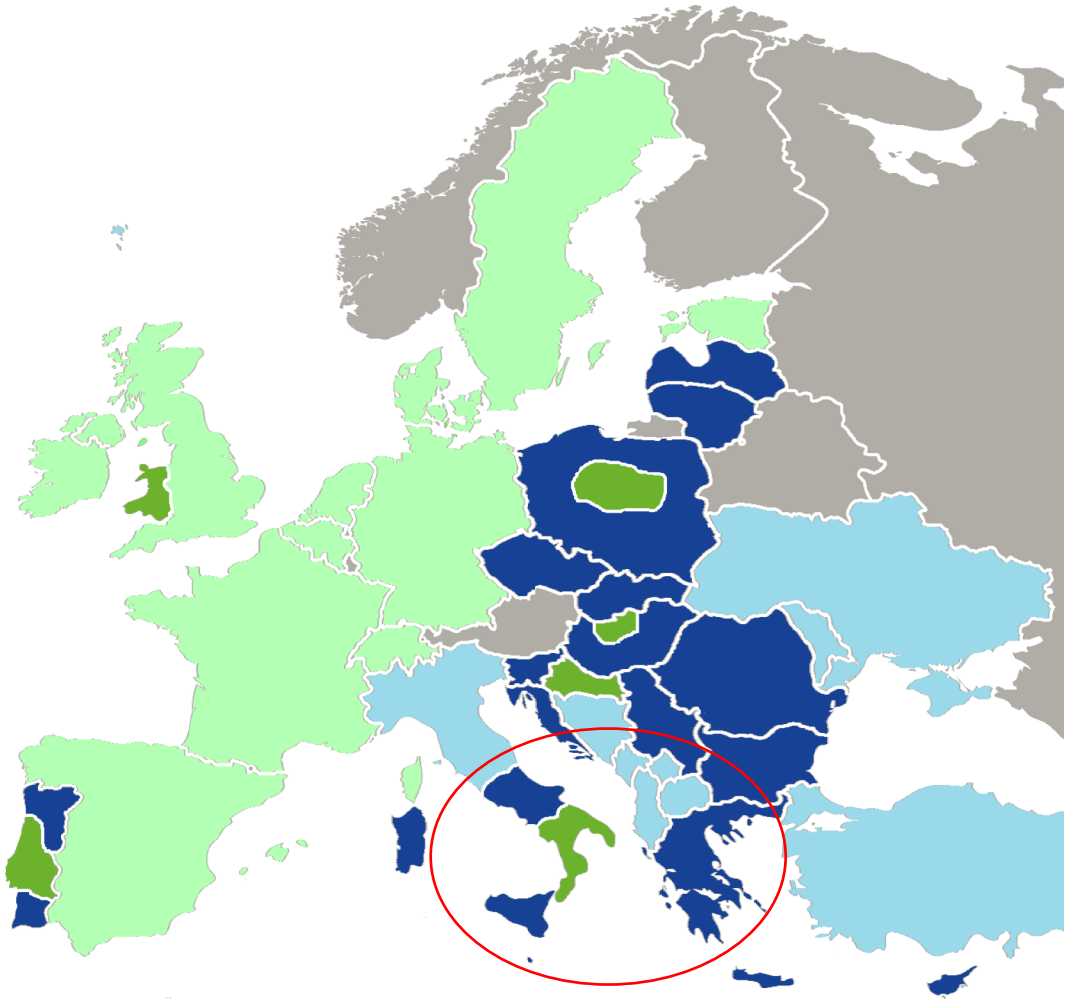
eit Health InnoStars

Ambitious rollout 2017-2020

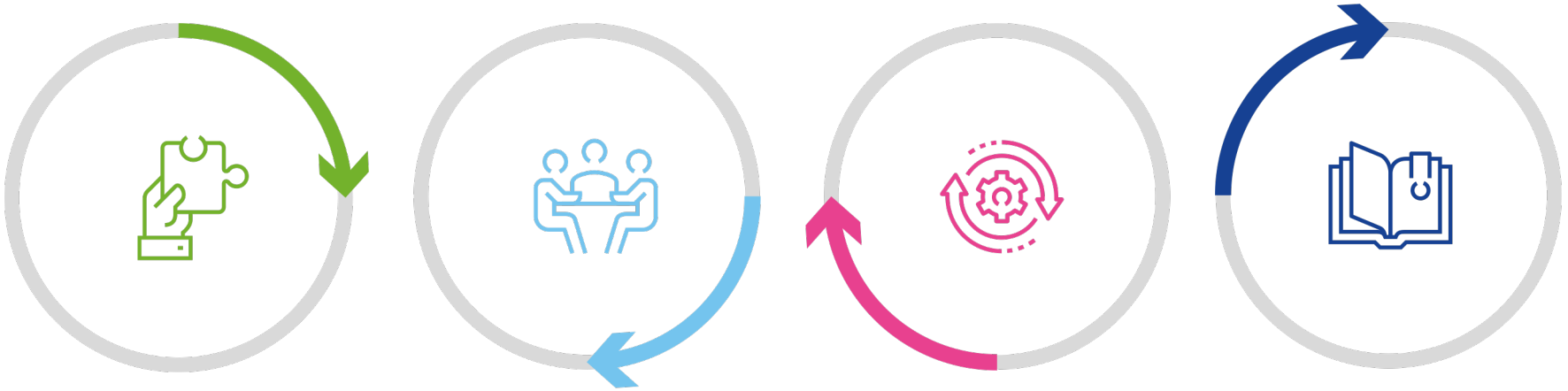


RIS roll-out 2020 InnoStars

- 20 RIS locations
- 60 RIS Partners



What does this mean in practice?

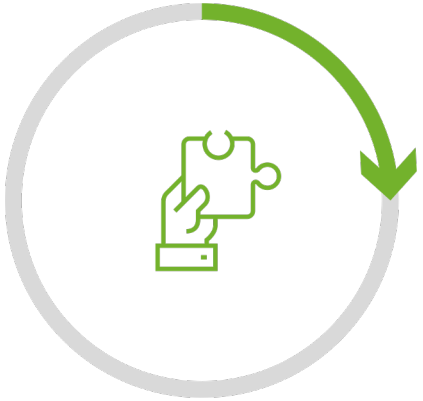


We facilitate. We collaborate. We create. We educate.

eit Health

We facilitate.

- Improving the health of European citizens through innovation
- Fostering collaboration in projects and programmes
- Supporting innovators with funding, expertise, and access



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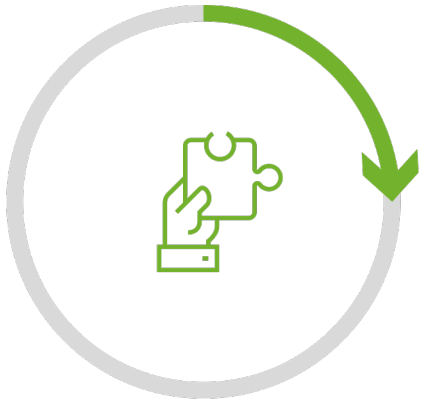
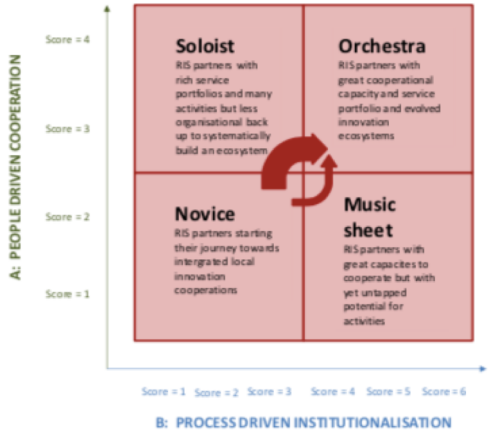
We facilitate.



Example in practice:

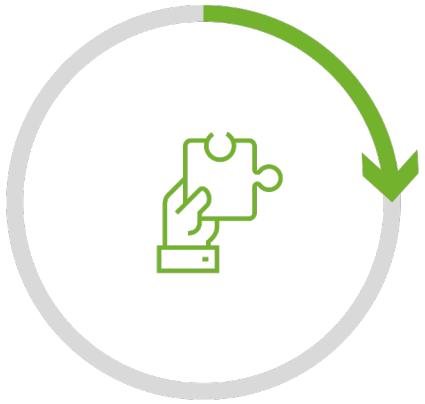
Innovation Assessment Tool

- Common tool to benchmark academia in terms of knowledge triangle integration
- Simple and qualitative tooled validated in several regions of EU
- Connecting moderate innovation regions with core ecosystems in EU
- Testing in 2017, over 15 regions in 2018 pilot



eit Health InnoStars · U · C · MEDICAL UNIVERSITY OF LODZ · Università degli Studi di Napoli Federico II · U Lisboa Universidade de Lisboa · Universitas Budapestinensis de Rebus Oeconomicis Anno 1769

We facilitate.



Example in practice:

Quick Flu Test

The test technology developed
by SensDx facilitates quick identification of specific diseases and allows the user to:

- obtain precise information about the type of a developing condition
- establish a precise diagnosis
- commence the right therapy

SensDx
DIGITAL DIAGNOSTICS

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We collaborate.

- Collaborating across European borders
- Bringing stakeholders to the table
- Building strong links between business, research, and education
- Connecting innovators with payers, public authorities, and investors

We collaborate.

Example in practice:

InnoStarter

InnoStarter

- InnoStars Awards
- Business Idea BootCamps
- Additional support and funding from the regions
- Supporting start-ups in creation real market value

- Tailored support and programmes for start-ups from moderate innovation regions
- Exclusive network of experts and incubators

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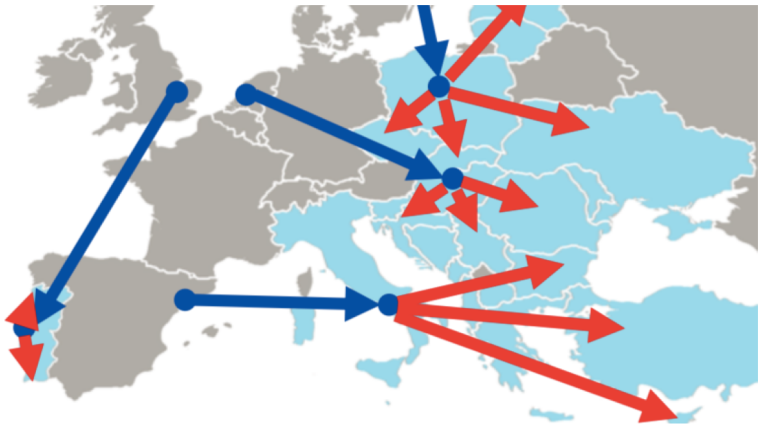
MEDICAL UNIVERSITY OF LODZ

GE Healthcare

We collaborate.

Example in practice:

Knowledge Transfer Project



- Connecting innovation ecosystems
- Enabling creation of new jobs
- Introducing new markets

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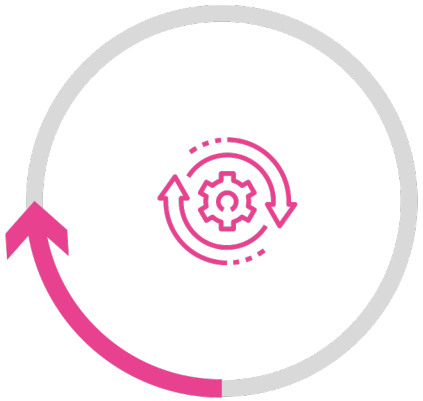
eit Health InnoStars

We create.

- Creating outside-the-box solutions
- Delivering meaningful, new products and services
- Helping create new businesses and jobs



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Example in practice:

Post-stroke Monitoring Service for Patients and HCPs

We create.

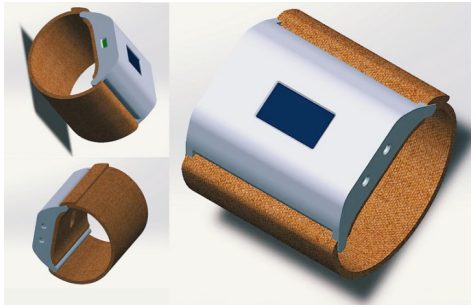
- tool to allow post-stroke patients with difficulty walking to undergo self-rehabilitation at home, with remote follow up from a therapist
- Web-based solution that will reduce the rehabilitation costs by 35%
- Implementation will be simple due to integrated approach of tool for HCPs

eit Health InnoStars · IPN Instituto Pedro Nunes · gmv Innovating Solutions · Sant Joan de Déu Research Foundation · Parc Sanitari Sant Joan de Déu · University Medical Center Groningen · U · C ·

We create.

Example in practice:

Interactive Hydration Controller



- Wearable textile band to monitor the level of hydration in physically active people, young children and seniors
- Simple to use and high accuracy in hydration level
- Ready prototype in trials with humans

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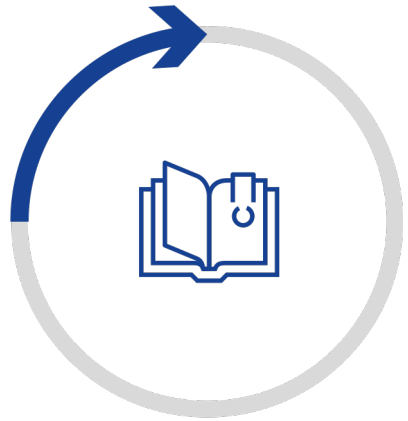
We educate.

- Improving health education
- Promoting healthy lifestyles
- Helping health professionals grow
- Sharing insights and knowledge



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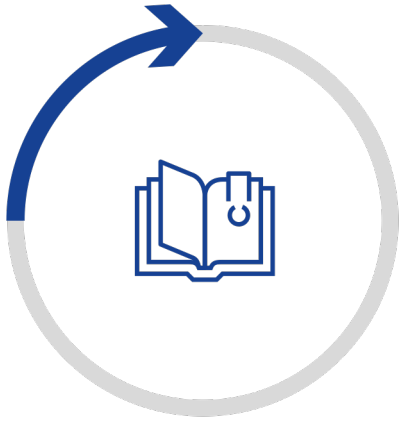

Example in practice:
StarShip Fellowship

- Nine week programme based on Stanford Bio-design with industry immersion
- Developing new solutions in a multidisciplinary work group environment
- Establishing business connections with key healthcare companies also in view of future placement

We educate.

Example in practice:

SmartUp Lab

- Part of curriculum that enables students to be exposed for real-life challenges
- Educational journey into innovation in interdisciplinary teams with possibility of creation of new venture
- Easy to adapt in any university/incubator setting

SMART-UP Lab

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MEDICAL UNIVERSITY OF LODZ

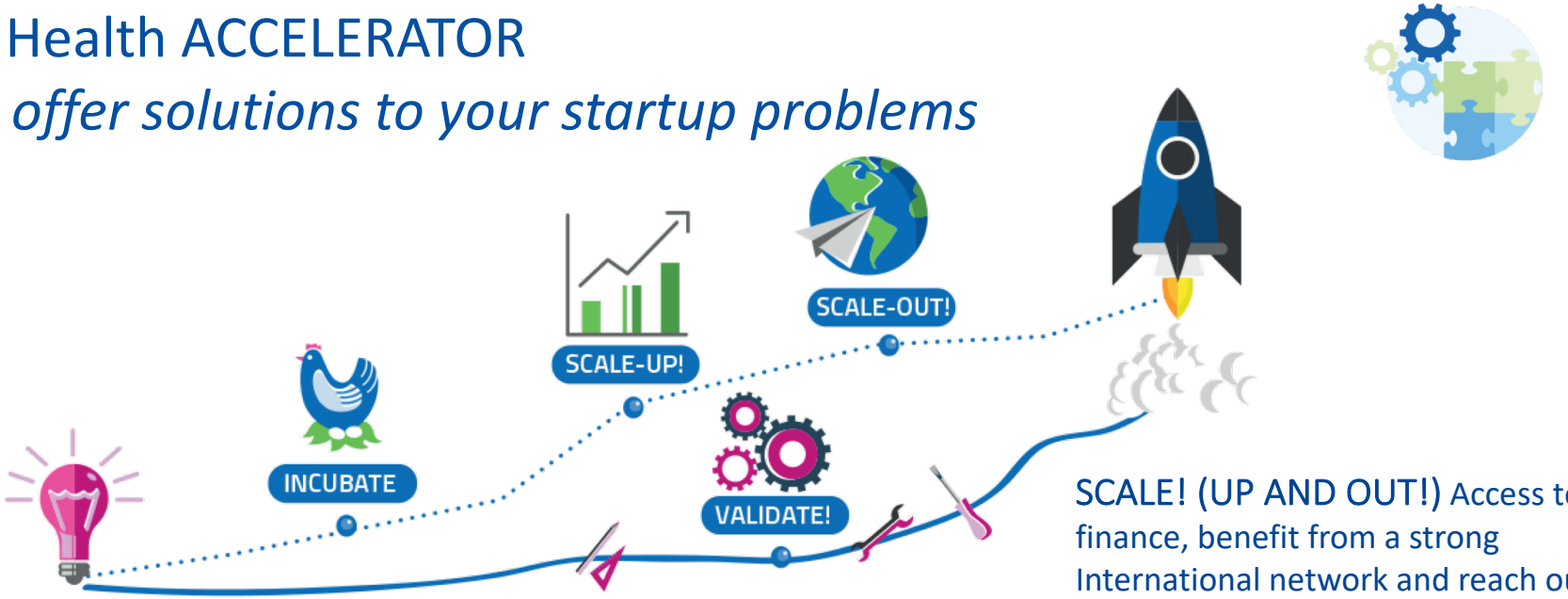
CELON PHARMA

Karolinska Institutet

COMARCH Healthcare

EIT Health ACCELERATOR

We offer solutions to your startup problems



INCUBATE! push forward innovative business ideas

Calls for YE/SUs

- BOOTCAMP (x6)
- Venture Lab
- CaixaImpulse
- Starship
- Wild cards

VALIDATE! Access to data, funding, experts and open innovation ecosystems from our International Partners

Activities/platforms

- Living Labs & Test Beds
- Market Coach Network
- Investors' Network
- Crowdfunding Platform (tbd)
- Point Lab (tbd)
- EU Maps (tdb)
- I-Integrate (tbd)

SCALE! (UP AND OUT!) Access to finance, benefit from a strong International network and reach out to new markets

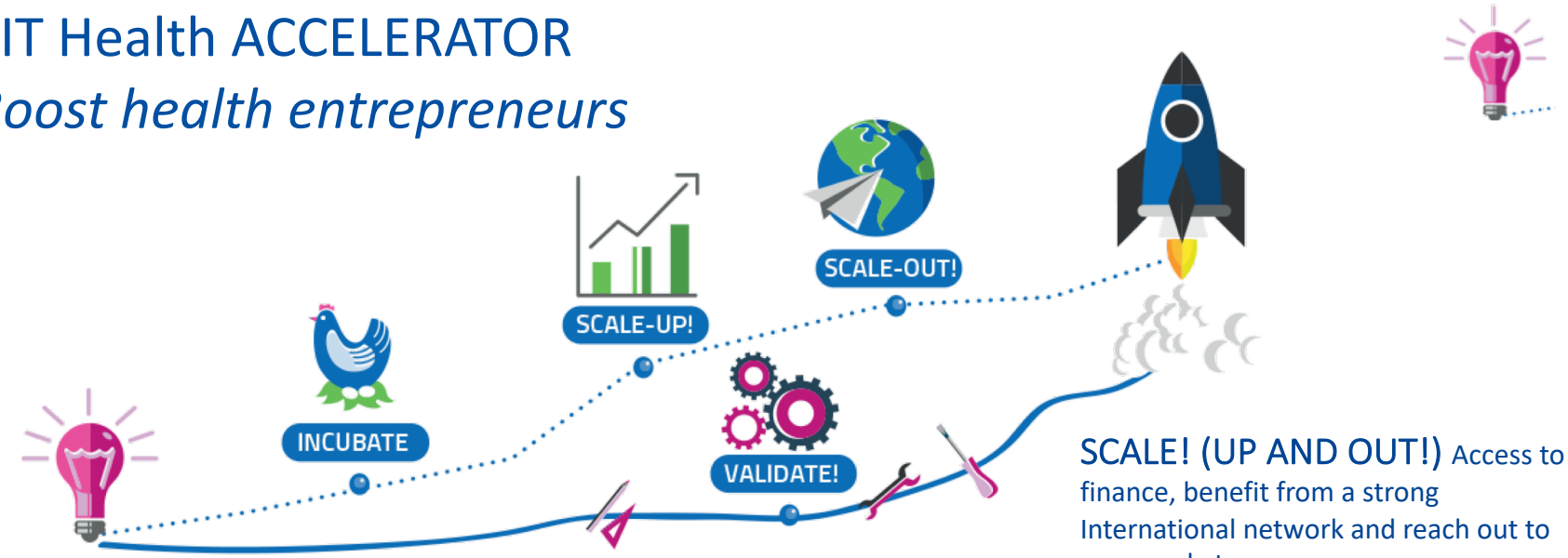
*Calls for SU/SMEs**

- HeadStart funding
- Product/Market Fit
- European Health Catapult
- GO GLOBAL (x4)

http://www.innostarsaccelerator.eithealth.eu

EIT Health ACCELERATOR

Boost health entrepreneurs



INCUBATE! push forward innovative business ideas

VALIDATE! Access to data, funding, experts and open innovation ecosystems from our International Partners

SCALE! (UP AND OUT!) Access to finance, benefit from a strong International network and reach out to new markets

Offers support to young entrepreneurs wanting to develop startups or receive innovation training & support

http://www.innostarsaccelerator.eithealth.eu

- **Who can apply?** Project Leaders must be a legal individual with tertiary qualifications (university graduates, professor or doctor).
- **Other European countries are also encouraged to apply with projects**

CaixaImpulse is an intensive acceleration programme for the **creation of new products and companies in the health and life sciences sector**. This programme is meant to start the translation of health research projects into a market product.

Caixa is looking to support projects for researchers from **universities, research and technology transfer centres, hospitals, foundations and non-profit institutions**, whose main activity is research from Spain and Portugal. Established companies are explicitly excluded.

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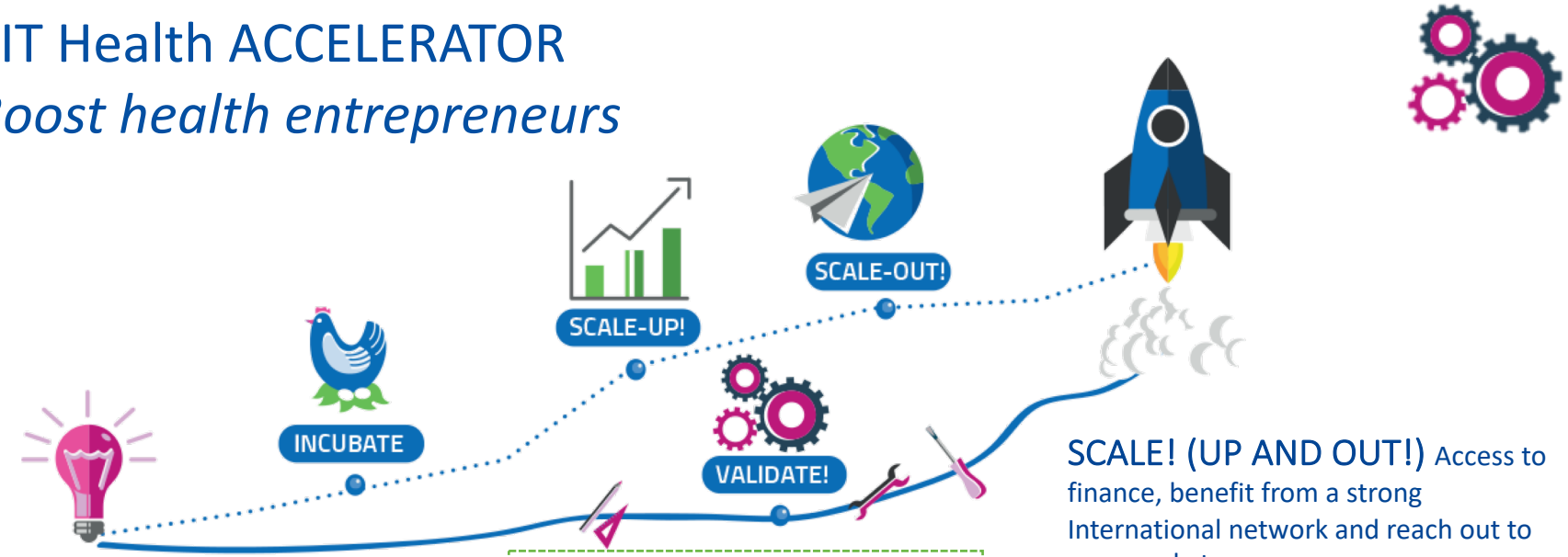
"la Caixa" Foundation

EIT Health ACCELERATOR

Boost health entrepreneurs



INCUBATE! push forward innovative business ideas

VALIDATE! Access to data, funding, experts and open innovation ecosystems from our International Partners

SCALE! (UP AND OUT!) Access to finance, benefit from a strong International network and reach out to new markets

Validate line places emphasis on validating products and services.

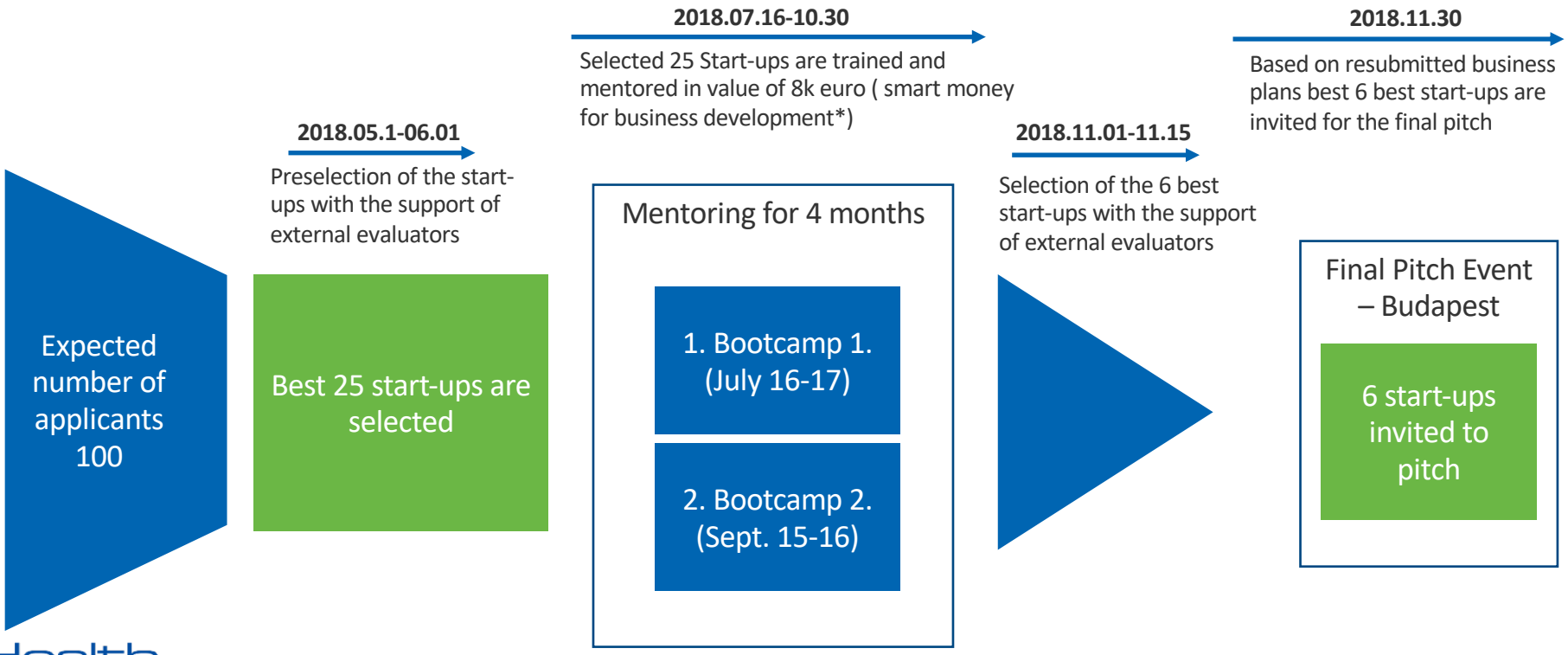
Our network of Living Labs and Test Beds provides entrepreneurs the means to test products throughout the value chain.

Other activities allow entrepreneurs to gain understanding in local/regional regulatory and reimbursement schemes and have access to market experts.

http://www.innostarsaccelerator.eithealth.eu

InnoStars Awards for startups with a MVP or strong idea

Training and competition program for early stage companies and SMEs that provides you European level publicity! Receive € 8 000 none-dilutive funding as smart money for business development, product validation, business plan writing and win awards up to € 25.000 to further develop your MVP or Prototype.



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* 2 Bootcamps, individual mentoring on pitching, business plan writing, 3 validation interviews, and travel support

Headstart funding

- **The purpose of the Headstart funding is to accelerate market entry and create new economic activity**.
- **Best Headstart startups may received additional selected training at the Innostars startup academy**

The EIT Health Headstart Funding Programme is suitable for micro and small enterprises, spin-offs, and start-ups that have a well-developed prototype and are ready to launch a product. Company must be incorporated/registered before the subgranting agreement initiation*

- Provides **funding of up to € 50,000** for early stage companies and SMEs to develop new products and services. These should fit within the overall EIT Health objective: **"Healthy Living, Active Ageing, Improved Health Care."**
- To support the applicants in realizing next steps towards market and shorten time-to-market for innovative products and services
- To verify the need/benefit of the product/service for users/customers/payers/ partners
- To increase the possibility of attracting further private investment

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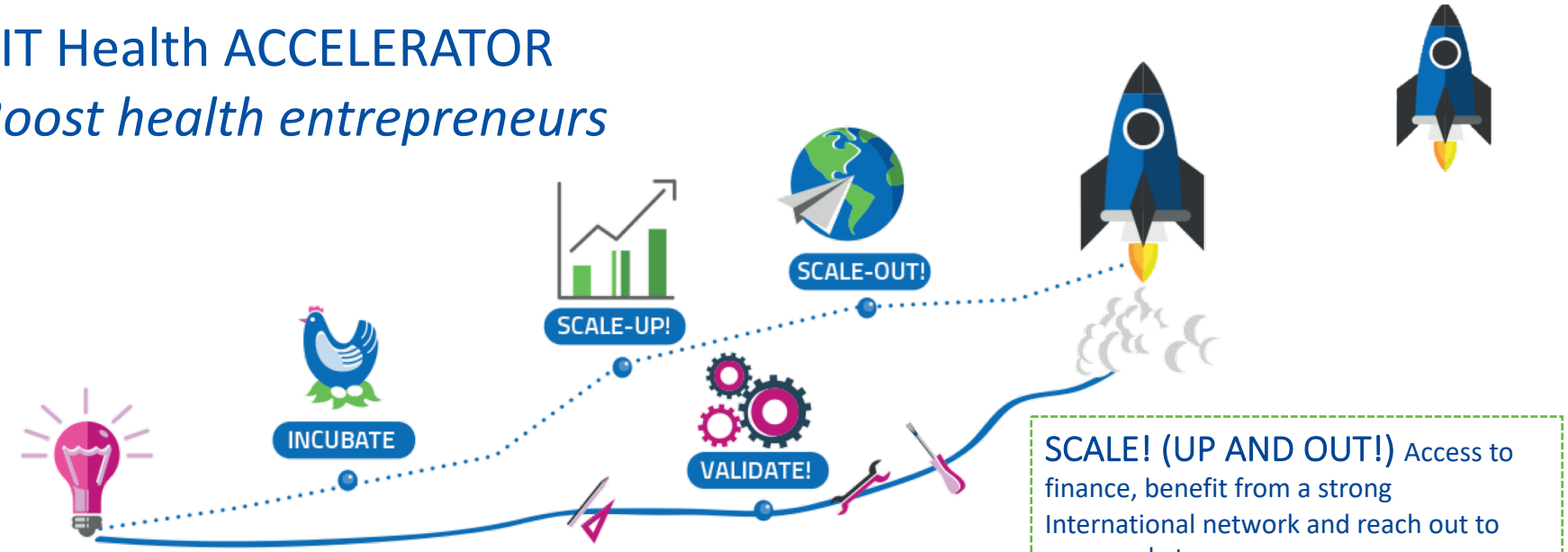
EIT Health ACCELERATOR

Boost health entrepreneurs



INCUBATE! push forward innovative business ideas

VALIDATE! Access to data, funding, experts and open innovation ecosystems from our International Partners

SCALE! (UP AND OUT!) Access to finance, benefit from a strong International network and reach out to new markets

These activities focus on more mature startups and SMEs, to facilitate access to tools and networks for financing and market expansion.

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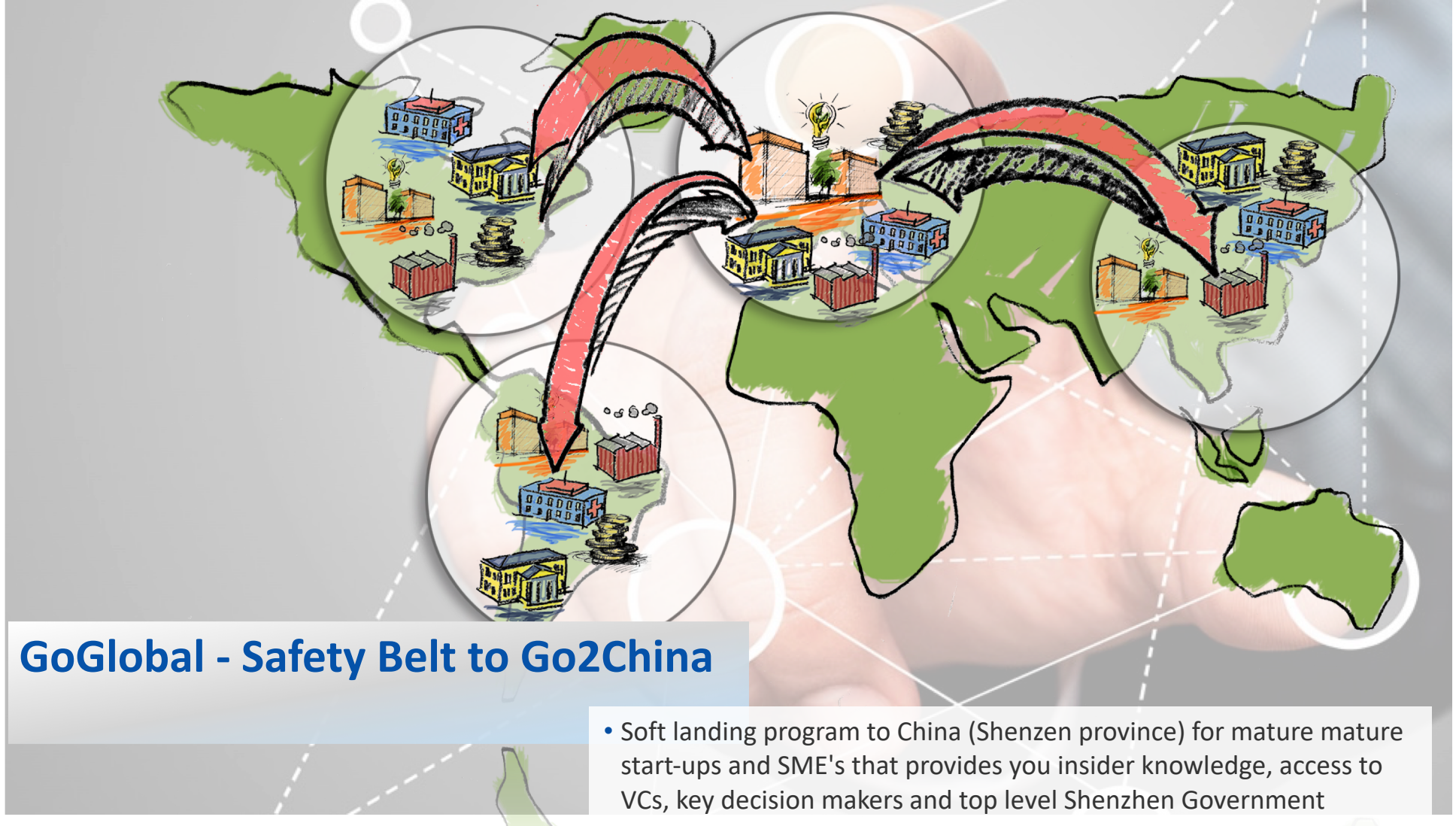
- European Health Catapult is a **training and competition programme dedicated for incorporated companies in MedTech/BioTech/Digital Health.**
- The program brings together international investors and entrepreneurs behind some of Europe's most promising health innovations in Medtech, Biotech and Digital Health categories

- **Stage 1:**
  - Regional selection. Selected startups will participate in the Innostars startup academy

- **Stage 2:**
  - Centralised training and selection days held before 15 October 2018 for each of the three categories
    - Biotech – Leuven, 24 – 26 September 2018
    - Medtech – Grenoble, 1 – 3 October 2018.
    - Digital Health – Erlangen, 8 – 10 October 2018

  - 2 days training with mentors/experts to mature your BP and prepare to pitch in front of investors / Peer to peer connection
  - 1 day to connect with potential investors and EIT Health industry partners

- **Stage 3:**
  - Final selection during **EIT Health Summit, 4-5 December 2018 in Lodz**.
  - Prizes and European visibility – network ++



GoGlobal - Safety Belt to Go2China

- Soft landing program to China (Shenzen province) for mature mature start-ups and SME's that provides you insider knowledge, access to VCs, key decision makers and top level Shenzhen Government exposure.
- Who can apply? A mature start-up or young company that has the ambition to **expand on the international market**, companies should already have valuable international partnerships, strong references or sales in their home company.

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E-GROUP
SOFTWARE & BEYOND

KTI development

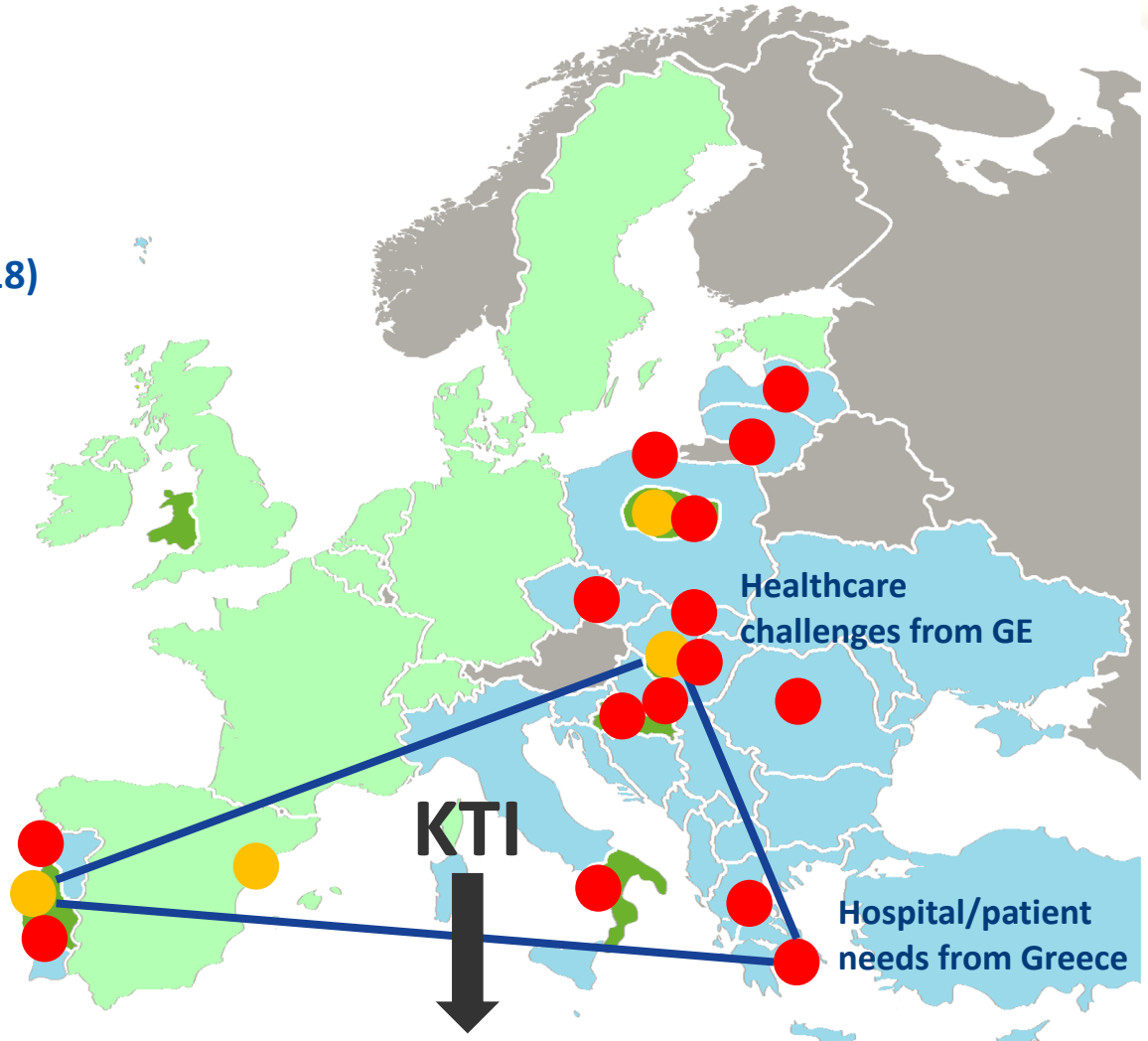
The Starship program

eit Health

• StarShip – education without borders

Education modules (4 locations)

StarShip fellows (24 talents from 15 regions in 2017, 32 talents in 2018)



Innovative project to tackle drug administration problems in hospitals

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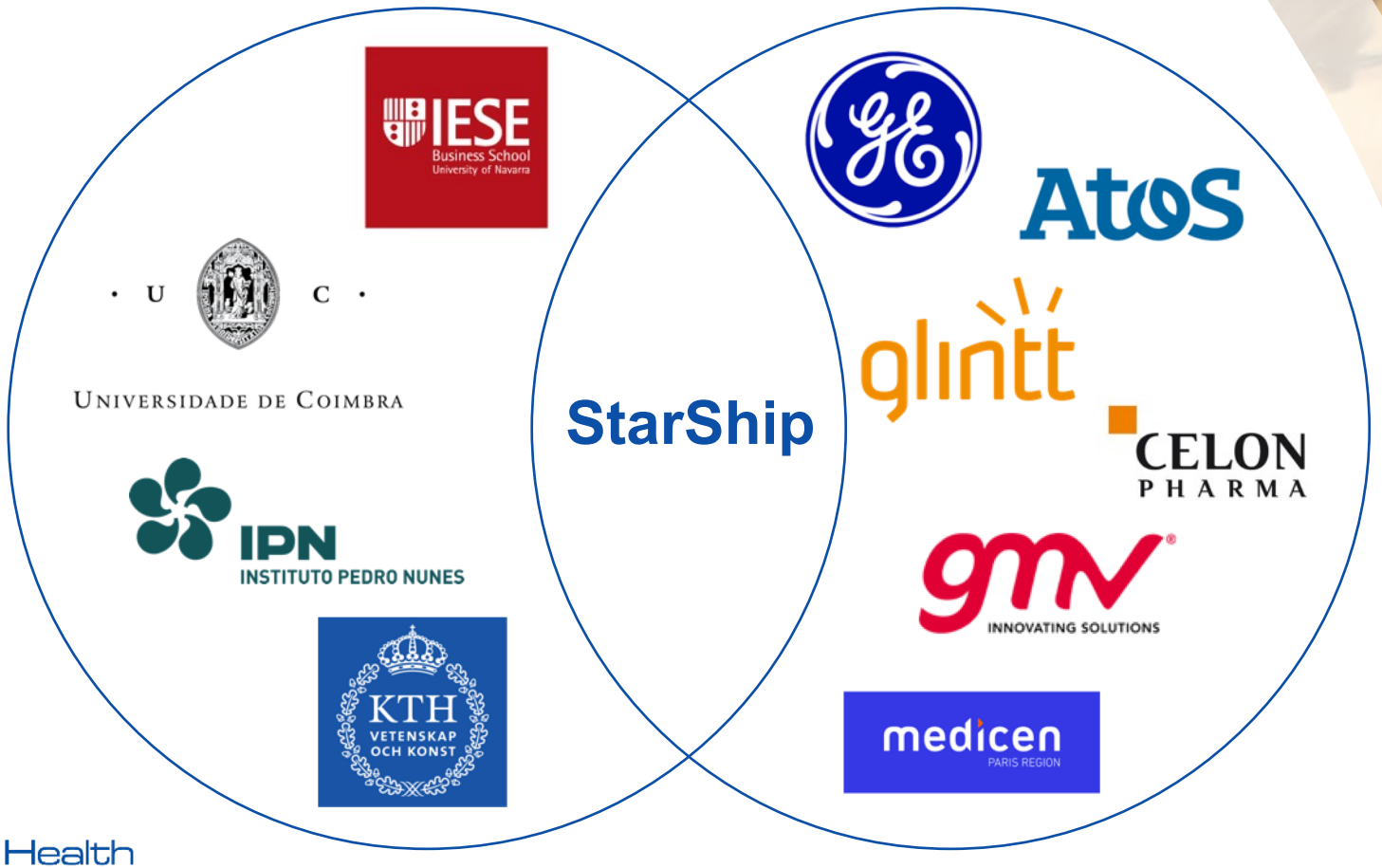
StarShip – academia industry collaboration

Innovative education approaches from academia

Healthcare challenges from industry



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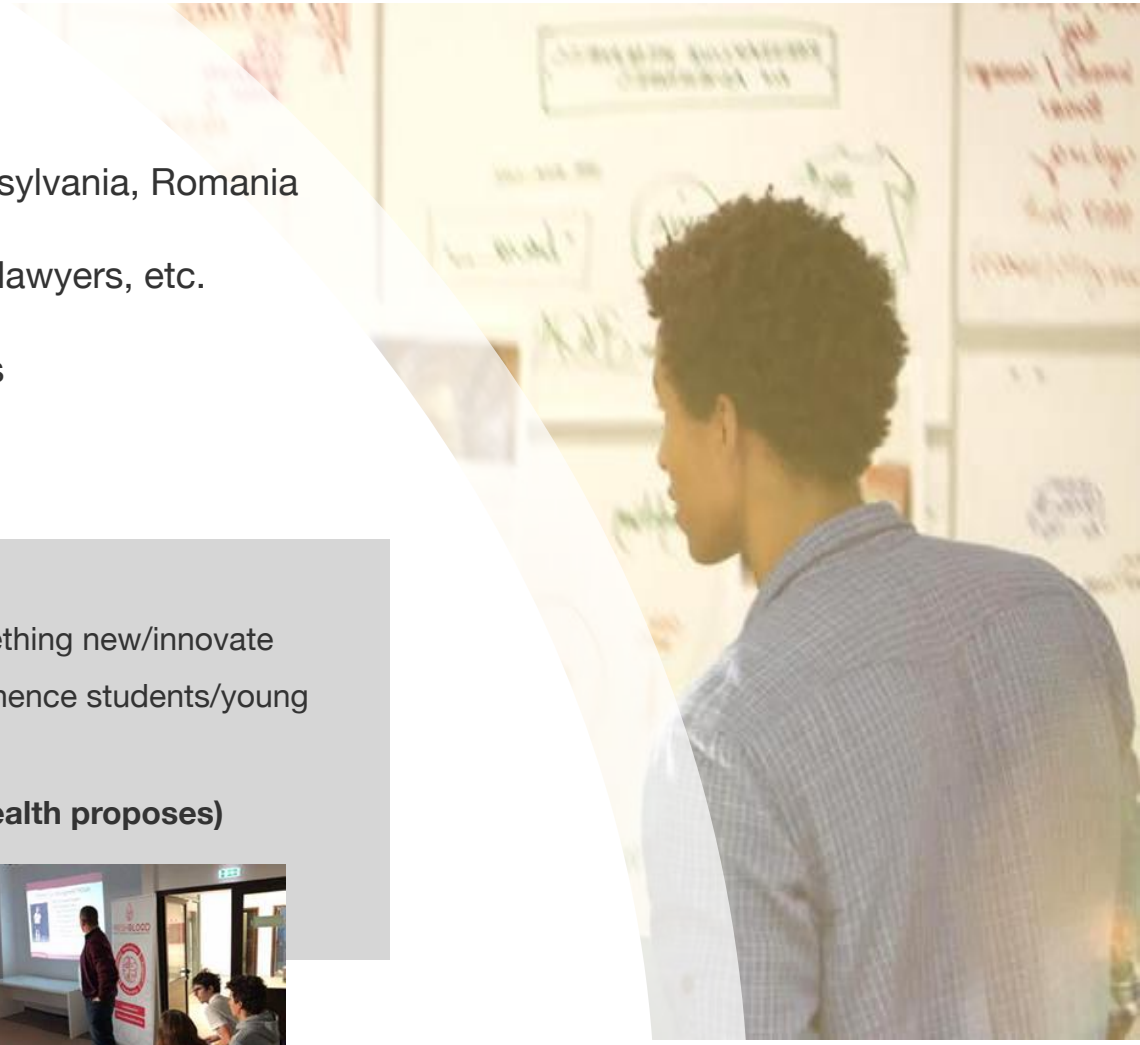
FreshBlood HealthTech Community

- Started in Autumn 2016 as a healthtech community in Cluj-Napoca, Transylvania, Romania
- Members are MDs, pharmacists, students, IT specialists, psychologists, lawyers, etc.
- 20+ meetups organized so far in Cluj, Bucharest, Timisoara, Targu-Mures
- Support for university run innovation programs:

Vision:

- People already dependent on the system have a limited availability to try something new/innovate
- You have to find and expose them when they are still relatively independent – hence students/young specialists/resident doctors
- **Educational programs with a practical dimension are essential (like EITHealth proposes)**

Innovation Competition Training at
UMF Cluj-Napoca
October 2017
www.asaih.ro



FRESHBLOOD & eit Health

March 2017
1 Romanian
In Starship

2017

5 Romanians in
EITHealth Summer
Schools

FreshBlood
Becomes partner of
Using EITHealth
provided Content

2018

May 2018
8 Romanians in
Starship

April 2018
FreshBlood HealthTech
becomes
EITHealth Hub for Romania

?

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www.twitter.com/FreshBloodRo
hello@freshblood.ro

FRESHBLOOD As eit Health HUB in 2018

1. **Strengthen the community**

   Identify the people (students, junior doctors) actively involved or interested in healthcare innovation and grow them with the EITHealth Campus

2. **Foster healthcare innovation**

   Identify, mentor and recommend Romanian healthcare startups to EITHealth Acceleration

3. **Build projects and partnerships**

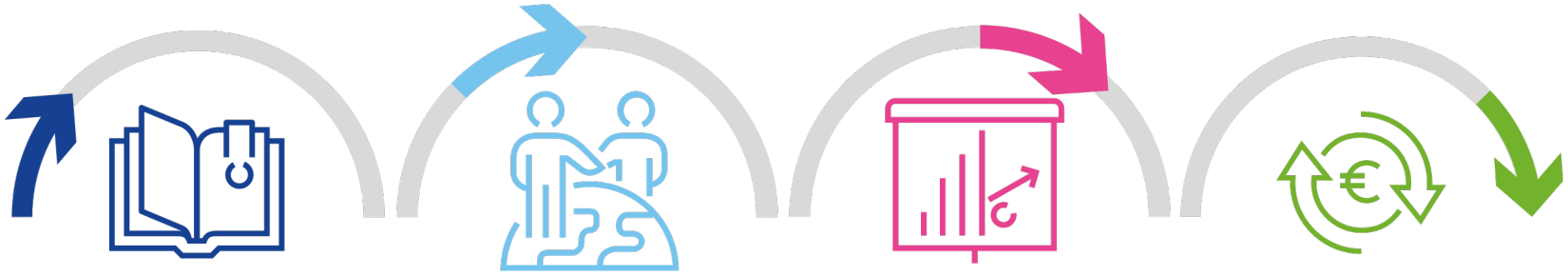
CLUJ IT · BABEȘ-BOLYAI UNIVERSITY · UNIVERSITATEA TEHNICĂ DIN CLUJ-NAPOCA · USAMV Cluj-Napoca · Universitas Medicinae et Pharmaciae Napocensis · ARIES Transilvania the most representative Romanian regional IT association

Putting Romania on the Healthcare Innovation Map

Only TOGETHER

eit Health

What this means for partners & stakeholders



Access to **knowledge.**

Access to **stakeholders.**

Access to **market.**

Access to **finance.**

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What this means for the public

Strengthening healthcare systems in Europe

Promoting better health of citizens

Contributing to a sustainable health economy in Europe

eit Health

Everything we do aims to **improve the health of European citizens.**
We believe that innovation is the key to this goal.

eit Health

Thank you.

eithealth.eu

Athens, 11 September 2018

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