Creating novel solutions that make healthy lives a reality for all

Inês Matias
InnoStars Business Creation Project Manager
2019
Everything we do aims to improve the health and well-being of European citizens. We believe that innovation is the key to this goal.
What does this mean in practice?

**We educate.**
- Improve health education
- Support health professionals growth
- Citizen engagement activities
- Skill development programmes

**We facilitate.**
- Innovation projects and start-up programmes
- Access to funding, expertise and to the market
- Rapid breakthrough ideas implementation

**We collaborate.**
- Bring stakeholders to the table
- Build strong links between business, research, education
- Connect innovators with payers, public authorities, investors
- Build a stronger health ecosystem in Europe

**We create.**
- Best-in-class health innovators who create out of the box solutions.
- Support to deliver meaningful, new products and services
A strong partnership across Europe

- International HQ
- More developed regions in healthcare innovation
- InnoStars regions (emerging markets)
- EIT Health Hubs (RIS)
A strong partnership across Europe

CLC UK/Ireland

CLC Belgium/Netherlands

CLC Spain

CLC France

CLC Germany

InnoStars

CLC Scandinavia
Accelerator Opportunities for 2019

[This is a preliminar overview of 2019 BC opportunities. Please confirm final dates in EIT Health Accelerator website https://www.eithealth.eu/accelerator and Innostarter website for more recente updates]
EIT Health ACCELERATOR
Supporting healthcare entrepreneurs at every stage of the process

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
Where do I fit?
Dozens of Accelerator opportunities at your fingertips

[I am at the idea/project stage]
INCUBATE!
Pushing forward innovative business ideas:
- Jumpstart
- Innostars Awards
- Bootcamp intensive programmes
- Venture Lab programme
- CaixaImpulse

FOR WHOM:
Early entrepreneurs, scientists wanting to develop start-ups or receive innovation training and assistance.

[I have a product/service ready to be tested]
VALIDATE!
Validating the commercial viability:
- Living Labs & Test Beds Network
- Mentoring & Coaching Network
- Headstart Funding

FOR WHOM:
Start-ups looking to:
- validate products and services.
- understand local/regional regulatory and reimbursement schemes.
- have access to market experts.

[I am ready to grow]
SCALE!
Facilitating access to finance:
- European Health Catapult
- Investors Network
- Equity-Crowdfunding Platform

Facilitating market expansion:
- Bridgehead – Incubator Network
- GoGlobal Programme
- Gold Track

FOR WHOM:
These activities focus on more mature start-ups and SMEs, to facilitate access to tools and networks for financing and market expansion.
FOR WHOM:
Early entrepreneurs, scientists wanting to develop start-ups or receive innovation training and assistance.
Focus on education

INCUBATE!

Pushing forward innovative business ideas
EIT Jumpstarter

EIT Health, EIT Raw Materials and EIT Food jointly launch the EIT Jumpstarter to improve cross-sectorial innovation performance in EIT RIS countries along the following.

**Main purpose:** start building a business model and a pitch deck with a business model canvas, competitive landscape, go-to-market strategy, roadmap.

**For whom:** teams of individuals/start-ups with an innovative idea in any of the thematics areas. Maximum 2 members per team.

**Thematic areas:**
- Food
- Biotech, Medtech, Digital Health
- Raw Materials

**Grant:** up to €12 000. Funding should be spent in 2019.

**Regions:** Applicants from all over Europe, with regional selection.

**Register:** EIT Health Optimy platform.

**Deadline:** 1 March

**Contact:** Regional Manager and Business Creation team.
InnoStars Awards

InnoStars Awards is suitable for micro and small enterprises, spin-offs and start-ups that already have a prototype or a MVP.

**Main purpose:** Support the applicants in realizing next steps towards the market and shorten time-to-market for innovative products and services.

**For whom:** Start-ups and SMEs that already have a prototype or a MVP. Companies should be incorporated before the sub grant agreement initiation.

**Thematic areas:** EIT Health objectives: Healthy Living, Active Ageing, Improved Health Care.

**Grant:** up to €30 000. Funding should be spent in 2019.

**Regions:** Applicants from all over Europe, with regional selection.

**Register:** EIT Health Optimy platform.

**Deadline:** 27 March

**Contact:** Regional Manager and Business Creation team.
## Bootcamps

<table>
<thead>
<tr>
<th>Bootcamp</th>
<th>Duration</th>
<th>Participants per Team</th>
<th>Where</th>
<th>Thematic Area</th>
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<tr>
<td>CRAASH Barcelona</td>
<td>12 weeks (Apr-Nov ‘19)</td>
<td>3 entrepreneurs</td>
<td>Barcelona, road trips to Paris, Delft and Boston</td>
<td>Medical device, diagnostic, digital innovations</td>
<td>Raquel Riera (<a href="mailto:rriera@biocat.cat">rriera@biocat.cat</a>)</td>
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<tr>
<td>@Delft</td>
<td>8 consecutive weeks (Aug-Oct ‘19)</td>
<td>2 entrepreneurs</td>
<td>Delft, road trips to Denmark, Belgium and Spain</td>
<td>Medical technologies</td>
<td>Tjarda Voorneman (<a href="mailto:tjarda@yesdelft.nl">tjarda@yesdelft.nl</a>)</td>
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<tr>
<td>MedTech</td>
<td>8 consecutive weeks (Sept-Nov ‘19)</td>
<td>2 entrepreneurs</td>
<td>Germany, road trips to Coimbra, Paris, Barcelona and Lodz</td>
<td>Medical technologies</td>
<td>Heike Leutheuser (<a href="mailto:heike.leutheuser@fau.de">heike.leutheuser@fau.de</a>)</td>
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<tr>
<td>Digital Health Validator</td>
<td>8 consecutive weeks (May-July ‘19)</td>
<td>2-4 entrepreneurs per team</td>
<td>Dublin, road trips to Grenoble, Newcastle, Madrid</td>
<td>Digital Health</td>
<td>Gavan Drohan (<a href="mailto:gavan.drohan@tcd.ie">gavan.drohan@tcd.ie</a>)</td>
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<tr>
<td>E-Boat</td>
<td>8 weeks (tbd)</td>
<td>2 entrepreneurs</td>
<td>Dublin, Lodz, Baltic Cruise Hackaton</td>
<td>Mobile health solutions</td>
<td>Joanna Baranowski (<a href="mailto:joanna.baranowska@umed.lodz.pl">joanna.baranowska@umed.lodz.pl</a>)</td>
</tr>
</tbody>
</table>

### Main purpose: Training bootcamps that support applicants to discover the business potential of their businesses/business idea.

### For whom: teams of individuals or Start-ups. Master students, Postdocs, Ph students, scientists, other.

### Regions: Applicants from all over Europe.

### Register: EIT Health Optimy platform

### Deadline
- Wave 1: 11 January to 13 March
- Wave 2: 8 April to 17 June
Venture Lab Programme – Plus Bootcamp

Venture Lab is an intensive health-focused accelerator that helps aspiring individuals/teams through an extended period of coaching and training.

**Main purpose**: it provides **academic, business and industrial expertise** to ensure that participants have an unique opportunity to **improve all aspects of their businesses** and advance their innovative ventures.

**For whom**: early state life-science and health care teams/start-ups **with an initial prototype**. 2 entrepreneurs per team.

**Thematic areas**: Biotech, Medtech, e-health

**Where and When**: 

- Main programme in Budapest, satellite programmes are offered in Lodz (Poland) and Debrecen (Hungary).
- **24 weeks** (Apr-Oct ‘19)

**Regions**: Applicants from all over Europe.

**Register**: EIT Health Optimy platform

**Deadline**: 13 March

**Contact**: Daniel Szemerey (daniel@hvlab.eu)
Caixa Impulse

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

**Main purpose:** This programme is designed to start the translation of health research projects into a market-ready product.

**For whom:** project leaders with research in the health and life sciences sectors. Established companies are explicitly excluded. 3 researchers per team from universities, hospital or non-profit organizations.

**Thematic areas:** Health, Life Science sectors.

**Grant:** between €70K – 100K (plus travel expenses for candidates from outside Spain)

**Where and When:**

Barcelona

4 weeks (July-Nov ’19) + 18 months for creating and implementing a valorisation and commercialisation plan aimed at making use of protected or protectable assets resulting from research

**Regions:** Spain. Other European countries are also encouraged to apply.

**Register:**
www.convocatoriaslacaixa.org/Convocatorias/login.iface?id ioma=3

**Deadline:** 18 March

**Contact:** Belen Perat (bperat@fundaciolacaixa.org)
VALIDATE!

Validating products and services commercial viability

FOR WHOM:
Start-ups looking to:
• validate products and services.
• understand local/regional regulatory and reimbursement schemes.
• have access to market experts.
Focus on validation.
**Networks**

**Living Labs & Test Beds**

More than 40 in Europe which can support the innovation process throughout the different phases of the value chain (ideation, co-creation, validation and scale-up), with the final goal of enhancing the conception of fully market-ready products with high added value and a high probability of success.

**Main purpose:** The programme aims to improve products/services by allowing the validation, co-creation and ideation with the end-user in a real environment.

**For whom:** Registered European start-ups, SMEs and innovation projects that want to test and improve their product.

**Register:** http://connections.eithealth.eu/group/intranet/livinglabs

**Deadline:** 25 January, 29 March, 24 May, 12 July, 13 September, 25 October

**Contact:** Jagadeesh Gandla (jagadeesh.gandla@eithealth.eu)

**Mentoring and Coaching Network**

Mentoring and Coaching Network gathers subject matter experts and top-of-the-line mentors from all over Europe to help with specific needs of start-ups in medtech, biotech and digital health.

**Main purpose:** to support start-ups/SMEs with specific needs.

**For whom:** Experts willing to mentor and entrepreneurs, start-ups, SMEs and innovation projects seeking mentors.

**Register:** https://eithealth.chronus.com/

**Deadline:** ongoing

**Contact:** Jagadeesh Gandla (jagadeesh.gandla@eithealth.eu)
Headstart Funding

Headstart provides funding for early stage companies to develop new products and services. Selected companies will work on their product launch project with support from the regional managers to access local and EIT Health networks.

**Main purpose:** support emerging companies and SMEs to develop new products and services.

**For whom:** Start-ups and SMEs, with regional selection, incorporated before the sub granting agreement initiation.

**Thematic areas:** EIT Health objectives: Healthy Living, Active Ageing, Improved Health Care.

**Grant:**

- Maximum funding is € 50 000
- Co-investment of 25% required (Innostars regions)
- Funding should be spent in 2019

**Regions:** Applicants from all over Europe, with regional selection.

**Register:** EIT Health Optimy platform.

**Deadline:** 27 March

**Contact:** Regional Manager or Business Creation team.
SCALE!

Access to finance, benefit from a strong international network and reach out to new markets

**FOR WHOM:**
These activities focus on more mature start-ups and SMEs, to facilitate access to tools and networks for financing and market expansion. Focus on growing and expanding.
European Health Catapult

A training and competition programme that boosts the development of European top notch health start-ups.

Main purpose: The programme exposes start-ups to high quality experts and international investors through intensive and multi-channel involvement of the whole EIT Health community.

For whom: incorporated micro and small enterprises (<50 employees)

- Looking for at least 500K EUR investment
- Self-valuation of at least 1Mio EUR
- Drug development projects are eligible

Thematic areas: Biotech, Medtech and Digital Health

Grant: In each category the first place will be awarded with €40 000, the second place with €20 000 and the third prize with €10 000.

Regions: Applicants from all over Europe.

Register: https://www.europeanhealthcatapult.eu/

Deadline: 27 March

Contact: Anna Badurska (anna.badurska@capdigital.com)
European Health Catapult

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Regions: Applicants from all over Europe.

Register: https://www.europeanhealthcatapult.eu/

Deadline: 27 March

Contact: Anna Badurska (anna.badurska@capdigital.com)

ADDITIONAL PERK

All eligible EHC Digital Health applications will receive a basic scholarship, every regional winner (i.e., semifinalist) will receive a premium scholarship of the One Million by One Million.

One Million by One Million (1Mby1M) is the first global virtual accelerator, headquartered in Silicon Valley. We aim to nurture a million entrepreneurs to reach a million dollars each in annual revenue and beyond, thereby creating a trillion dollars in global GDP and ten million jobs.

More info: https://1m1m.sramanamitra.com/
Investors Network

Investors’ Network has been designed to match especially the need for a first financing round but also follow-up investments of EIT Health life science start-ups.

For whom:

- Incorporated Start-ups and SMEs looking to raise between €0.5 M - €30 M in the next 6 months or year.
- Technical PoC or prototype done.
- Public grants and money raised (~€200K).
- High growth, turnover x2/year at least
- Ambition of Peak sales > €10 M
- Clear exit for investors < 7 years

Register: EIT Health Optimy platform.

Deadlines: Ongoing, with quarterly cut-off dates for evaluation.

Contact: Caroline Sai (operations@angelssante.fr)
Go Global

Go Global provides companies with the competence needed for growth and international expansion. It consists of four complementary programmes addressing different regions.

Main purpose: to provide the start-up/SME with the competence needed for growth and international expansion.

For whom: Mature start-ups or SMEs with the ambition to expand their international market reach.

Thematic areas: Biopharma, Life Sciences, MedTech, Digital Health

Register: EIT Health Optimy Platform

Deadlines: 27 March

Contacts:

Canada Programme
Olivier Fontaine
(ofotaine@medicen.org)

MedTech/Digital Health – Europe, US, China, Japan
Olof Berglund
(olof.berglund@sting.co)

Start.Smart.Global Japan & Korea
Stephanie Wehnelt
(wehnelt@bio-m.org)

MedTech Exchange Accelerator - China
Benjamin Stöcklein
(benjamin.stocklein@medical-valley-emn.de)
Gold Track

Gold Track is an acceleration programme for high-potential health start-ups and SMEs to become global players.

**Main purpose:** It aims to **pair these ventures with high-profile influencers that set strategic goals** following an individualised connection approach. Account managers then offer support by monitoring your progress and opening networks.

**For whom:** Mature start-ups or SMEs with the ambition to expand their international market reach.

**Thematic areas:** EIT Health objective: Healthy Living, Active Ageing, Improved Health Care.

**Register:** EIT Health Optimy platform.

**Deadlines:** Application start date to be announced in early spring

**Contact:** Joy Cürten (joy.cuerten@eithealth.eu)

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Equity Crowdfunding platform

Crowdfunding platform is the first European cross-border crowdfunding platform specifically aimed at more mature healthcare start-ups and SMEs. Applying start-ups undergo a comprehensive selection process.

**For whom:** Mature start-ups or SMEs searching for equity of at least €500k

**Thematic areas:** MedTech, Digital Health

**Register:** [https://comingsoon.aescuvest.eu/](https://comingsoon.aescuvest.eu/)

**Deadlines:** Ongoing

**Contact:** Jörg Diehl (joerg.diehl@aescuvest.eu)
Where do I fit?
Dozens of Accelerator opportunities at your fingertips

[I am at the idea/project stage]

**INCUBATE!**

Pushing forward innovative business ideas:
- Jumpstart
- Innostars Awards
- Bootcamp intensive programmes
- Venture Lab programme
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- GoGlobal Programme
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FOR WHOM:
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Selected list of Innostars start-ups supported by Accelerator 2016-2018
EIT Health INNOSTARS ACCELERATOR

For more information, contact your regional coordinator!

Regional coordinator for Portugal and BC manager:
Nuno Viegas
nuno.viegas@eithealth.eu

Regional coordinator for Hungary, Slovakia, Romania and Croatia:
Beata Kurucz
beata.kurucz@eithealth.eu

Regional coordinator for Italy, Malta, Greece and Cyprus:
Chiara Maiorino
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Regional coordinator for Poland, Czech Republic and Lithuania:
Mikolaj Gurdala
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Business Creation Project Manager
Inês Matias
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RIS Business Creation Project Manager
Tamás Békási
tamas.bekasi@eithealth.eu

Weekly open line for Q&A
[from 1 February to 22 March]
Friday from 10:00 AM to 11:00 AM CET
Chat Room: https://zoom.us/j/171295695
Together for healthy lives in Europe
Thank you.
eithealth.eu
eithealth.eu/accelerator
innostarter.eithealth.eu
ADDITIONAL INFO
Bootcamps - CRAASH Barcelona

CRAASH Barcelona is a 12-week program that helps European research teams to launch successful device, diagnostic, and e/digital health innovations that improve health and patient care. Teams move research to market through onsite and online mentoring with experts from CIMIT (Boston), the most experienced health accelerator in the world.

12 weeks (Apr-Nov ‘19)
3 entrepreneurs per team

Barcelona, road trips to Paris, Delft, and Boston

Medical device, diagnostic, digital innovations

Who can apply: For soon-to-be or incorporated start-ups.
Regions: Applicants from all over Europe.
Register: EIT Health Optimy platform
Deadline
Wave 1: 11 January to 13 March
Contact: Raquel Riera (rriera@biocat.cat)
Bootcamps - Yes!Delft

Unique two-month pressure cooker that allows aspiring entrepreneurs from all over Europe to discover the business potential of their MedTEch ideas.

The program helps participants to explore and validate their ideas, market potential and business model – and to launch in markets all over Europe.

8 consecutive weeks (Aug-Oct ‘19)
2 entrepreneurs per team

Delft, road trips to Denmark, Belgium and Spain

Who can apply: For start-ups or teams aiming to form one.
Regions: Applicants from all over Europe.
Register: EIT Health Optimy platform
Deadline
Wave 2: 8 April to 17 June
Contact: Tjarda Voorneman (tjarda@yesdelft.nl)
Bootcamps - MedTech

Open to European early-phase start-up teams with ideas in medical technology.

The interdisciplinary focus of the Central Institute of Medical Engineering (ZiMT/FAU) and its broad network of health industry experts, healthcare practitioners, and digitalization research groups will allow the MedTech Bootcamp to provide focused support and matchmaking along with the EOT Health Mentoring and Coaching Network (MCN).

8 consecutive weeks (Sept-Nov ‘19)

2 entrepreneurs per team

Germany, road trips to Coimbra, Paris, Barcelona and Lodz

Medical technology

Who can apply: For MSc’s, MD, PhDs, postdocs, researchers, with an idea in development

Regions: Applicants from all over Europe.

Register: EIT Health Optimy platform

Deadline

Wave 2: 8 April to 17 June

Contact: Tjarda Voorneman (tjarda@yesdelft.nl)
Bootcamps - Digital Health Validator

Two-month digital health incubator hosted in Trinity College Dublin, Europe’s highest-ranked for producing entrepreneurs (Pitchbook, 2017). The programme empowers digital health entrepreneurs to validate the technology & market potential of their early stage business.

8 consecutive weeks (May-July ‘19)

2-4 entrepreneur per team

Dublin, road trips to Grenoble, Newcastle, Madrid

Who can apply: Digital health start-ups.

Regions: Applicants from all over Europe.

Register: EIT Health Optimy platform

Deadline

Wave 1: 11 January to 13 March

Contact: Gavan Drohan (gavan.drohan@tcd.ie)
Bootcamps - E-Boat

E-Boat bootcamp is an accelerator for startups with innovative mobile health solutions. It is an unique programme consisting of a distance learning module and of a Cruise Hackathon Formula in the Baltic region to validate, develop and launch products in the European market.

E-Boat drives change and transform the health services with m-solutions.

8 weeks (TBD)
2 entrepreneurs per team

Who can apply: incorporated start-ups in mHealth
Regions: Applicants from all over Europe.
Register: EIT Health Optimy platform
Deadline
Wave 1: 11 January to 13 March
Contact: Joanna Baranowski
(joanna.baranowska@umed.lodz.pl)