

Invitation to interview on commercialization



Dear Sir or Madam,

We are an EU European Regional Development Fund, BSR programme co-financed project, [ProVaHealth](#), which aims to remove barriers for the slow market uptake of innovations and facilitate market access for small and medium sized companies working within health. The goal is to establish a trans-national network of Living Labs in the Baltic Sea Region, which can assist in enhancing the competitiveness of the region's companies by testing of products and services in real life in a trans-national setting at one of our 14 specialized Living Labs focusing on health and welfare products and services.

For that purpose we are interviewing 80 SME's across the Baltic Sea Region about their needs and expectations in using Living Labs services and would be very grateful if you could devote up to 1 hour to an interview. In particular we are interested to learn about your needs for test and evaluation of products or services in an international environment in order to strengthen commercialization.

For a full list of partner Living Labs, see <http://scanbaltbusiness.com/listings/living-labs/>.

The interview will take place via phone, Skype or in person.

The interviews are confidential and only serve for internal processes of the ProVaHealth project.

In order to plan the interviews we ask you to submit your information via [this short questionnaire](#) and we will be in touch.

If you accept the interview we offer:

- The chance to receive a co-financed pilot of a product or service in a partner Living Lab.
- To have your company profile published on www.scanbaltbusiness.com
- To have news and information from your company published in the monthly ScanBalt Business Information newsletter (approx. 15.000 subscribers)

We look forward to hear from you.

On behalf of the ProVaHealth project
Jens Dinesen Strandbech
The Health Innovation Centre of Southern Denmark