

## 2023 Call for Applications

# To support RIS-eligible healthcare providers participating in EIT Health Start-ups Meet Healthcare Providers programme

**Applications open: 7 July 2022**

**Deadline: 7 September 2022**

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**Website:** <https://eithealth.eu/opportunity/smhcp-innostars-call-for-healthcare-providers/>

**Apply via email:** [innostars.ris@eithealth.eu](mailto:innostars.ris@eithealth.eu)

## Background

*The EIT Health Start-ups Meet Healthcare Providers is a challenge-based accelerator programme that matches healthcare providers from all over Europe (Public & private hospitals, Municipal health authorities, Health insurances involved in healthcare delivery, Other healthcare providers/payers) with promising European healthcare start-ups to get ready- or custom-made health solutions for their needs. Healthcare providers set pre-defined challenges from their day-to-day work in clinical practice and EIT Health selectively scouts for, pre-vets and trains innovative start-ups from all over Europe to solve their challenges.*

*EIT Health InnoStars aims to support healthcare providers coming from [RIS-eligible](#) and selected for taking part in Start-ups meet Healthcare Providers programme, by taking over the participation fee of the applicants enrolled in the programme.*

## Purpose of the call:

- To break down financial barriers for healthcare providers in the RIS regions to take part in the EIT Health Start-ups Meet Healthcare providers programme
- To provide access to solutions from the forefront of technological development in the RIS region
- To connect RIS Healthcare Providers to innovative start-ups from all over Europe
- To enable the RIS Healthcare Providers to work hand-in-hand with them as they adjust their product, service or technology to custom needs.

## Is it for me? Eligible applicants and projects

The opportunity is open for Healthcare providers (Public & private hospitals, Municipal health authorities, Health insurances involved in healthcare delivery, Other healthcare providers/payers) that are

- based in one of EIT Regional Innovation Scheme (RIS) countries where EIT Health is present<sup>1</sup> with the RIS programme AND
- Interested to integrate digital technologies into traditional hospital services to boost patient outcomes and experiences
- Ready to allocate a dedicated team to drive the process internally

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<sup>1</sup> Croatia, Czech Republic, Estonia, Greece, Hungary, Italy, Latvia, Lithuania, Poland, Portugal, Romania, Slovakia, Slovenia, Spain

- Interested in working with start-ups
- are selected by EIT Health Germany for taking part in the Start-ups Meet Healthcare providers programme where they are provided with the opportunity to set their challenge (Gold Sponsorship).

In order to be eligible, proposals must be submitted in English via email and be received by the deadline 7 September 2022, 23:59 (CET). Late or incomplete submissions, or submissions via any other routes will not be accepted.

## Form of funding

The selected healthcare providers will receive a grant totalling the amount of the fee of the Gold Package of Start-ups Meet Healthcare Providers programme (maximum 10.000 EUR)<sup>2</sup>. No other cost is eligible in this call.

With Gold Package the selected healthcare provider will be granted:

- Opportunity to provide a challenge to be tackled by our start-ups in your area of interest.
- Access to a strategically-aligned selection of start-ups that explore potential solutions to your challenge.
- Involvement in start-up selection.
- Have direct and close contact with all the start-ups in the programme: host workshops and meet with start-ups one-on-one.
- Access to start-up pitches on Demo Day and be the first to hear about their cutting-edge approaches.
- The opportunity to send its staff to Entrepreneurship training at no cost.
- Be featured in marketing materials for the programme.
- Meet other health leaders and become part of EIT Health's world-class network.

## Form of application

The applications are requested to be emailed in English to [innostars.ris@eithealth.eu](mailto:innostars.ris@eithealth.eu) by 7 September 2022, 23:59 (CET).

The application shall contain:

- The challenge to be addressed by the participating start-ups in the programme (Annex 1:Template)
- The expected outcome of the programme and
- The proposed longer-term cooperation with the connected start-ups

## Evaluation

The eligible proposals will be evaluated by InnoStars in a two-step (formal evaluation + online interview) evaluation process in accordance with the following evaluation criteria:

- Excellence (70%) - the proposed challenge is clearly explained and the need, the target group and the desired solution are well-defined; the challenge reflects a real need and the added value of the desired solution is demonstrated.

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<sup>2</sup> Gold package fee for EIT Health partners (8.000 EUR) and non EIT Health partners (10.000 EUR)

- Impact (30%) – the expected outcomes are clearly defined, demonstrate clear benefits for the target group and contribution to the specific health-care field and health-care system are justified.

The applicants receiving the highest scores will be selected and offered to sign a grant agreement with EIT Health InnoStars. The final number of beneficiaries is conditional on the approved budget of EIT Health RIS 2023.

The selected entities will be offered to sign a grant agreement with EIT Health InnoStars.

*EIT Health is one of the largest healthcare initiatives worldwide. Among its members, we can find the biggest players of the European Healthcare sector including, but not limited to, Siemens Healthcare, Philipps, GE Healthcare, Medtronic, Abbott, Abbvie, Roche, Sanofi, Thermo Fischer Scientific, Astra Zeneca, Bayer Pharma, Air Liquide and world-class research organisations in healthcare.*

## Annex 1: Challenge template

**Title of the challenge:**

**Name of the healthcare provider:**

**Looking for: (write a sentence about the solution/product/technology you are looking for).**

**What you are looking for (longer description)**

Guidelines to help you in the formulation:

- Which kind of product are you searching for? (An app, a SaaS, a diagnostic tool, a monitoring tool, medical equipment, a solution targeting a very specific group of patients...)
- Where do you want to implement the solution? (specific department, specific hospital, in a group of hospitals located in a specific market...)
- How will you use this solution? What is its intended use?
- Have you already tried other solutions? Did they not work out? Why?
- Is there any kind of product or feature you would like to avoid?

In case different types of solutions would fit your organization's challenge, feel free to write all of them.

**Target group:**

Guidelines to help you in the formulation:

- Who do you envision as the end-user of the solution? Are they going to be general practitioners, patients belonging to a specific group, specialists, lab technicians, patients' families...?

**Description of the challenge (in total no longer than an A4 page)**

- 1. Short introduction about the problem you are facing**
- 2. Describe the current solution (if there is one) and its limitations**
- 3. Describe in depth which kind of solution you are looking for.**

Guidelines to help you in the formulation:

- How would you describe the ideal solution for you?
- What is the must-have for the solution? Are there any nice-to-have details?
- Is there any specific timeline you would like to highlight?
- Are there any specific examples you would like to mention?