



# BOOTCAMPS

Take the first step in your  
entrepreneurship journey





# About the Bootcamps

Backed by the European Union, the EIT Health Bootcamps are the first step towards healthy growth for many start-ups. As a participant, you will gain the tools to validate and incubate your business idea and ultimately prepare for launch across Europe.

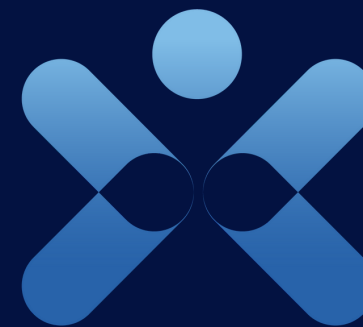
We invite you to browse through the various Bootcamps to find the one that's right for you.

# Discover the 2023 Bootcamps



## **Patient Innovation Bootcamp**

This Bootcamp helps patients and their informal caregivers implement and scale-up their innovative solutions to tackle the needs imposed by their condition.



## **Women Entrepreneurship Bootcamp**

This Bootcamp connects women-led and co-led start-ups with access to a network of mentors across Europe to help them frame their ambition to support rapid growth.



## **Medtech Bootcamp**

This Bootcamp supports early-stage start-ups with ideas in the field of medical technology with tailored mentorship and facilitates matchmaking with partners.



## **Regulatory Pathways to Market Bootcamp**

This Bootcamp guides early-stage start-ups with a digital health solution or medical device that want to navigate regulations within the European healthcare system and identify potential pathways to reimbursement.



# Patient Innovation Bootcamp

Who better than patients and their caregivers to have  
crucial insight that leads to true product innovation?  
This Bootcamp supports the development and launch  
of innovative solutions created by people directly  
affected by health conditions.



## Success Story





# What You Get



“

"The Bootcamp gave us insights to penetrate European markets."

Antxon Caballero



“

The Bootcamp is just perfect for start-ups creating the care and management solutions of tomorrow.

Jean-Michel Hedreux



## MENTORING

Get feedback on your innovation from people with experience in your field across Europe



## TRAINING

Receive tailored training from management and health sciences scholars, tech experts, practitioners, and entrepreneurs



## TRAVEL

Travel and accommodation expenses are covered by the Bootcamp



## Who Should Apply



The Patient Innovation Bootcamp supports innovations at the development stage or beyond that have a proof of concept or feasibility.



If applicant teams are already incorporated into start-ups, the companies must be looking for an application in healthcare for their technology and/or be researching or validating their business model.



Teams must include at least one patient and/or informal caregiver with an innovative solution to deal with a limitation related to their personal health condition.



"We fell in love with the Bootcamp. It had everything you can imagine for a start-up. Our recommendation is to apply for the next edition."

Motus, Start-up Participant



# How the Bootcamp Works



This Bootcamp consists of two-weeks of mentoring and training on-site in Lisbon, Barcelona and Copenhagen, over an five-month period. Participants also receive e-learning materials to help them develop and launch their device, diagnostic or digital health solution.

## **Begin the journey**

Attend an online kick-off event to meet other participants, receive a brief introduction to the programme, and define your learning objectives.

## **Validate your solution**

Review your problem-solution and solution-market fit with the support of Patient Innovation, NOVA, Glintt and the Gulbenkian Foundation.

## **Validate your Solution**

Develop your business model and investigate the market potential of your product with the support of IESE and Biocat.

## **Investment Pitch**

Pitch your solution in an entrepreneurial ecosystem with the support of Copenhagen Business School and Walk to Path experts.



# The Journey



## APPLICATION

Apply by  
20 March 2023

Submit your application via  
the EIT Health system



## KICK-OFF

Online  
27 June

Attend an online meeting to  
meet other participants and  
learn about the programme



## VALIDATION

Lisbon  
4 - 8 September

Review your problem-solution  
and solution-market fit



## BUSINESS MODEL

Barcelona  
18-22 September

Develop your business model  
and explore the market potential  
of your product



## DISSEMINATION

Copenhagen  
30 October - 3 November

Pitch your solution in an  
entrepreneurial ecosystem



## INNOVATORS COMMUNITY

Access the EIT Health  
Innovators Community to  
network with other  
entrepreneurs like you

# Meet the 2022 Teams



"Lucky to meet fantastic individuals committed to helping innovators design and produce tomorrow's healthcare products and solutions. Their insights were very valuable."

Chris Brucker, Diabmate



## Careceiver

A care management app that will take care to the next level. It allows caregivers to check in on their relatives from anywhere any time in the world, by collecting essential health care data 24/07 through a platform available for the patient that can be consulted at any time, giving caregivers the peace of mind that they deserve.

[careceiver.com](https://careceiver.com)



## Diabmate

A real-time monitoring solution that allows medical staff and helpers to get the data they need to improve diabetes management in a fast and secure way. With Diabmate, patients can easily share with the medical staff their blood sugar levels and insulin intakes and easily know what to do and when.

[diabmate.com](https://diabmate.com)

# Meet the 2022 Teams



## Auricle

A wireless bone-conduction headphones with a unique open-ear design that promotes safety in all environments, high-quality audio for normal hearing and surrounding sound amplification for people with hearing loss. They aim to provide a great sound experience to users while remaining completely safe, present and aware of their surroundings.

[auricle.io](https://auricle.io)



## Lightupcane

A light-emitting white cane for visually impaired persons (VIP), so that drivers and others can better see the VIP from a much longer distance. This saves can save lives, and give confidence and freedom to the VIP.

[lightupcane.com](https://lightupcane.com)



## Tailored Talks - UK

An app developed to help patients suffering from Long COVID. This project is to help roll-out 'MyTailoredTalks' the patient-focused mobile application version of the Tailored Talks platform, currently for Long COVID support.

[pogodigitalhealth.com/tailored-talks](https://pogodigitalhealth.com/tailored-talks)



## Reality Telling

Reality Telling believes they can accompany patients that are in these situations bringing immersive experiences, using 360°/AR/VR technology, that help them to reconnect with the outside environment and give them distraction or better knowledge before and during treatments.

[realitytelling.com](https://realitytelling.com)

# Meet the 2022 Teams



## ScallyCare

An emotional support bot for cancer survivor caregivers that creates a psychologically healthy environment around the patient. It is composed of methods endorsed by onco-psychologists, including: mood tracker, appreciation diary, reports on the daily routine, motivating quotes, meditation audio. The bot also monitors medication intake.

[scally.care](https://scally.care)



## Purcell

A reusable smart inhaler, DTx software, and Machine learning algorithms for inhaled therapies to allow the remote monitoring of patients and create therapeutic interventions that will save change lives and save them.

[purcellglobal.com/](https://purcellglobal.com/)



## SENSOSEAT

A smart cushion for wheelchair users to prevent pressure ulcers (PU) by analyzing their movement through artificial intelligence and creating their personal behavioural trend to detect any deviation and send an alarm to warn the user and give them recommendations on how to overcome the risk of getting a pressure ulcer.

[sensoseat.com](https://sensoseat.com)



## Uhura Technologies

Restoring the natural communication of laryngectomees with the use of smart interfaces. An artificial larynx and AI-capable voice amplifier can restore the quality of conversation, turning the robotic sound of the current artificial larynxes into a natural-sounding voice.

[uhura.pl](https://uhura.pl)





# EIT Health MedTech Bootcamp

Are you part of an early-stage medtech start-up?  
Then here's your chance to get a clear and valid proof  
of concept, so you can launch your business into a  
European market.



# What You Get



“

“A great experience to further validate your business model and push your start-up idea to the next level.”

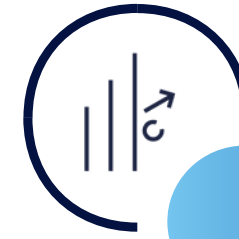
James Hugall, Breaz



“

“If you want to find out what it takes to succeed in the world of start-ups, join the MedTech Bootcamp!”

Barbora Šumová, LAM-X



## BUSINESS

Define your ideal target market and test your hypotheses through stakeholder engagement and discuss finance options



## COACHING

Enjoy personalised coaching from dedicated mentors to help you develop concrete plans to compete in the European MedTech market



## PITCHING

Take part in pitching rounds and events that challenge your start-up's value proposition in real-world settings, helping you identify key strengths and improvement areas

# Who Should Apply

We're looking for teams of entrepreneurs, start-ups or SMEs that:



Focus on MedTech or Digital Health



Have a team of at least two people



Have a TRL 2-4



Are incorporated in a Horizon Europe country

MEDTECH BOOTCAMP



"During the MedTech Bootcamp, we got a great overview of the European healthcare system, as well as validation of our value proposition across Europe and connections."

Line Debois, MedicQuant



## FINANCIAL OBLIGATION:

There is a commitment fee of €350 once accepted into the MedTech Bootcamp.

# How the Bootcamp Works



In this six-week, online programme, experts and mentors will help you understand and refine your project, business and financial plan. With intensive training throughout the programme, you will perfect your pitch to investors to give you the best chance of success.

MEDTECH BOOTCAMP

## Apply

Don't miss the deadline! Sign up using the EIT Health application portal, create a log-in and start your application.

## Selection

A selection committee will choose the most promising teams based on a two-stage process.

## Start the Bootcamp

Get an overview of the challenges in the healthcare market during six weeks of online training with FAU University, IESE Business School & Instituto Pedro Nunes.

## Learn business

During a one-week, online training programme with IESE's Centre for Research in Healthcare Innovation Management in Barcelona.

# The Journey



## APPLICATION

Apply by  
20 March 2023

Submit your application via  
the EIT Health system



## WEEK 1 & 2

Online  
11 - 22 September

Pitching and Business Model  
imparted by IESE



## WEEK 3

Online  
25 - 29 September

MedTech Market and Market  
Access imparted by FAU



## WEEK 4

Online  
2 - 6 October

Finance in Entrepreneurship  
imparted by IPN



## WEEK 5

Online  
9 - 13 October

Regulatory Affairs and Pitching  
Sessions imparted by FAU



## INNOVATORS COMMUNITY

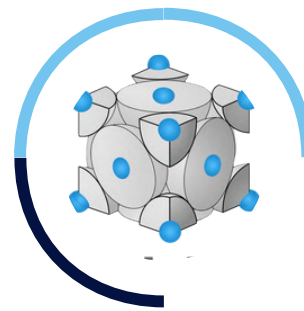
Access the EIT Health  
Innovators Community to  
network with other  
entrepreneurs like you

# Meet the 2022 Teams



"It was great to be a part of such an amazing programme as an early-stage start-up! Learning from your peers who are working on other really cool ideas within the same industry was an incredible experience."

Elçin Can Çavuşoğlu, Breathement



## Galileo

Galileo is a product developed by ATLAS Neuroengineering, a company that reveals the quest towards fundamental understanding of local and global neuronal networks using smart micro-scale implants that lead to improved diagnostic tools and new therapeutics for brain related diseases and disorders.



## PhiCube

PhiCube is a robotic device for upper limb rehabilitation. Thanks to its peculiar design and set of optimised accessories, it allows a wide range of bilateral gestures. The coordination between the upper limbs can be customised according to the residual capabilities of the user. Modularity and flexibility make PhiCube widely accessible. Portability and adaptability facilitate personalised rehabilitation training in telerehabilitation settings.



# Meet the 2022 Teams



## Pharmista

Pharmista Technologies is developing a reusable pregnancy test that is based on a patented platform technology, enabling repeated detection of the target analyte. With 90 % of women being interested in replacing today's solutions with their innovation, they are dedicated towards realising this product in the best possible way.



## genoMi

genoMi's main objective is to develop and manufacture products for the in vitro diagnosis of viral infections using simple molecular biology techniques. Since 2020, products are being developed with isothermal Nucleic Acid Amplification Techniques (NAAT).



## ADix

ADix is developing a self-administered & non-invasive Alzheimer's disease diagnostic test through a smartphone app. Using novel Alzheimer's disease insights from computer vision and cognitive assessment tests, we want to enable early detection of Alzheimer's disease for anyone, anywhere.



## Trainos

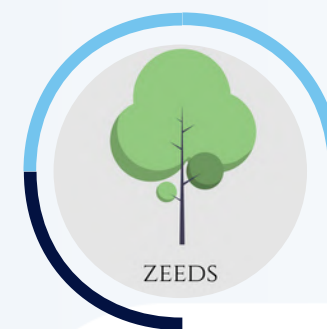
Trainos is a start-up empowering surgeons through Haptical Mixed Reality surgical training. This has enabled the acceleration of XR Technologies in surgeries and avoid training in with cadavers through an effective learning experience.

# Meet the 2022 Teams



## Stratos Medical

With the patent-pending TrackSave™ device, hemodialysis cannula placement in an Arteriovenous fistula need only be performed in-clinic once per week instead of three times per week. The significance of this is that Hemodialysis can more readily be done at home, and overnight, saving enormous healthcare costs and freeing up valuable productive time for patients.



## Zeeds

Zeeds is a platform that increases the efficiency of therapist-led Cognitive Behavioral Therapy, by lowering administrative time for the psychologist, whilst increasing adherence to between-session assignments for the patient



# EIT Health Women Entrepreneurship Bootcamp

The Women Entrepreneurship Bootcamp connects early-stage, women-led or co-led healthcare start-ups to an unparalleled network of mentors in order to nurture and support rapid growth.

# What You Get



“

"I learned a lot with this Bootcamp. The masterclasses and workshops were of great quality and very useful!"

Bootcamp Participant, 2022



“

"By participating in the Bootcamp, you invest your time in great learning sessions."

Bootcamp Participant, 2022



WOMEN ENTREPRENEURSHIP BOOTCAMP



## PERSONALISED MENTORING

Leverage the diversity in your leadership team to achieve the best possible outcomes for your start-up



## TRAINING

Learn how to maximise your start-up from experienced and dedicated entrepreneurs in the health technology industry



## VISIBILITY

Tap into the EIT Health network of 140+ partners to increase the visibility of your start-up



# Who Should Apply

We're looking for committed, driven and ambitious start-ups that :



Are women-led, with a woman in the C-suite management team; male co-founders are highly encouraged to participate



Focus on any medical technology – excluding therapeutics



Greater than TRL 4 or equivalent



Are incorporated in a Horizon Europe country

WOMEN ENTREPRENEURSHIP BOOTCAMP



"This programme's sessions were amazing. All of the session leaders were engaging and gave useful and relevant insights to use in our start-up."

Bootcamp Participant, 2022



## FINANCIAL OBLIGATION:

There is a commitment fee of €350 once accepted into the Women Entrepreneurship Bootcamp.



# How the Bootcamp Works



This five-week online programme provides intensive business and product training, mentoring and networking opportunities.

## Apply

Don't miss the deadline! Sign up using the EIT Health application portal, create a log-in and start your application.

## Selection

A selection committee will choose the most promising teams based on a two-stage process.

## Start the Bootcamp

During the first week of the Bootcamp you'll get onboarded, introduced into the basics of the Bootcamp and how you will be working with our partners.

## Module learning

Divided into three modules, each imparted by our different partners you'll learn how to nurture and support the rapid growth.

# The Journey



## APPLICATION

Apply by  
20 March 2023

Submit your application via  
the EIT Health system



## SELECTION

April 2023

A selection committee will choose  
the most promising teams based  
on their fit for the programme



## MODULE 1

Online  
24-27 April

Opening, product & market  
validation imparted by the  
National University of Ireland



## MODULE 2

Online  
15-18 May

Leadership, regulation &  
communication imparted by  
Instituto Pedro Nunes



## MODULE 3

Online  
29 May-1 June

Business, finance & team  
building imparted by IESE  
Business School



## INNOVATORS COMMUNITY

Access the EIT Health  
Innovators Community to  
network with other  
entrepreneurs like you



# EIT Health Regulatory Pathways to Market Bootcamp

Do you want to take your digital health and medical device ideas to a European market? The Regulatory Pathways to Market Bootcamp supports early-stage start-ups navigating healthcare regulations to ease their entry into market.

# What You Get



## GET HANDS-ON EXPERIENCE

Attend practical workshops and case studies covering each process applicable to device development and marketing



## NAVIGATE REGULATIONS

Get a deep understanding of regulatory strategies, life cycle management and pathways to reimbursement



## ACCESS A MARKET

Receive the tools and knowledge to develop a complete go-to-market strategy for your start-up

# Who Should Apply

We're looking for teams of entrepreneurs, start-ups or SMEs that:



Want to bring their digital health or medical device projects to market



Are incorporated in a Horizon Europe country



Have a team of two to five people



Have experience with their technology and knowledge in HealthTech



Have a TRL 3-6

## FINANCIAL OBLIGATION:

There is a commitment fee of €350 once accepted into the Regulatory Pathways to Market Bootcamp.



# How the Bootcamp Works



In this 10-week online programme you will understand the highly regulated pathway within the European healthcare system and identify potential pathways to reimbursement. The Bootcamp will have a duration of 60 working hours, spread across 10 weeks from September to November.

REGULATORY PATHWAY TO MARKET BOOTCAMP

## Apply

Don't miss the deadline! Sign up using the EIT Health application portal, create a log-in and start your application.

## Modules

Each module will cover relevant topics in-depth and provide participants with the necessary skills and knowledge to succeed in their respective fields. The learning materials will be delivered through a combination of lectures, interactive sessions, and hands-on exercises.

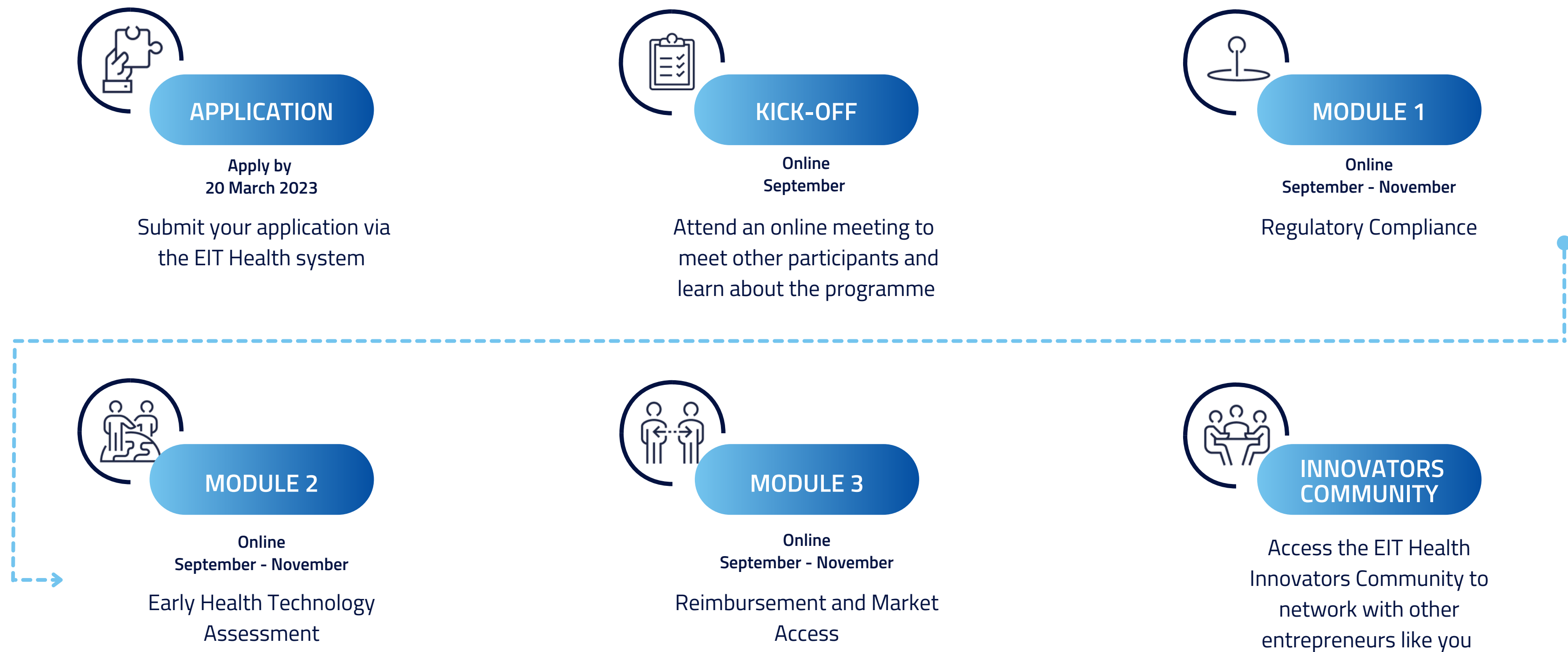
## Learn

Each participant team can expect to receive 8 hours of 1:1 mentoring with our experts, which will provide a valuable opportunity for personalized learning.

## Design

Alongside our experts and with your new knowledge, you'll design your own start-up's go-to-market strategy.

# The Journey



# Have Questions? >>

We're here to help! Get in touch with a member of our team in your region:



IRELAND, UK  
Marc Butterly

MARC.BUTTERLY@EITHEALTH.EU



SCANDINAVIA  
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## Join our info session

If you have any questions about the programme, bring them to our info sessions on:

15 February at 12:00 pm CET

15 March at 12:00 pm CET

REGISTER



# Ready to Apply? >>



## REGISTER

Register on our application system as a "start-up/team" at [apply.eithealth.eu](https://apply.eithealth.eu)



## VALIDATE YOUR EMAIL ADDRESS

Look for an email from [noreply@smartsimple.com](mailto:noreply@smartsimple.com) and click on the link



## START AN APPLICATION

Select "Programmes and Opportunities" and find your Bootcamp of choice and click on 'Apply'



## SUBMIT YOUR APPLICATION

Fill out your application and don't forget to submit it before the deadline



# About EIT Health



Our vast community, including approximately 150 world-class partner organisations, works across borders to bring together the three worlds of business, research and education. Backed by the European Union, EIT Health brings together the brightest minds from the worlds of business, research, education and healthcare delivery to answer the biggest health challenges Europe faces.

Learn more at <http://eithealth.eu>



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# BOOTCAMPS

Apply by 20 March 2023

<https://eithealth.eu/bootcamps>