

Call for SMEs

HealthChain Follower SMEs

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HealthChain Healthcare Organisations representatives

HealthChain Leading SMEs representatives

Housekeeping rules



This session will be entirely recorded and will be available on HealthChain channels 1-2 days after this session.



All participants should be **muted**.



Feel free to post your questions in the **zoom Q&A box**.

Content

- 01** HealthChain project
- 02** The Open Call for SMEs
- 03** Challenges, solutions & Follower SMEs' work
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THE PROJECT IN A NUTSHELL

01



01	CALL	I3-2021-INV2a
02	START – END DATE	01 Jan 2023 – 31 Dec 2025
03	ESTIMATED COST	€9,630,001.07
04	REQUESTED EU CONTRIBUTION	€6,741,000.67 (70%)
05	COORDINATOR	TICBIOMED

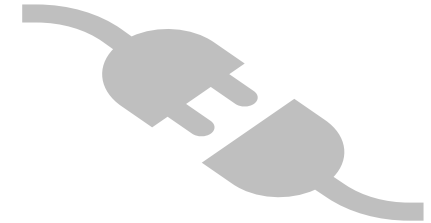
What is HealthChain?

A NEW INNOVATION MODEL

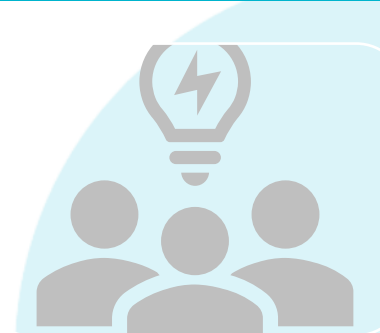
- Increases the capacity of healthcare organisations to innovate
- Results in digital solutions with a higher success rate
- Increases and speeds up the internationalisation processes of companies



ECOSYSTEM ENABLED
Setting up structured links
between stakeholders



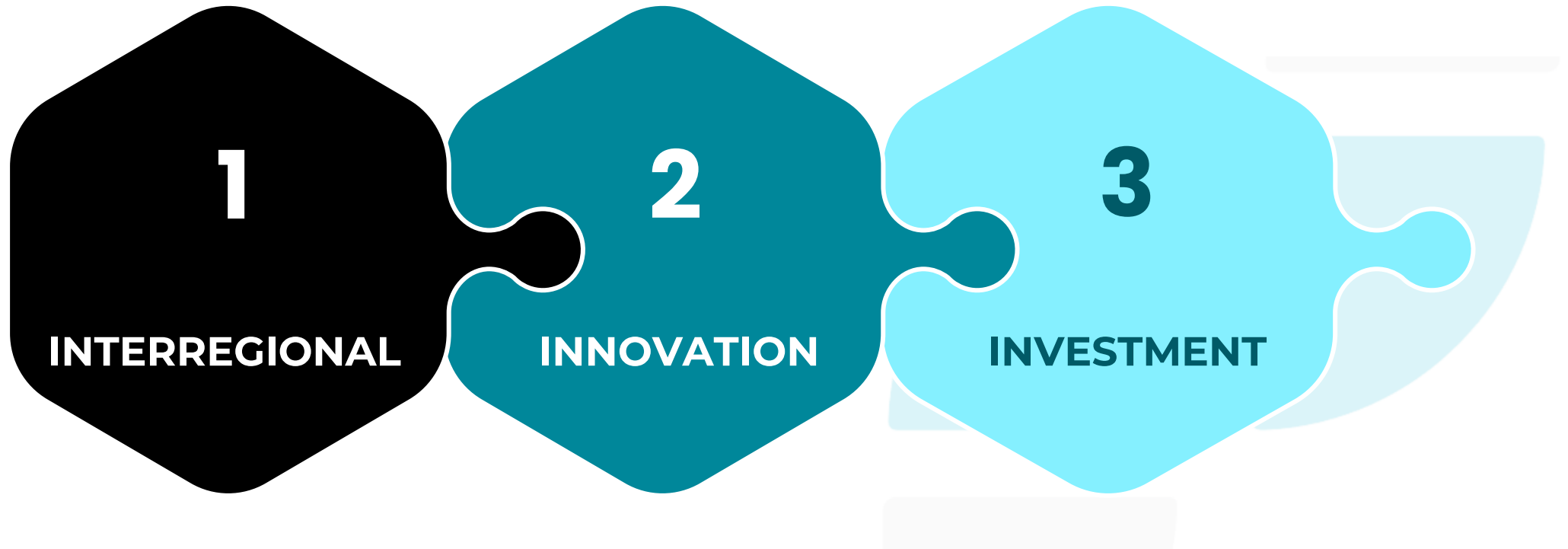
DEMAND DRIVEN
Solutions for unmet needs



CO-CREATIVE
Connecting demand and
supply side



GEARED TO ADOPTION
Commitment to procure



Interregional component

Each region brings together the same structure of partners and roles:

- **A Healthcare Organisation (HO)** with the role of challenge identifier.
- **IT companies** with the role of challenge solver.
- A regional **Ecosystem Supporter (ES)** providing business support and leading the connection between cross-border regions.



10 regional ecosystems



Romania

North-West Romania



Greece

Western



The Netherlands

East Netherlands



Belgium

Flanders



Croatia

Primorsko-Goranska



Portugal

Centro



Spain

Murcia | Navarra | Castilla y León



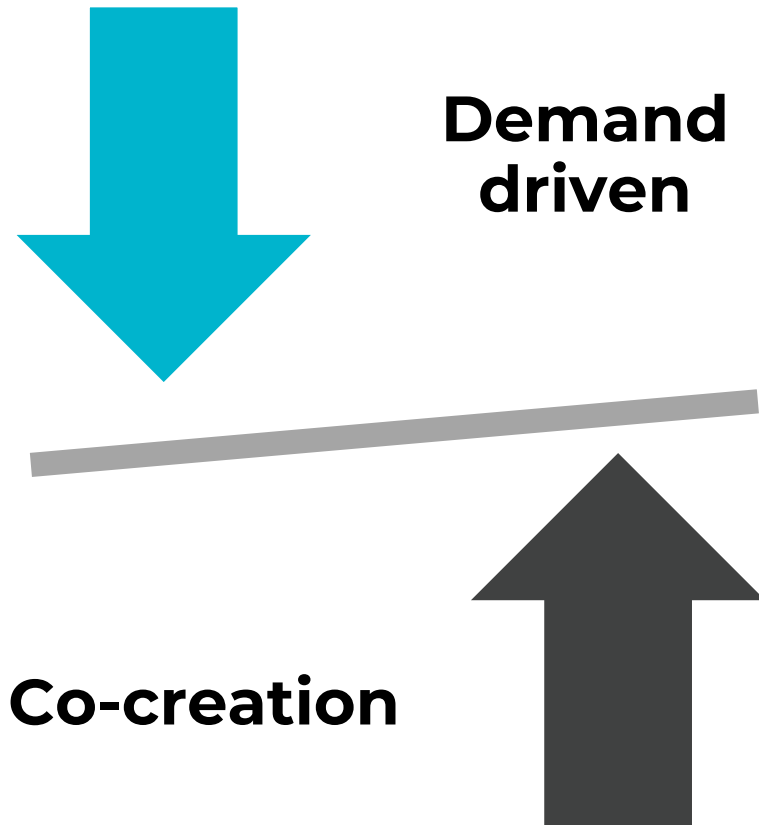
Slovenia

Western



Increasing the capacity of regional innovation ecosystems in emerging regions to participate in global value chains

Innovation component



Increases the capacity of healthcare organisations to innovate

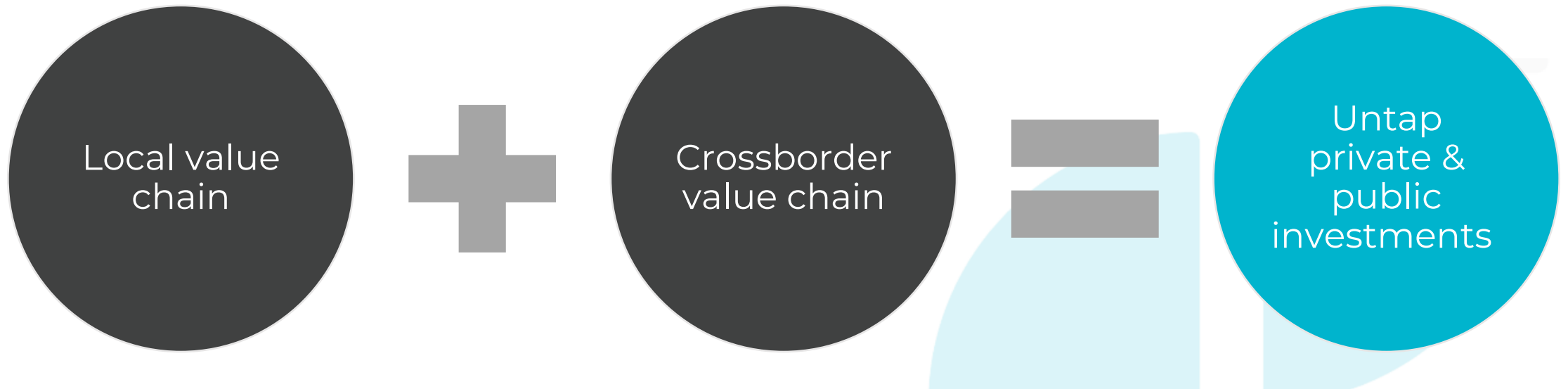
Improves the delivery of healthcare services

Results in digital solutions with a higher success rate

Increases the competitiveness of the EU companies

Increases and speeds up the internationalisation processes

Investment component



To align investment pipelines to create collaboration opportunities across the EU

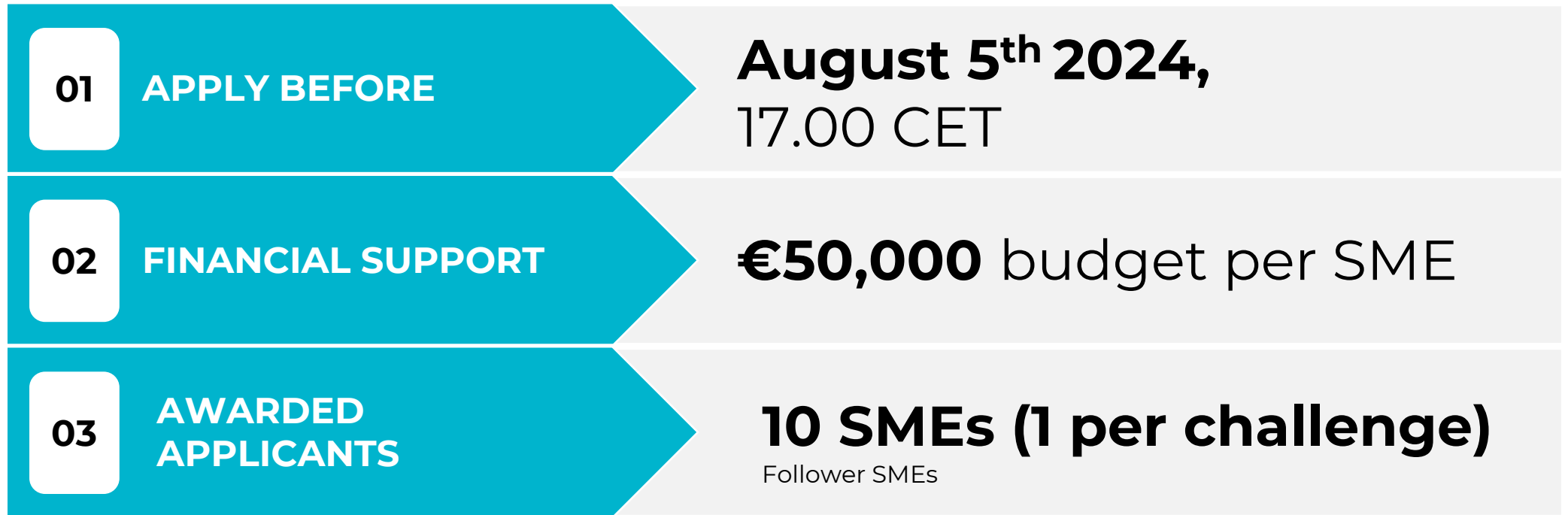
To improve the efficiency of the available funding: **Business & Investment Plan**

THE OPEN CALL FOR SMEs

02



Overview



More information [here](#).

1) Preparing an application

Open Call documentation kit

Documents needed at the application stage (for all applicants)	
0	Guidelines for applicants: open call rules.
1	Challenges: description of challenges and task to be performed by the follower SME.
2	Proposal template: to apply for one of the 10 challenges proposed by HealthChain.
Documents needed at the contracting stage (only for selected applicants)	
3	Declaration of Honour: which declares that all conditions related to the Call for SMEs are accepted by the applicants' legal representatives.
4	Bank account information: which collects information on the applicants' bank account to where the HealthChain payments will be sent.
5	Sub-Grant Agreement model: which provides a template of the Sub-Grant agreement that the successful applicants will be requested to sign.
6	SME declaration: a self-assessment document confirming that the companies comply with the SME definition.
7	Co-creation Agreement and Pilot Action Plan: contract signed between the healthcare organization, leading SME and follower SME, outlining the implementation scope, responsibilities, engagement procedure with end-users, KPIs, IPR ownership and exploitation rights, among other key issues.

How to apply?



Edit Cover



HealthChain Call for SMEs

Boosting value chains in Health at regional and EU level



Apply Now by Aug 5

DISCUSS 5

Connect by Aug 5 '24



Share Update Share Media Share KPIs

Start a conversation - Post something now

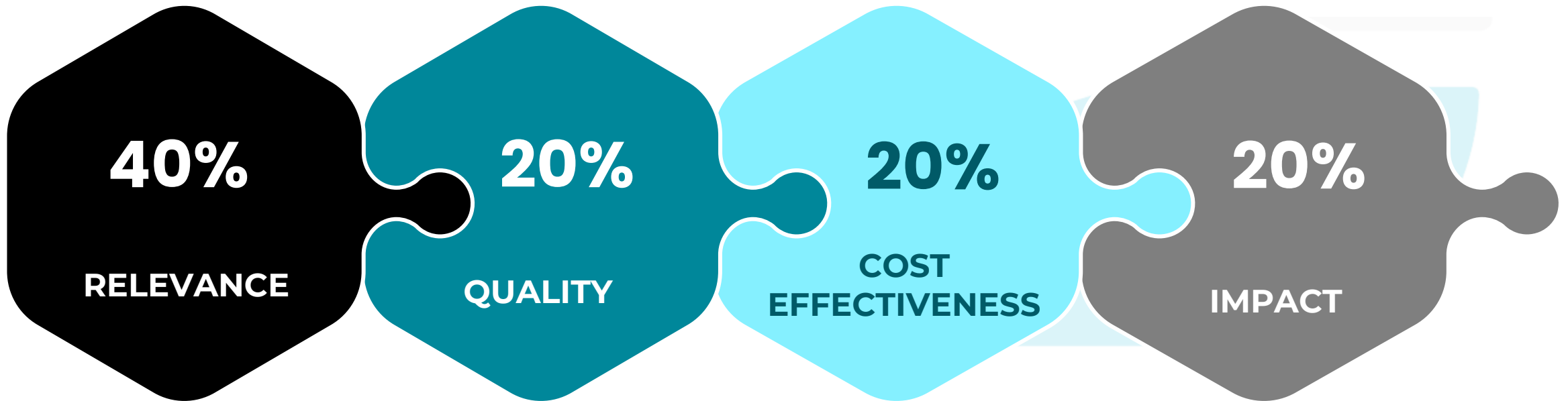
Share

F6S blog

- HealthChain provides information to the applicants via the **F6S blog**, so that the information (question and answer) can be visible to all participants.
- Please, make your questions directly on the F6S page.
- HealthChain partners will get back to you as soon as possible via that same page: <https://www.f6s.com/healthchain-call-for-smes/discuss>

2) Evaluating proposals

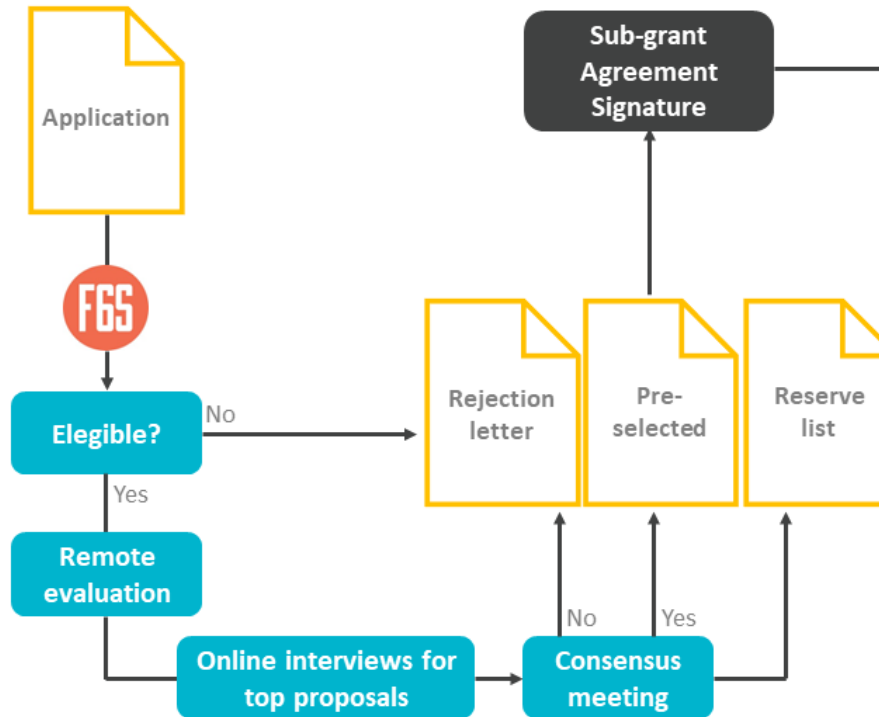
How will Follower SMEs be selected?



See the [guidelines for applicants](#) for further details.

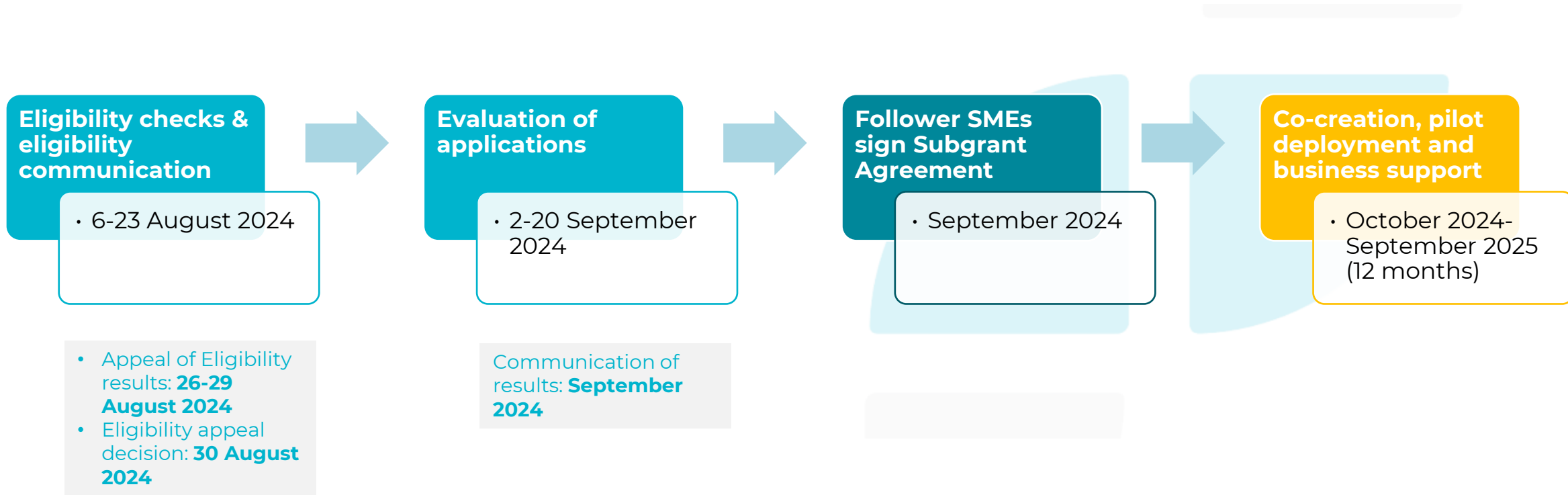
Evaluation process

1. Eligibility check
2. Remote evaluation
3. Online interviews (top 2 applications per challenge)
4. Consensus and final scores
5. Final ranking and selection



Communication of results and contract signature

Timeline



3) Becoming a selected SME

Who can apply?

TYPE

Small and medium-sized enterprises (SMEs).

GEOGRAPHY

HealthChain is looking for SMEs based within regions that are already represented in the HealthChain consortium. They must be legally established:

- EITHER in a founding HealthChain ecosystem, different to the region where the Challenger is based: Murcia (Spain), Catalonia (Spain), Centro (Portugal), North (Portugal), any region in Slovenia, any region in Croatia, East Netherlands (The Netherlands) and West Netherlands (The Netherlands);
- OR in the Mirror Regions: Western Greece, Navarra (Spain), Castilla y León (Spain), Flanders (Belgium) and Northwest Romania.

Benefits to become a Follower SME



Jointly co-create and pilot an innovative solution with a leading SME for a challenge identified by a healthcare organization.



Get expert support on business modelling and market insights, and access to networks and resources.



Access funding up to €50.000.



Get the opportunity to work in an international partnership.



Network with other European SMEs and explore opportunities for forthcoming projects.

Deliverables to be submitted jointly with the Leading SMEs

D1.1. Co-creation Agreement and Pilot Action Plan | October 2024

Report outlining the **objectives, activities, timeline, and resources** for testing the innovative solution before its implementation.

D1.2. Interim report on co-creation & pilot deployment | March 2025

Report **describing the implementation of the activities**, including co-creation sessions held, the status of the pilot deployment and results achieved at this stage.

Leading and follower SMEs will provide the **draft business model** for the commercialization of the developed solution.



Interim Review meeting
April 2025

D1.3. Final report on co-creation and pilot deployment | September 2025

Report presenting an **overview of the implementation of the activities**, including co-creation sessions held, pilot deployed, and results achieved.

Leading and follower SMEs will provide the **business model and go-to-market strategy** for the commercialization of the developed solution.



Final Review meeting
October 2025

Financial support for Follower SMEs



10 CHALLENGES, 10 SOLUTIONS & FOLLOWER SMES' WORK

03



MURCIA (SPAIN)

SERVICIO MURCIANO DE SALUD



WEBINAR: 9th July, 10:00 – 11:00 (CET)

PASPADOC CHALLENGE – IDI EIKON SOLUTION

CHALLENGE

A new holistic way to capacitate patients who suffer chronic pain.

- A more efficient management of chronic pain from Healthcare Organization point of view.
- Improve accessibility and follow-up of patients with chronic pain.
- Promote self-empowerment among patients with chronic pain.

SOLUTION

Requirements already covered by the Leading SME

- eHealth Meta Platform for care pathway co-creation.
- PWA app for patients customized care plan management.
- AI assistant for patient's chronic pain empowerment and self-management support.
- Clinical team dashboard and follow-up console.
- Interoperability layer (EHR/EMR, medical devices...).

Follower SME work

- Validate chronic pain health resources.
- Integrate wearable and medical device data into an IoT layer.
- Optimize chronic pain management with patient-friendly documentation.

K-control! CHALLENGE – Renalyse SOLUTION

CHALLENGE

Interdialysis potassium level intensive monitoring.

- Optimize management of Hyperpotassemia, mainly in patients on dialysis.
- Engage the patient in the low potassium diet and promote self-empowerment.
- Reduce the rate of complications due to hyperkalemia.

SOLUTION

Requirements already covered by the Leading SME

- In Vitro Diagnostic Medical Device for potassium.
- Firmware and Bluetooth connectivity.
- Clinical study protocol designed & patient's quantification.

Follower SME work

- Integrate potassium levels with patient lifestyle (diet & symptomatology) data via machine learning.
- Design alarm protocols for patients.
- Create a user-friendly interface.
- Ensure secure data management.

CENTRO (PORTUGAL)

CENTRO HOSPITALAR E UNIVERSITÁRIO DE COIMBRA



WEBINAR: 26th June 12:00 – 13:00 (CET)

Reabilitar@mente CHALLENGE – Neuroinova SOLUTION

CHALLENGE

Effectiveness of cognitive rehabilitation programs for hospitalized elderly people.

- Implement cognitive rehabilitation programs to improve orientation, memory, and functional independence concomitant with a complementing rehabilitation nursing interventions in the area of functionality.

SOLUTION

Requirements already covered by the Leading SME

- Tool to create flexible and personalized intervention plans, tailored to the user's characteristics, to be carried out both during hospitalization and after discharge, at home;
- Possibility to adjust the type of cognitive training exercises, the degree of difficulty, the type of content and the type of response (mouse, touch or motor) to cognitive exercises;
- Prescription of simple motor tasks;
- Adapted for use by people with low levels of education and digital literacy;
- Continuous monitoring by accessing patient performance records and graphs.

Follower SME work

- Design user-friendly interfaces ensuring usability.
- Document design standards.
- Integrate assessment tools.
- Create educational videos to promote health literacy in active aging.

RecoMed CHALLENGE – VirtualCare SOLUTION

CHALLENGE

Boost medication safety in Plastic Surgery and Burns department.

- Improve the accessibility and update of the medication list of patients, avoiding communication errors and negative consequences in terms of patient safety.
- Ensure accurate and complete knowledge of a patient's medication information in order to prevent medication-related incidents at all transition points in healthcare interfaces.

SOLUTION

Requirements already covered by the Leading SME

- Obtaining and Updating Patients' Medication Lists
- Identification of Discrepancies
- Communication with Hospital Systems
- Alert Notifications

Follower SME work

- Ensure MediRecon's regulatory compliance, from documentation to testing, navigating audits and certifications for its adoption in healthcare.

WESTERN (SLOVENIA)

SURGICAL HOSPITAL ROŽNA DOLINA



WEBINAR: 3rd July 10:00 – 11:00 (CET)

HIPRO CHALLENGE – ZenLab SOLUTION

CHALLENGE

Improving patients' safety and empowerment after fast-tracking hip surgery.

- User-friendly application based on pictograms which improves safety of patients after fast-track hip surgery and facilitates empowerment of patients and their communication with surgeon.

SOLUTION

Requirements already covered by the Leading SME

- Requirements and design: studies healthcare routines, digital interventions, Platform's Requirements & Conceptual Architecture.
- Back-end functionalities for seamless integration into clinical routines.
- Co-creation and real-world evaluation of MobileCare+.
- Technical and administrative coordination, monitoring of the KPIs.

Follower SME work

- Contribute to co-creation.
- Design and develop app and its features with smart-band integration.
- Ensure secure data access for physicians.

MEPRO CHALLENGE – DITA SOLUTION

CHALLENGE

Improving patients' safety by assessing mental distress after surgery.

- Mobile phone application for self-assessment of mental distress to alert family, relatives or physicians that patient may have a medical condition and needs to start conversation or seek medical help. Many patients are not willing to discuss their well-being with relatives.

SOLUTION

Requirements already covered by the Leading SME

- Project management and effective monitoring.
- Requirements, Use Cases, and Studies (M6), encapsulating stakeholders' needs, COMPASS users, use cases, technical requirements, the initial architecture, and the study initiation package. This comprehensive approach aligns the project with real-world needs and regulatory standards.
- COMPASS Platform Development: Reference Platform Architecture and Open APIs Specifications, aligning with relevant models (Rest, ReEIF & FIWARE).
- Co-creation, Evaluation and Demonstration in Real-World Conditions.

Follower SME work

- Oversee end-to-end app development, including device integration, security, app distribution, co-creation strategies, community engagement and GDPR compliance checks.

PRIMORSKO-GORANSKA (CROATIA)

Klinički bolnički centar Rijeka



WEBINAR: 25th June 11:30 – 12:30 (CET)

MediLink CHALLENGE – Bit4bytes SOLUTION

CHALLENGE

Facilitating communication between specialists and family doctors in remote areas.

- Remote telemedicine technology that would facilitate communication between specialists (cardiologists in KBCRI) and family doctors who are treating patients in remote areas to reduce delays in treatment and contribute to better health outcomes for residents in remote areas of the region.

SOLUTION

Requirements already covered by the Leading SME

- Design prototype based on the specific requirements
- Development based on a designed and specified prototype
- Deployment of the solution within the real environment
- Support, preproduction and production

Follower SME work

- Functional testing
- Usability testing
- Performance testing
- Security testing

FallPredict CHALLENGE – Sparky SOLUTION

CHALLENGE

Real-time patient monitoring during independent movements in the Hospital.

- Wearable sensor to track changes in posture and movement, specifically focusing on detecting loss of balance and falls during the hospital stay.
- AI model built for recognition of fall detection incidents.
- Nurses/caregivers receive real-time alerts and notifications from the fall detection system so they can quickly react.

SOLUTION

Requirements already covered by the Leading SME

- Project coordination and risk management to support decision-making and monitoring.
- Technological development of described solution based on requirements.
- Testing and evaluation of the solution.
- Engage stakeholders via workshops and training.

Follower SME work

- Ensure healthcare regulations compliance focusing on data security and integration.
- Quality assurance to verify that the system fulfills all given requirements.
- Engage stakeholders via workshops and training sessions for effective implementation and user adoption.

EAST NETHERLANDS (THE NETHERLANDS)

Rijnstate



WEBINAR: 26th June, 15:00 – 16:00 (CET)

Digicare-Aware CHALLENGE – Buro StrakZ SOLUTION

CHALLENGE

Create more *awareness of telemonitoring* and the *Virtual Care Center* and *activate healthcare professionals* to scale up.

- How can we motivate a large group of healthcare professionals?
- **Goal:** scale up telemonitoring to more patients and used by more healthcare professionals.
- **Requested solution:** one that creates awareness and activates HCPs, taking into account high workload, different roles and knowledge levels.
- Not a new technical solution, but a **cultural change** to digital healthcare.

SOLUTION

Requirements already covered by the Leading SME

- **Goal:** making healthcare professionals more enthusiastic to provide digital healthcare and change their behaviour.
- Creative sessions to research **success factors**, a **strength weakness analysis**, and a list of **ideas** from healthcare professionals to increase the number of patients who receive telemonitoring.
- Result: a **program of solutions** to scale up telemonitoring created and implemented.
- Including a **wish list** of communication tools that support the designed program.

Follower SME work

- **Design** communication tools and materials that support the created program of the LSME.
- Expertise in **change communication**, **user experience**, and a **broad range** of (digital) design skills.
- Design company, not a communication company. Content will be created by LSME and Rijnstate.

DELSIS CHALLENGE – Health Coin SOLUTION

CHALLENGE

Determine the *extent of lifestyle support* to increase patients' self-management and reduce unnecessary care demand.

- Goal: increase self-management of patients to meet the increasing demand for care.
- We already have various methods of lifestyle support and automated advice.
- Requested solution: triage to determine the right *extend* of lifestyle support, fit to patients' needs.
 - Process step before the lifestyle content advice.
 - Ranging from a referral to a medical coaching program.
- Deploy support effectively.

SOLUTION

Requirements already covered by the Leading SME

- Assessment tool framework (based upon the MyLifeKit toolkit).
- Questionnaire.
- Outcomes with the best plan of support.

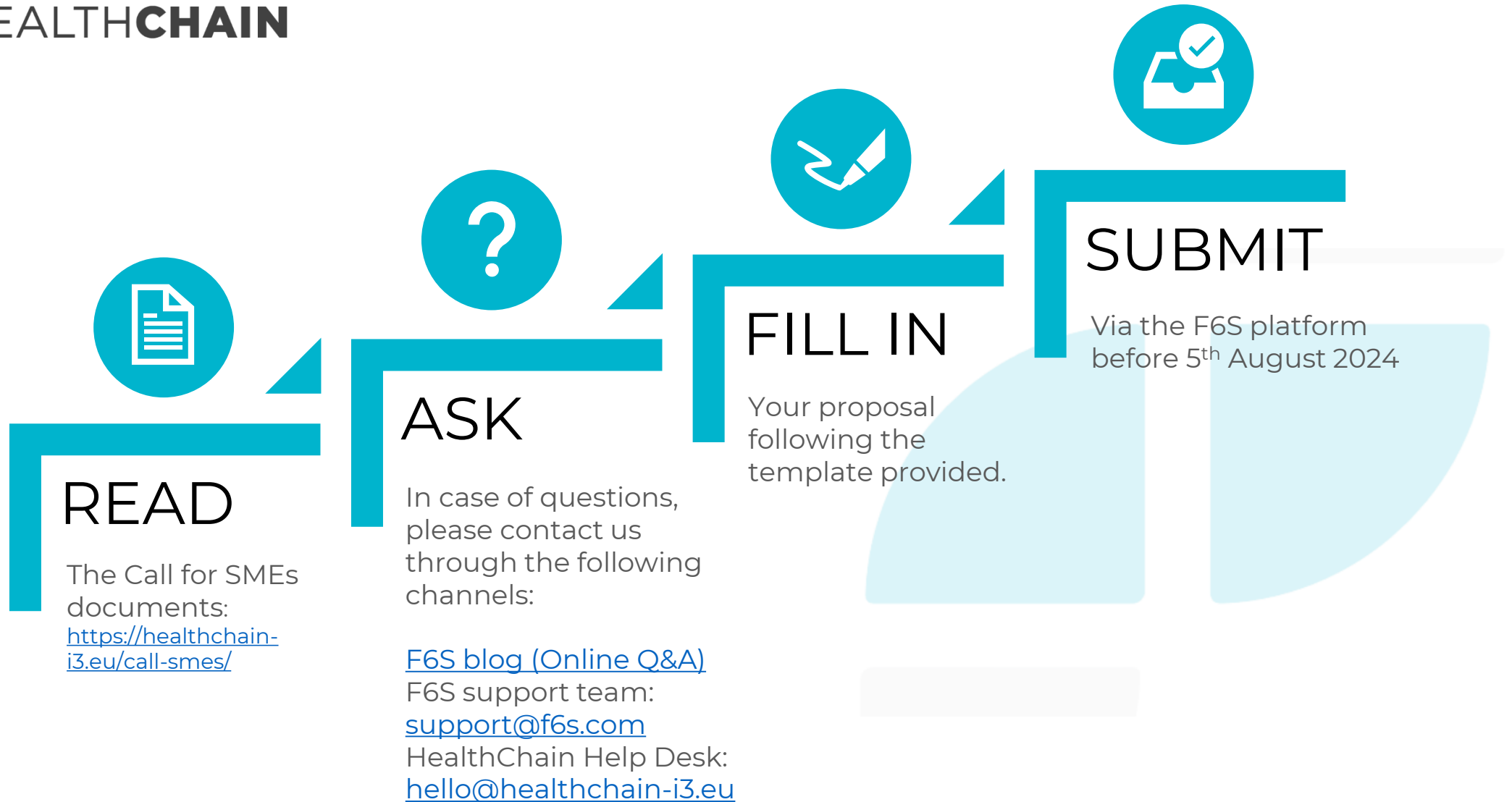
Follower SME work - one or more tasks:

1. Boost patient engagement in LAT.
2. Adapt LAT content to cultural diversity.
3. Market exploration on lifestyle triage tools to incorporate lessons learned and/or scale up the LAT to other countries.

NEXT STEPS

04





Upcoming info webinar: Mirror Regions Call for SMEs

FUNDING & SUPPORT TO CO-CREATE AN INNOVATIVE SOLUTION WITH A MIRROR REGION



Co-funded by
the European Union



REGISTER
NOW

HOW TO BECOME A HEALTHCHAIN MIRROR REGION SME

Call for SMEs to co-create and pilot healthcare digital solutions!

Date: **Jun 25, 2024**
Time: **10:00 CET**

INFORMATIVE WEBINAR

INFORMATIVE WEBINAR

Date: 25th June 2024

Time: 10 – 11 am

Sign-up [here](#).

Q&A

05



Thank you!

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