

EIT Health Scandinavia

Second call: Mentoring and Coaching Network 2020, Scandinavia

An exciting opportunity for Scandinavian & Nordic Biotech, Medtech or Digital health startups to enter EIT Health ecosystem!

Are you looking for support in getting your project through challenges?

Do you want to finetune your business strategy? Looking at expanding to foreign market?

Want to learn local regulatory conditions to launch your product?

Welcome to find answers to the above and many more challenges through EIT Health's Mentoring and Coaching Network (MCN).

The MCN program leverages the EIT Health network's variety and depth of competence and expertise, by creating dynamic processes for mentoring and support of innovative projects.

The programme is aimed at EIT Health-supported businesses of all maturity levels, ranging from early-stage to start-ups developing their products to more scale-ups that have developed products and are in the phase of expansion to new markets.

The MCN helps start-ups connect with the right experts/mentors from our Europe-wide platform of subject matter experts in the field of technology and services for health and healthcare. The mentors on MCN platform help to tackle specific challenges such as creating your MVP, validating your product-market fit, finding partners for research/studies, develop your plan to scale, prepare for your next investment round – all are make or break inflection points.

Why join EIT Health's MCN?

- The EU go-to platform for Health and Healthcare experts /mentors.
- We work with outstanding healthcare start-ups and world-class mentors.
- Mentoring connections tailored according to the specific start-up's needs.
- Established mentoring Programmes, ensuring quality engagement.
- The opportunity to reach out, connect and grow together.

EIT Health Scandinavia is now opening a call for awarding Mentorship and Coaching Vouchers to **Scandinavian & Nordic** start-ups who have not been selected earlier or, those who have been selected and have received less than 20000€ to participate in EIT Health programmes. Each voucher is valued for 2000€.

How does the programme function?



The program consists of one free “chemistry” session to identify the required mentor, followed by three mentoring sessions spread over the first three months.

Eligibility criteria

- Start-ups who have NOT BEEN SELECTED and participated in EIT Health programmes previously.
- OR
- Startups that have been selected and have received less than 20000€ to participate in EIT Health programmes
 - Identify and list specific needs requiring mentoring support from experts and coaches (e.g., creating your MVP, validating your product-market fit, finding partners for research/studies, develop your plan to scale, prepare for your next investment round).
 - Must be incorporated in either in Denmark, Estonia, Finland, Iceland, Norway or Sweden.
 - TRL-3 minimum
 - Start-ups who have received the MCN voucher in the past are not eligible for applying.
 - Should address one of the following social challenges
 - Strengthening healthcare system in Europe
 - Promoting better health of citizens
 - Contributing to a sustainable health economy in Europe

Selection procedure

Applications will be evaluated online by a minimum of 2 evaluators based on the following criteria:

- Innovativeness and feasibility of the product
- The market and business potential of the idea
- Expertise and credibility of the team
- Impact and utilization of the voucher
- Overall impression

[Apply now](#)

Deadline for applications: September 28th, 2020 (23.59 CET)

Special thanks to KTH Innovation for providing these images.

The purpose of the TRL

Communication tool



More objective assessment of the development level between stakeholders

Development roadmap



- Minimize risk in the development
- Develop products that are fit for purpose
- Encourage real-world testing and iteration
- Introduce "reality checks" in the development process

TRL according to EU



TRL 9	Actual system proven in operational environment
TRL 8	System complete and qualified
TRL 7	System prototype demonstration in operational environment
TRL 6	Technology demonstrated in relevant environment
TRL 5	Technology validated in relevant environment
TRL 4	Technology validated in lab
TRL 3	Experimental proof of concept
TRL 2	Technology concept formulated
TRL 1	Basic principles observed

Software development



TRL 9	v1.x, v2.x, etc. – continuous development and improvement
TRL 8	v1.0 - Final stable release to the end-users
TRL 7	Open beta testing - open for anyone who signs up ("Black-box")
TRL 6	Beta testing for invited end-users ("Black-box")
TRL 5	"Black-box" alpha testing for selected external end-users or in-house users/testers not associated with the development
TRL 4	Alpha testing of the software by one or a few in-house developers or testers ("White-box")
TRL 1-3	Concept/pre-alpha: script is more of an abstract idea than an actual working program. Through this stage the coding starts and changes to functions are being made until a working draft is created

Alpha: working script, probably lots of bugs, might not have all features, but the core of the program is running and can be tested extensively

Beta: program near completion, all features working, may be some bugs that may not have shown up in alpha testing

White-box: tests internal structures or workings of a program, as opposed to the functionality exposed to the end-user

Black-box: examining functionality without any knowledge of internal implementation. The tester is only aware of what the software is supposed to do, not how it does it.

Medical device development

(Source: US Army Medical Department)



TRL 9	Postmarketing studies and surveillance
TRL 8	FDA(CDRH) approves the Premarket Approval (PMA) for medical device or applicable 510(K) for devices
TRL 7	Final product design is validated and final prototypes are produced and tested.
TRL 6	Class III device safety is demonstrated. 510(K) data demonstrates substantial equivalency to predicate device.
TRL 5	MD-CDRH review of Investigational Device Exemption (IDE) results is sufficient to begin investigation
TRL 4	PoC and safety of candidate device or system is demonstrated in a defined laboratory or animal model
TRL 3	Hypothesis testing and initial proof of concept (PoC) is demonstrated in a limited number of <i>in vitro</i> & <i>in vivo</i> models
TRL 2	Research ideas and protocols are developed