



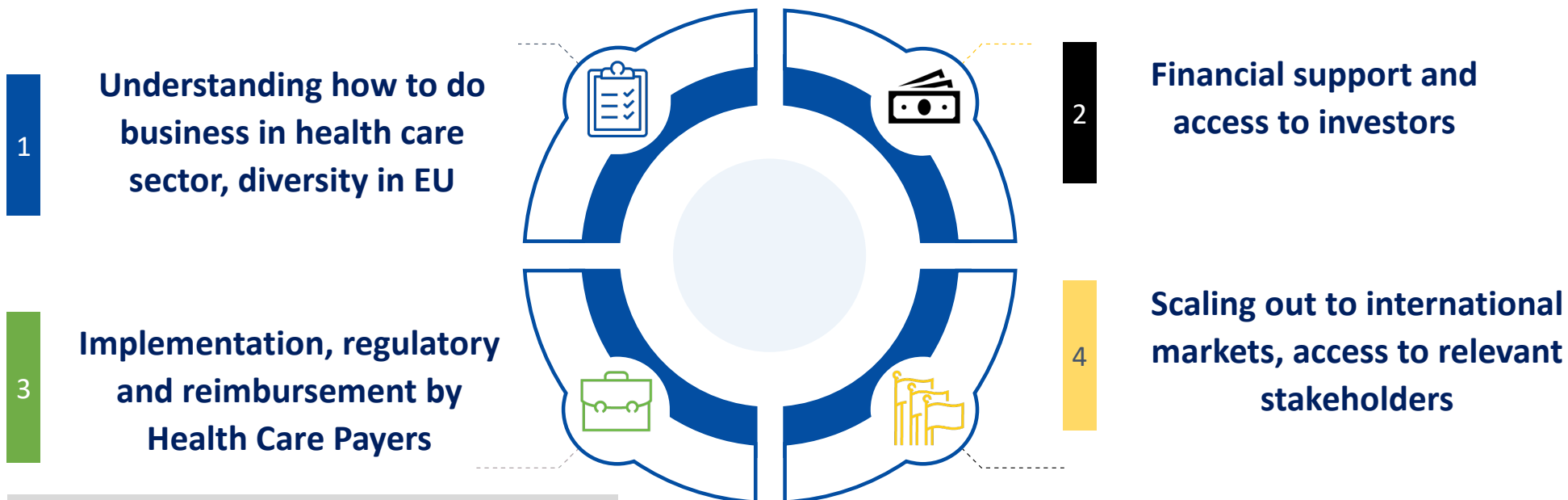
Co-funded by the
European Union

EIT Health support to start-ups

Merike Leego, Innovation Lead

iDays, Tartu, Estonia, 28th of October 2023

What are the biggest challenges for health and biotech start-ups?



CE mark is a mandatory for products (incl. software, tests, etc.) that are regulated by Regulation on [Medical Devices](#) and [In vitro Diagnostics](#). [GDPR](#). Clinical, economical and safety evidence should be provided to payers.

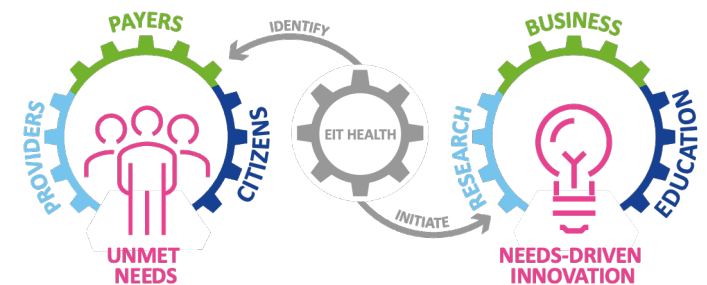
What is EIT Health?



EU initiative to support Innovation in healthcare

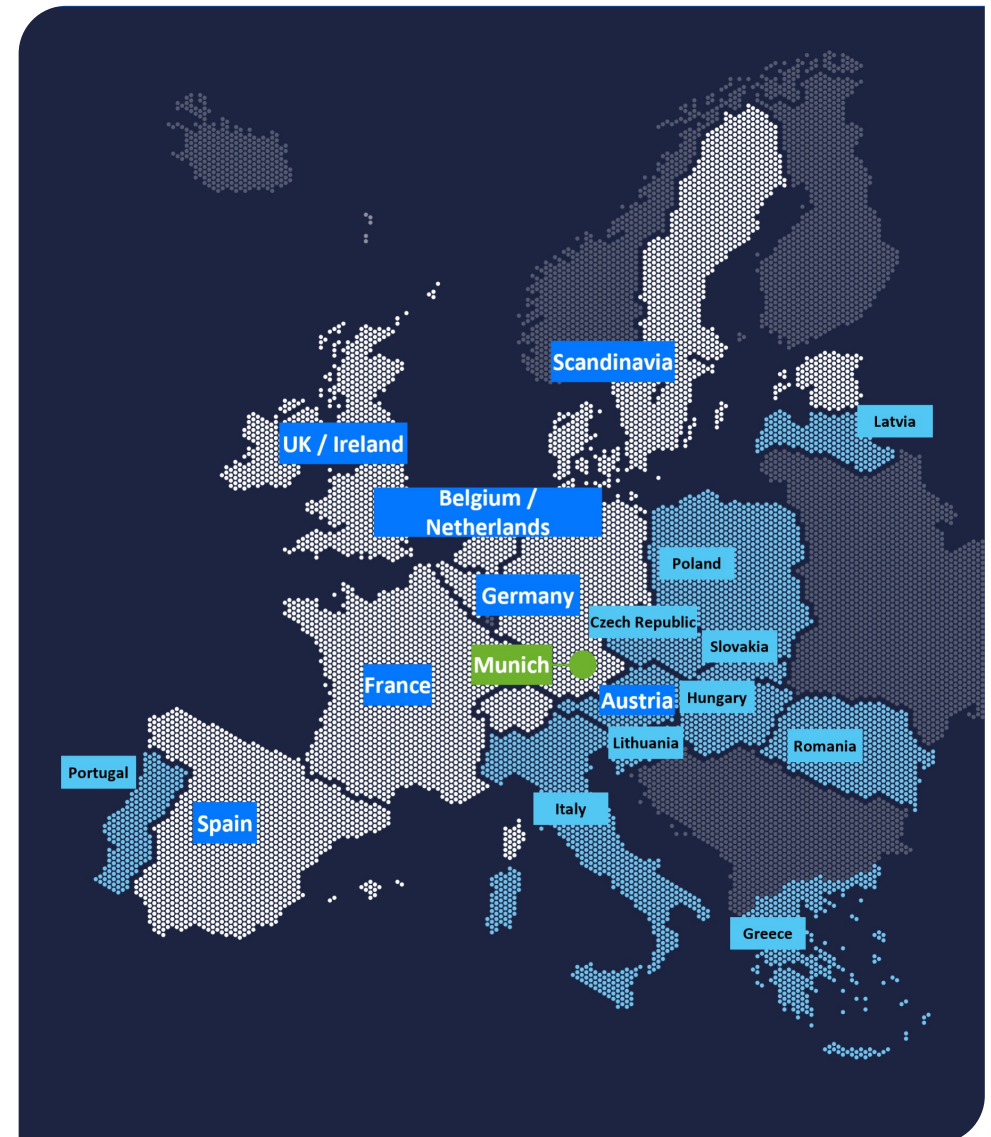
- financial support
- education
- network
- access to investors

~ 50 support programs opened every year!



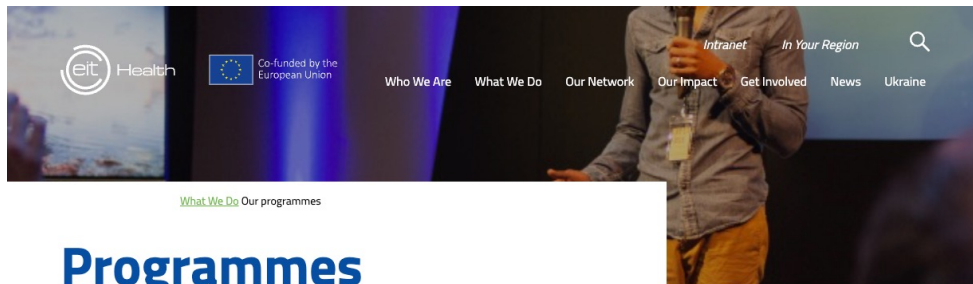
Europe's largest health innovation community

We work with 130+ world-leading academic institutions, industry and businesses, health care regions and payors as well as start-ups and innovators to drive health innovation forward



Where to get info on different support programs?

<https://eithealth.eu/what-we-do/our-programmes/>



Programmes

Our programmes are unique offerings that give you the opportunity to learn new skills, connect with a vast network of experts, access new markets and finance and more.

There is something for everyone, whether you're a student, healthcare professional, entrepreneur, or anything in between.

Search programmes



[Clear search](#)

Sort by:

Most recently added

Showing 46 of 46 results

Filters (none applied)

[Clear filters](#)

Programmes for

- Entrepreneurs & Innovators
- Health Professionals & Executives
- Investors
- Organisations
- Patients & Citizens
- start-up support organisations
- Start-ups & SMEs
- Students



Open Innovation
Solving Europe's pressing healthcare challenges

[View programme](#)



Open for application

AIProHealth
Elevating Healthcare through AI Innovation

[View programme](#)

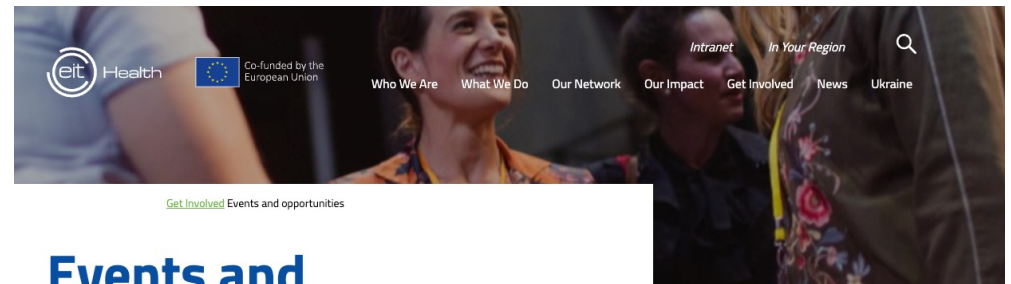


Open for application

PsyHealth WorXs
Online training in conducting psychosocial risk assessment in the healthcare workplace

[View programme](#)

<https://eithealth.eu/get-involved/events-and-opportunities/>



Events and opportunities

We can only innovate when we bring people together to inspire, connect and share knowledge.

That's why we have a packed schedule of events and opportunities for you to get involved in the work we're doing.

Search events and opportunities



[Clear search](#)

Sort by:

Most recently added

Showing 23 of 23 results

Filters (none applied)

[Clear filters](#)

Format

- In-person
- Online
- Online & in-person



Join our event

9 Oct - 9 Oct

Spain

EIT and the New European Innovation Agenda

On October 9th, Madrid will become the epicentre of European innovation.

[View event](#)



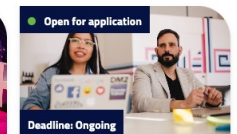
Join our event

18 Apr - 19 Apr

Rotterdam

EIT Health Summit
As a pioneer of the future, are you ready to pave the way for change?

[View event](#)



Open for application

Deadline: Ongoing

Call for Experts
Apply to be an Expert

[View opportunity](#)

1. Understanding how to do business in health care sector, diversity in EU?

1. [Mentoring and Coaching Network](#)

2. [Trainings and on-line courses](#) – RIS Academy, Bootcamps, Summer Schools

3. Degree programs

MSc programs

1. [Science entrepreneurship in Digital Health](#), 4 semesters, á 1250 €, apply by 31.12.23

2. [Technological Innovation in Health](#)

PhD Module

[Biomedical Engineering and Health Systems](#) (BEHEALSY), free, apply by 31.10.2023

2. [Jumpstarter Workbook](#) – practical guide to compile business plan

3. [A Framework for Innovation in Healthcare](#) – IML/TRL definition and steps to market

4. Support from [EIT Health staff on regional level](#)

5. [i-Days](#) - in 23 cities in October-November 2023! Grand finale in Spain



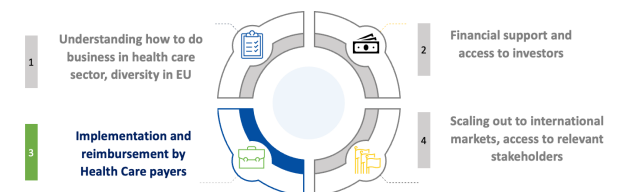
2. Financial support and access to investors

1. **Big innovation projects** – 1-1,5 Mio € for 2 Y, IML 5 (start-ups are in the central role, EIT Health partners support start-ups to enter to the market)
2. **EIT Health Fast Track to EIC Accelerator** – funding 2,5 Mio € for 3Y
3. **EIT Health RIS Innovation Call** – funding 75 000 €
4. Access to database of **health sector investors, matchmaking tool** – DealRoom: <https://startups.eithealth.eu/dashboard>
5. **Attract To Invest** (for RIS countries only) and **GoldTrack** - prepare companies for successful investment rounds
6. **Venture Centre of Excellence** - connects with life science investors and European Investment Fund



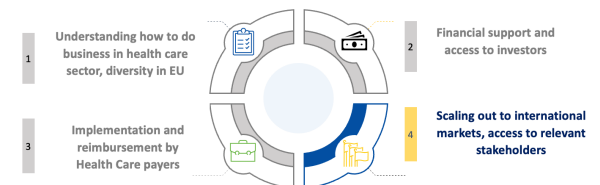
3. Implementation, regulatory and reimbursement by Health Care Payers

1. [Big innovation projects](#) – IML 5>IML 8, 1-1,5 Mio EUR for 2 Y, clinical trials to collect clinical evidence, GDPR, cost-benefit analysis, preparation for market launch
2. [DigInnovation projects](#) – IML 7>IML 9, 350K EUR for 9M, feasibility study in hospital (integration to clinical processes, incl. e-health systems), cost-benefit analysis, discussions with payors. Fast implementation for patient centric digital solutions.
3. Bootcamp - [Regulatory Pathways to Market](#)
4. [Guidelines](#) for medical devices and invitro diagnostic tests
5. [RegMetrics](#) – Regulatory Platform to identify right medical device class, requirements, supportive standards and test houses
6. Access to consultants on regulatory via [Mentoring and Coaching Network](#)



4. Scaling out to international markets, access to relevant stakeholders

1. Matchmaking events and [EIT Health Summit](#) (18-19.04.2024)
2. [Innovation projects](#) together with EIT Health partners
3. [User Validation Lab](#) (ULab) connects you with end-users over EU for validation
4. [Bridgehead program](#) – connecting scale-ups with top accelerators to expand to new markets
5. [Network of collaboration leads](#) to find suitable partner for projects, new customers
6. Access to [EIT Health partners](#), advertise your solution in network of >5000 professionals
7. [Overview of Health Care systems in EU](#)
8. [WorkInHealth Foundation](#) – matching recruiters and talents across the sector



Support programs by maturity level

IDEATE

- Business plan bootcamps
- Educational programmes with entrepreneurship and professional pathways

INCUBATE

- Mentorship
- Product testing & validation
- Entrepreneurship training
- Competitive funding opportunities

ACCELERATE

- Exposure to international investors
- Access to top talent
- Collaborate with world-class quality experts
- Opportunities to join consortiums
- Network services

SCALE

- Access to new markets
- Ready-made international network
- Alumni network
- Think Tank thought leadership forum

Launch & build your business /start-up

Grow your business/scale-up

TECHNOLOGY READINESS LEVEL

IML/TRL 1

TRL 2

TRL 3

TRL 4

TRL 5

TRL 6

TRL 7

TRL 8

TRL 9

Bootcamps: Patient Innovation, Women Entrepreneurship, MedTech & Regulatory, Wild Card

Education programs: Innovation Days, Summer Schools, Fellowships, Masters & PhD modules

Programmes: U-labs/Living Labs & Test Beds, Mentoring & Coaching Network, Catapult

Programmes: Bridgehead, Gold Track, EIC Fast Track, Venture Centre of Excellence, DiGinnovation

Big collaborative Innovation projects



Our impact so far...

Business Creation

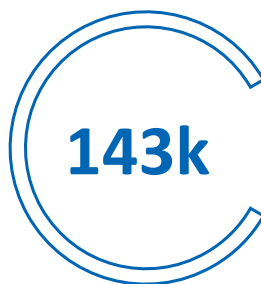


more than 2,500 start-ups supported



raised more than €1 b investment

Education



citizens have been empowered to foster healthier living and prevent disease

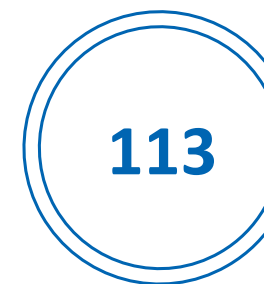


graduates and professionals trained

Innovation



innovation projects supported



products or services brought to market

EIT Health support for Estonian start-ups



Antegenes

Digital health company implementing advanced genetic tests for personalized prevention of cancer and other complex diseases

📍 Estonia

📅 2018

Total Funds Raised: €2.84 million



Biometric OÜ

Developing, producing, and marketing novel dental implant systems linked with virtual planning and augmented surgery

📍 Estonia

📅 2016

Total Funds Raised: €50 thousand



Cognuse

Digital health company building IT solutions for healthcare professionals and patients

📍 Estonia

📅 2010

Total Funds Raised: €900 thousand

... ..



Neuroactive

Developing a web-based platform which will enable anyone to incorporate advanced machine learning technology into their projects

📍 Estonia

📅 2016

Total Funds Raised: €10 thousand



ReCov OÜ

📍 Estonia

📅 2019

Industry: Health

Visit the company website [↗](#)



Virtuaallahendus OÜ (Medaid)

Provides home nursing services

📍 Estonia, Singapore

📅 2019

Total Funds Raised: €10 thousand

Industry: Health



Documental Ltd

Secure, web-based decision support tool designed for staff of mental health services

📍 Estonia

📅 2016

Total Funds Raised: €50 thousand



Healbed.com

Helping people to recover and deep relax through low-frequency sound waves

📍 Estonia

📅 2015

Total Funds Raised: €30 thousand



Interspectrum

Designing and manufacturing optical and fir spectroscopy instruments

📍 Estonia

📅 1991

Total Funds Raised: €1.41 million



voog

Website builder that is best for creating multilingual websites

📍 Estonia

📅 2007

Industry: Marketing



Dermtest

Complete medical photo management toolbox for skin and wound care

📍 Germany, Estonia

📅 2013

Total Funds Raised: €30 thousand

Industry: Health



Nanordica Medical

Advancing anti-bacterial wound care products



Rapid molecular testing

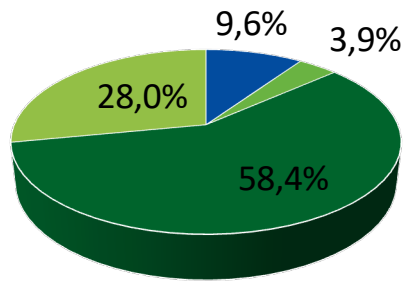
More information:

<https://eithealth.eu/our-network/our-supported-start-ups/>



Medtech and Digital Health dominate the portfolio

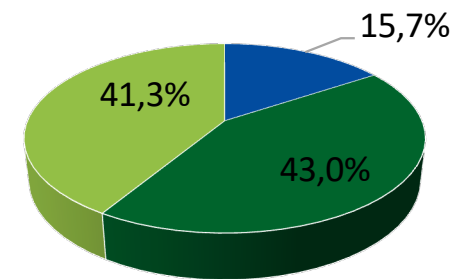
% of EIT Health grant



- BioTech - Diagnostics
- BioTech - Pharma
- Digital Health
- MedTech

- Total grant distributed: **147,9M€** in the period [2016-2022*](#)
- More than 50 % of the grant is concentrated in digital health.

% of EIT Health grant



- BioTech - Diagnostics
- Digital Health
- MedTech

- Total grant distributed: **31,7M€** in the period [2022-2024*](#)
- MedTech and Digital Health clearly dominate the portfolio.

*To be noted that Medtech and Digital health often overlap in projects.

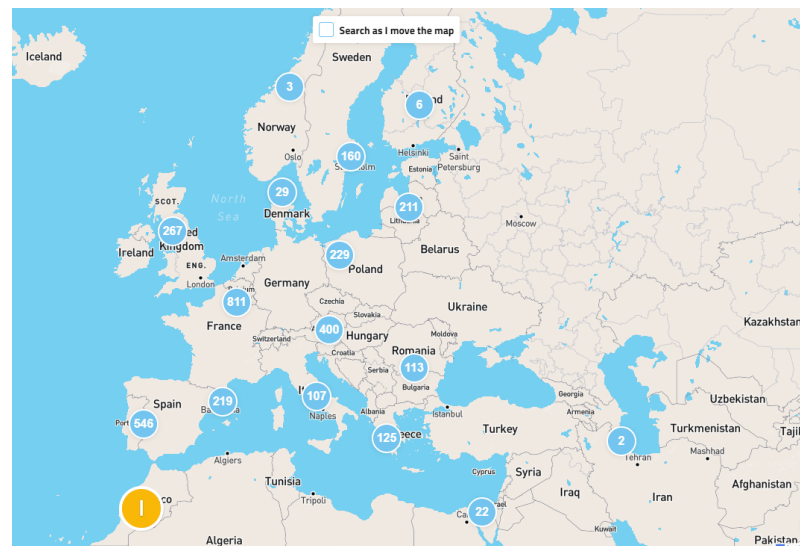
EIT Health Innovators Community

It is a multidisciplinary **community of innovators**.
A community of over **3000+ members**.
You can join them in building the future of healthcare.
Job opportunities, training, networking, events.

Join the Innovators Community!



Network Learn Teach Co-create Get hired



Co-funded by the European Union

<https://community.eithealth.eu/>

**Sign up to receive News
and Opportunities**



i-DAYS 2023



Co-funded by the
European Union



Merike Leego
Innovation Lead

Merike.Leego@eithealth.eu

Thank you!

Please don't hesitate to contact us if you have any questions!

<https://eithealth.eu/the-team-scandinavia/>