

DANUBE INNOVATION PARTNERSHIP

IP Commercialization options

EIT HEALTH

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EIT - Making innovation happen

Climate-KIC →

Climate change mitigation and adaptation

EIT Digital →

Future Information and Communication Technologies

EIT Health →

Healthy living and active ageing

EIT Raw Materials →

Sustainable exploration, extraction, processing, recycling and substitution





Investing in innovation


06/07/2015

Grant Agreements signed between the EIT and the first three KICs In 2015, the EIT has invested EUR 260 million to boost innovation in Europe through its Knowledge and Innovation Communities (KICs) innovating across the European Union. These FIT funds help to integrate education, research and

 ClimateLaunchpad - European Final


 TBB. - The Business Booster by KIC InnoEnergy

 461 entries from 26 countries at EIT Digital Idea Challenge


 The rocky road to success before and

European Institute of Innovation and Technology

- The EIT is the first EU initiative bringing together the three sides of the “knowledge triangle”: business (companies and SMEs), higher education institutions and research centres.
- The EIT aims to increase the cooperation and integration between higher education, business and research to facilitate the transition from:



**Student to
entrepreneur**



Idea to product



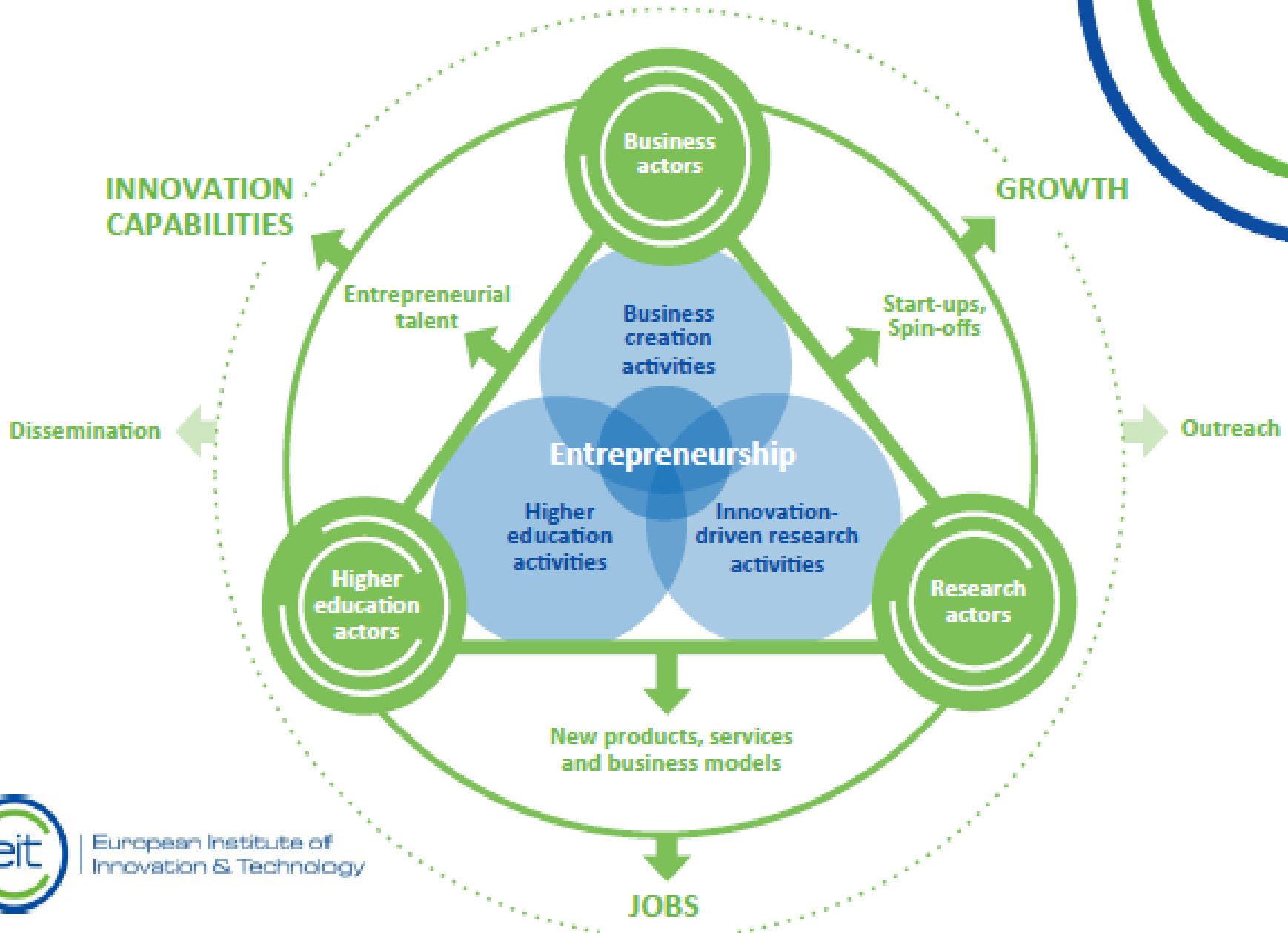
Lab to customer



European Institute of
Innovation & Technology



The EIT innovation model

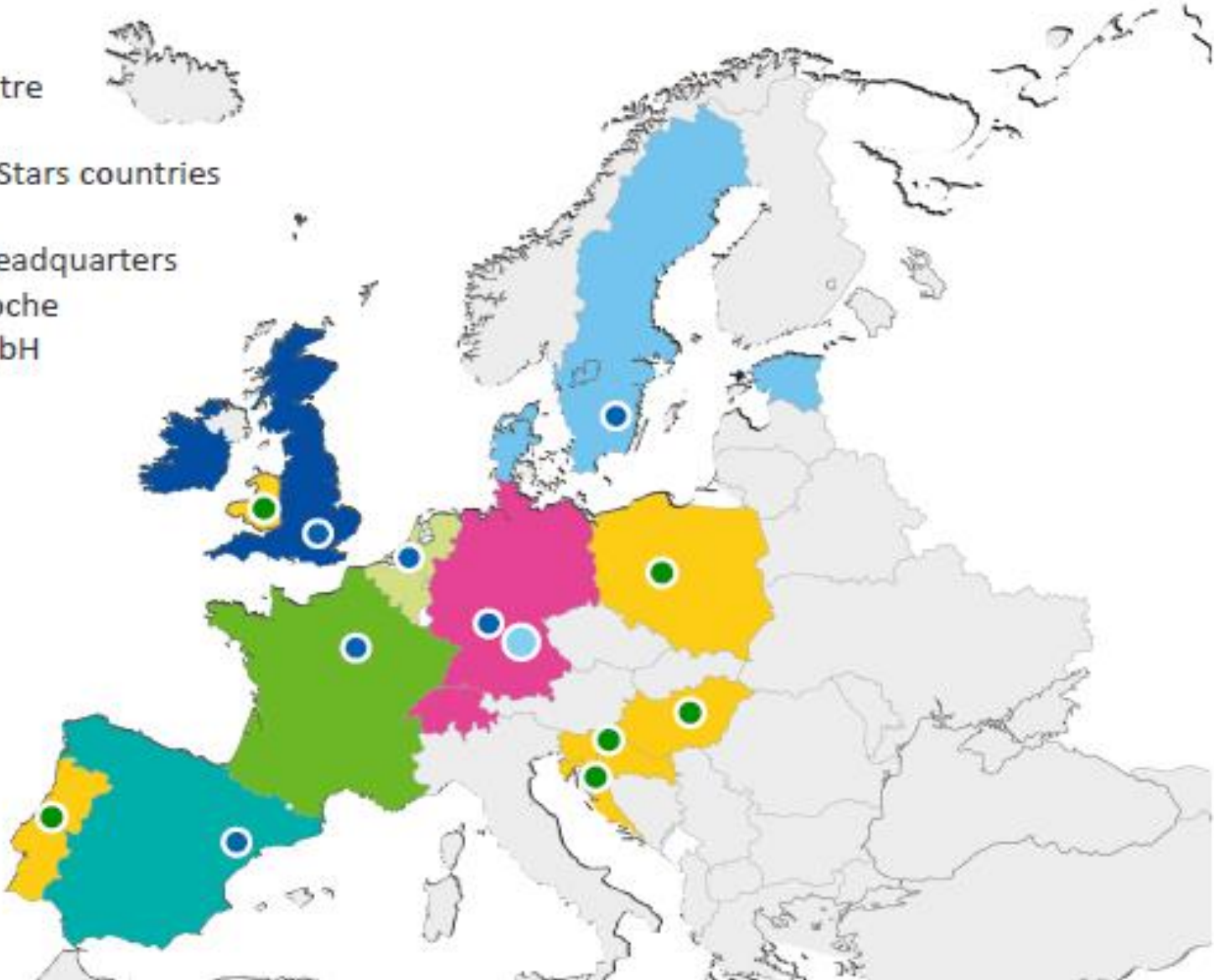




- ✓ to accelerate entrepreneurship and innovation in healthy living and active ageing, providing Europe's top talents with new opportunities and resources for the benefit of all citizens.

Our network spans across Europe

- Co-location centre
- EIT Health InnoStars countries
- International Headquarters
Coordinator: Roche
Diagnostics GmbH

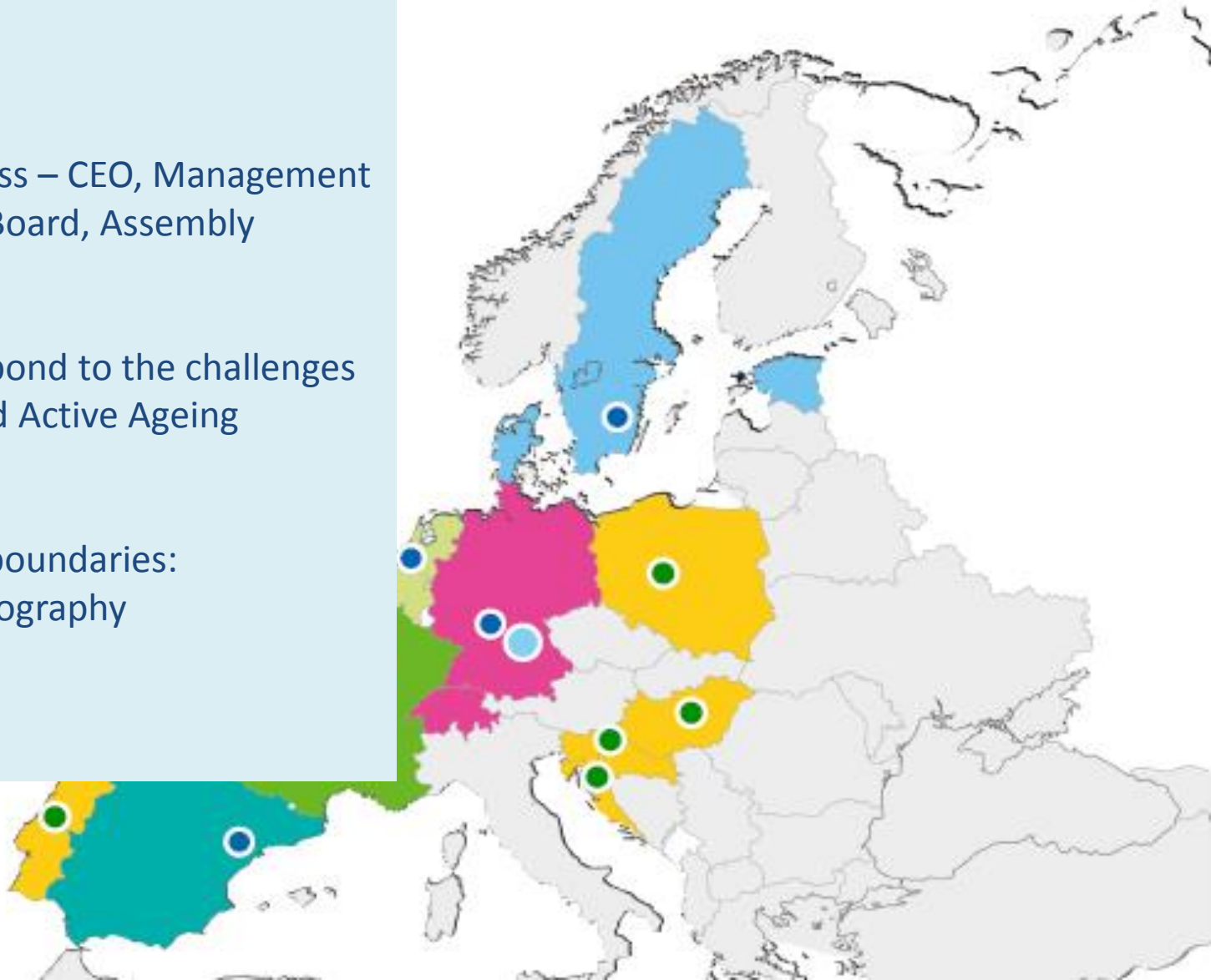


Our network spans across Europe

We run like a business – CEO, Management Board, Supervisory Board, Assembly

We identify and respond to the challenges of Healthy Living and Active Ageing

Our activities cross boundaries:
discipline, sector, geography



Turn ideas into economic success:
“Projects” as part of an integrated innovation path



EIT Health Projects

will build on
collaboration

EIT Health Accelerator

will support
innovation and
business

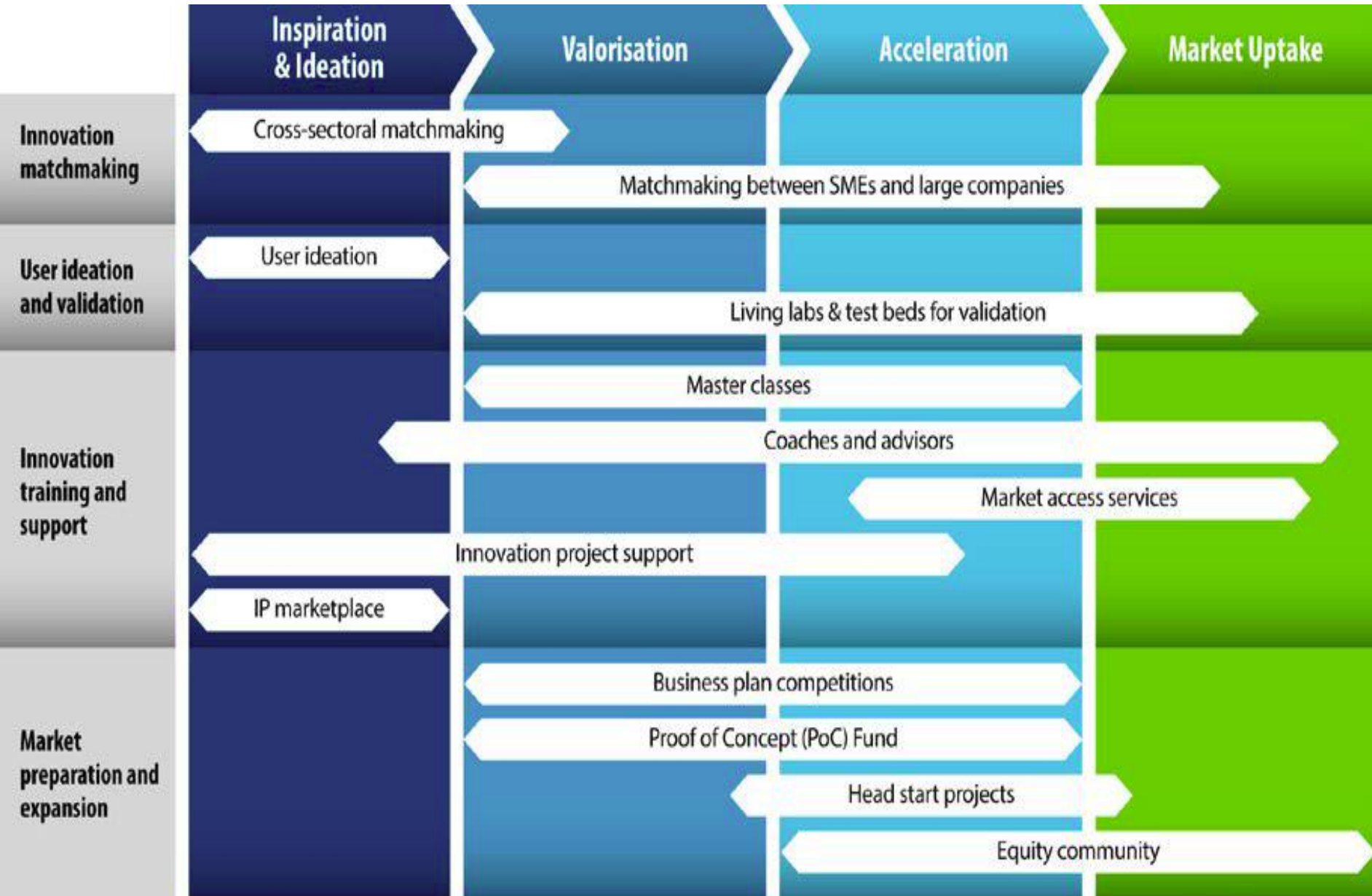
EIT Health Campus

will become a
brand for
excellence in
education

Turning local ideas into European innovations

- support platform for innovation and business creation
- transform the innovation process by
 - bridging fragmented innovation ecosystems and by
 - offering support and services to access relevant markets

EIT Health - The 4 'Phases'



Driving innovation to address societal needs and contribute to the sustainability of European health systems

Major Challenges for Life Science Innovations

Fragmentation

- Inno ecosystem operates at national/regional but NOT at international level
- no critical mass of talents, SMEs, entrepreneurs to attract capital
- Fragmented reimbursement schemes & regulatory framework

Organisation

- Lack of incentives, resources, evaluation,
- No space for stakeholders to cooperate
- Slow uptake

Workforce

- innovation resistant
- education does not prepare for the practice
- Business coaching missing

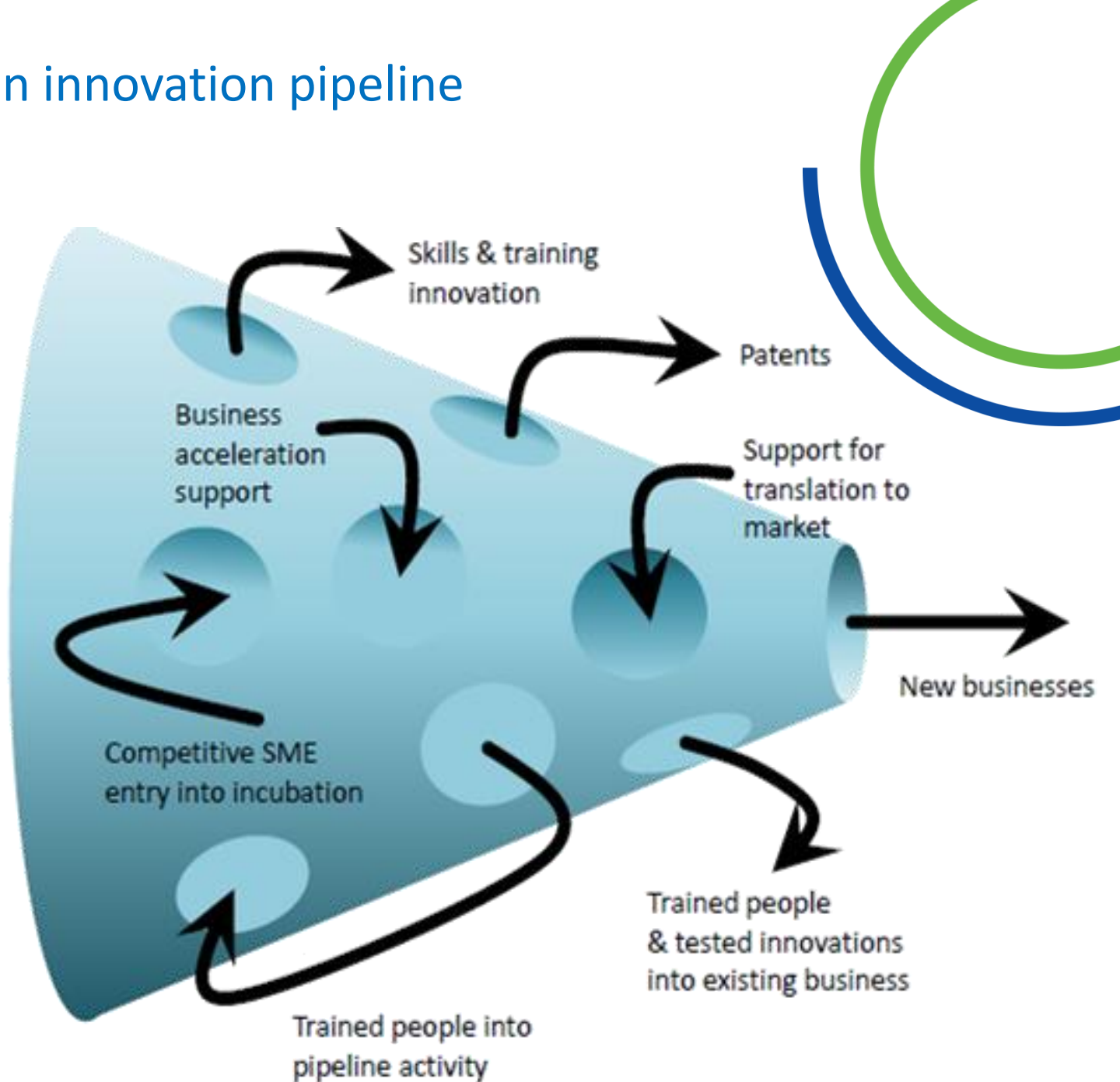
Co-innovation as a strategy



EIT Health open innovation pipeline

Inputs to pipeline from EIT Health community

- Socio-technical insight
- Idea creation
- Skills
- Facilities (living labs and test beds)
- Education
- Technical know-how
- Market insight
- Policy influence



Key Features of EIT Health Accelerator

- Work through and strengthen existing organisations
 - TTOs
 - Incubators & Accelerators
 - Living labs & test-beds
- Work towards building a network of business angels and VC companies
- Build on (and work together with) education programs focusing on entrepreneurship
 - Already in operation at CLCs
 - In use at existing KICs
 - New EIT Health programs

BUSINESS ACCELERATION

FINANCE

Business development advisor

Team assessment (skills, competence etc.)

Business coach appointed

Entrepreneur appointed (if necessary)

Masterclass courses

Sales / market coaching

VC network

Angel investors

Head-start projects

POC fund

MARKET

PEOPLE

Market evaluation

Novelty assessment

Prototype support

Access to
LLs & TBs

Legal & IP strategy

Customer validation

Regulatory pathway

Reimbursement pathway

Customer access

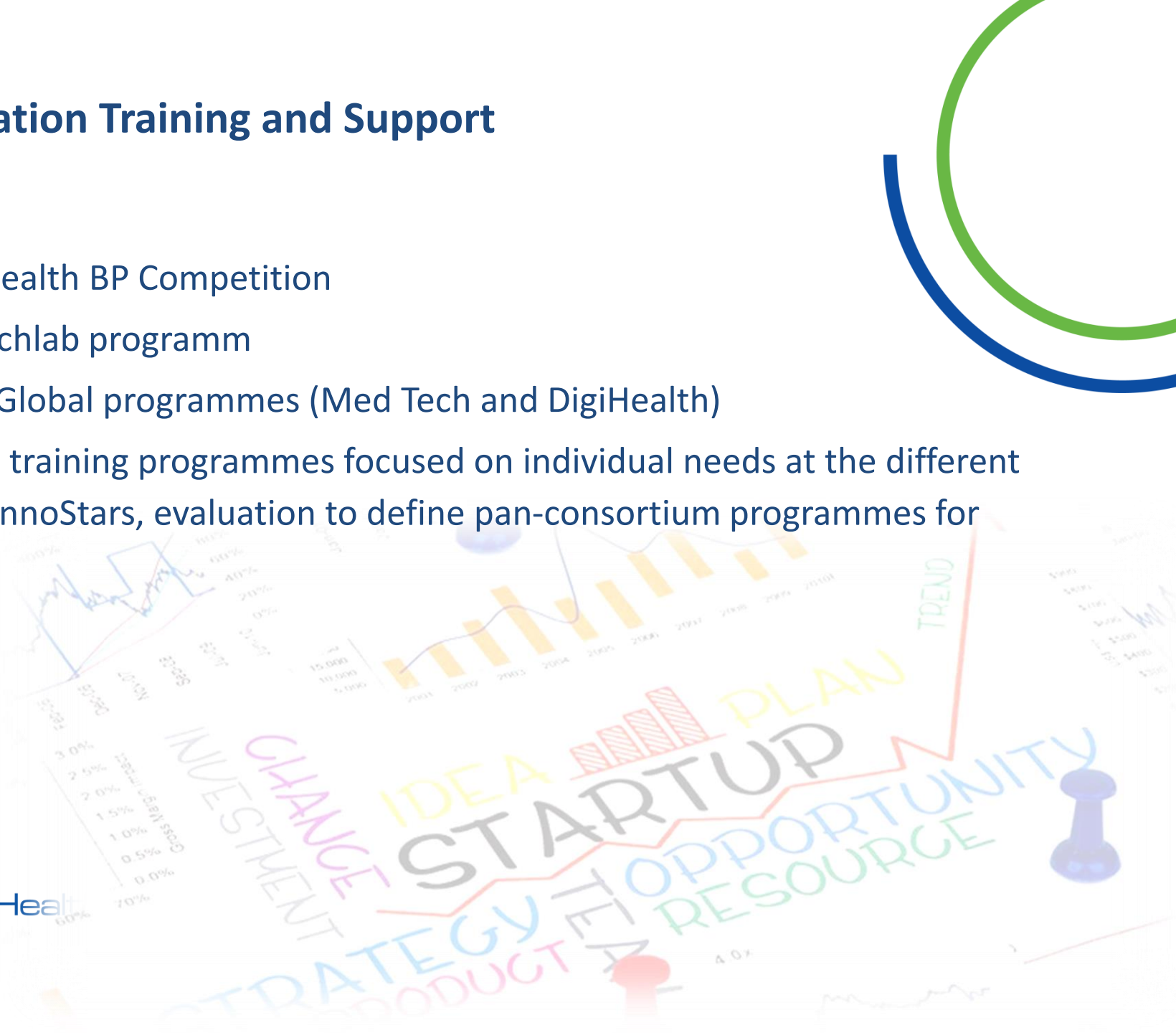
TECHNOLOGY

EIT Health ACCELERATOR – business plan 2016

- Innovation Training and Support
- Market Preparation and Expansion
- User Ideation and Validation

Innovation Training and Support

- EIT Health BP Competition
- Launchlab programm
- 2 GoGlobal programmes (Med Tech and DigiHealth)
- Local training programmes focused on individual needs at the different CLCs/ InnoStars, evaluation to define pan-consortium programmes for 2017



Market Preparation and Expansion

A multi-annual strategy

- to increase the investment of private capital in investment-ready projects, start-ups and SMEs, and
- to catalyse access to key market expertise
- with emphasis on nurturing local networks and programmes.
- Build-up **business angel and corporate financing networks**
- Identification and test of **crowdfunding platforms**,
- Process for the handling of **PoC project** proposals at the CLC level
- Build a network of **market experts** to support expanding SMEs in understanding local conditions and provide access to potential customers
- **Cross-linkages with other areas, segments and activities in EIT Health**
- Engagement of coaches from angel networks in start-up / projects and training programmes
- Market experts to assist and coach in GoGlobal Flagship Programmes
- Strategic use of PoC and Head-Start projects
-



User ideation and market Validation

A multi-year strategy

- to shorten the time for start-ups and SMEs to launch products and services within the scope of EIT Health
- **in Living Labs (LL) or Test Beds (TB)**
- providing an environment **with actual end users** in which both user ideation and validation (Living Labs) or just validation (Test Beds) of new products and services can be performed. Many of these facilities already exist in the CLCs and InnoStars regions.
- Build-up a high quality Living Labs and Test Beds **network** per CLC based on pre-defined selection criteria and information database

EIT Health – The offerings

An open innovation community

- Reduced risk
- Early knowledge
- Entrepreneurship support

Privileged access to world leaders

- Expert knowledge – One-stop entry to international world-class interdisciplinary expertise
- Top talent – Visibility with international pool of young talent and ability to align student research work and professional experience with business and public needs
- Employee development – Open innovation and entrepreneurial skills developed and network building for employees at all levels

Influence and reputation

- Policy influence
- Research influence
- Public recognition



Value proposition to partners



Partners access an integrated community with global outreach that intelligently links a wide portfolio of key innovation actors



Thank you!

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