

EIT Health Scandinavia

Call for vouchers for the Accelerator programme “Mentoring and Coaching Network 2020”

An exciting opportunity for Scandinavian & Nordic Biotech, MedTech or Digital health start-ups 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.

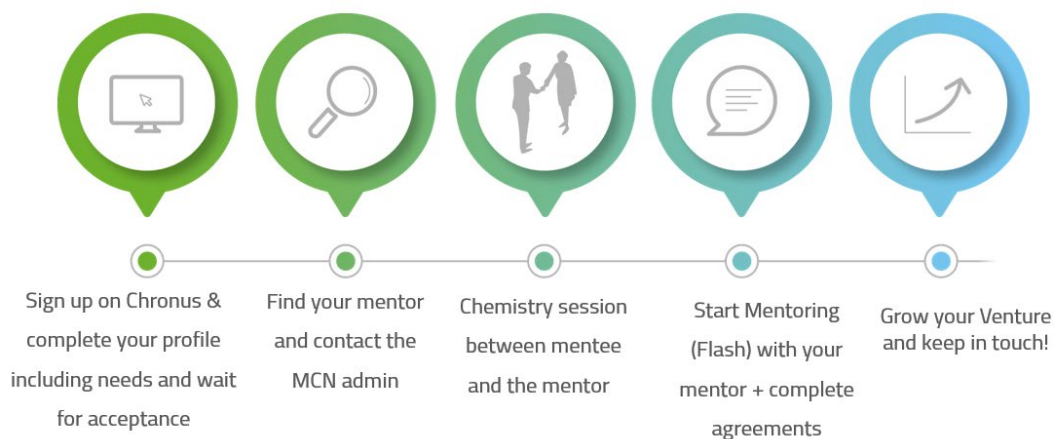
Why join EIT Health's MCN?

- The EU go-to platform for Health and Healthcare experts /mentors.
- We work with outstanding healthcare start-ups and world-class mentors.
- Established mentoring tracks, ensuring quality engagement.
- The opportunity to reach out, connect and grow together.
- €2.000 for flash mentoring plus: 3 mentoring session in first 3 months and 4th follow up session after 6 months of the start of the mentoring connection.

EIT Health Scandinavia is now opening a call for awarding Mentorship and Coaching Vouchers to start-ups who have not participated earlier in EIT Health programmes. Each voucher is valued for € 2000. This provides

- 3 mentoring sessions in first three months and a 4th follow up session after 6 months of the start of the mentoring connection.
- Each Mentoring session should include at least 4 to 5 hours of mentoring and 2 to 3 hours of preparation of mentor, it could be travelling, introducing to new networks, administrative work. Overall, each mentoring session should be accountable for 8 hours.

How does the programme function?



The program consists of up to three free “chemistry” sessions to identify the required mentor. Once the choice of mentor is established, the chemistry session will be followed by three mentoring sessions spread over the first three months. A fourth follow up session will be held after six months of the start of the mentoring connection.

Eligibility criteria

- Start-ups who have not participated or applied earlier 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 an incorporated company in either in Denmark, Estonia, Finland, Iceland, Norway or Sweden.
- The project/product should be a minimum of TRL3.
- Start-ups who have received the MCN voucher in the past are not eligible for applying.
- Company must be prepared to complete their flash mentorship in Nov/Dec 2021.
- Should address one of the following social challenges
 - Strengthening healthcare system in Europe
 - Promoting netter 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:

1. Innovativeness of Product/Service
2. Potential Impact of Product/Service
3. Potential of the team – expertise and credibility
4. Well defined objectives for overall business development
5. Clearly defined need for Mentoring & Coaching
6. Overall Impression: Quality of application/product and idea, idea must be well structured and concisely written.

Where to apply: [Optimy platform](#)

Deadline for applications: **June 30th 2020**

For questions please contact Harsha Madapura, harsha.madapura@eithealth.eu or Christos Vaitsis christos.vaitsis@eithealth.eu.

Understanding the ‘technology readiness level’ (TRL)

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	Post marketing 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