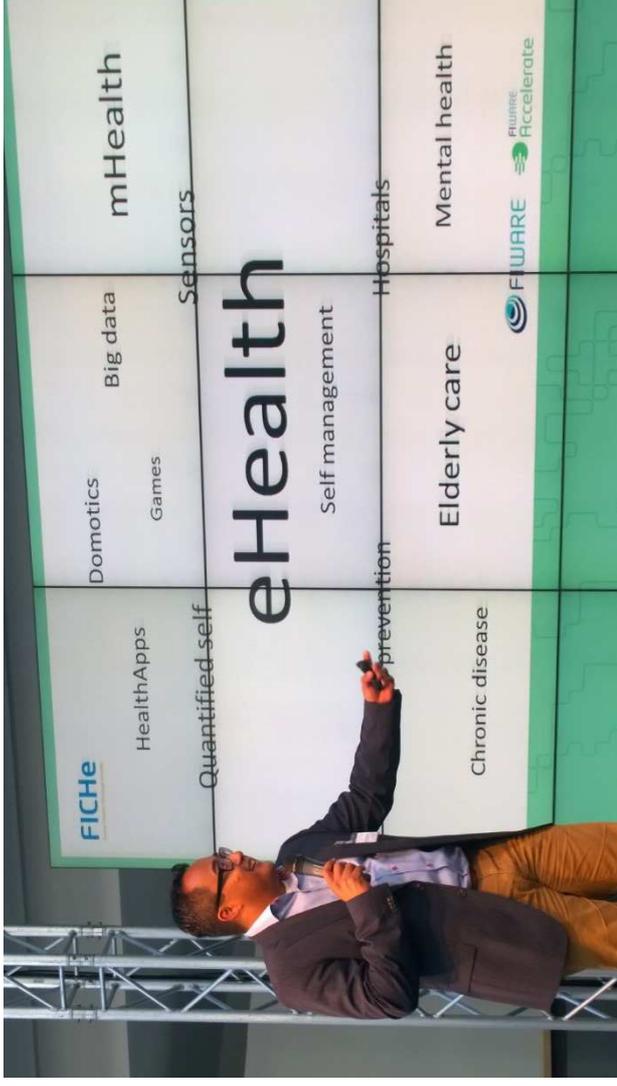


Investing in e-Health Business

Supporting Innovative European SMEs

Insight from the EU Funded GET Support Project
and FICHe Accelerator Project



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DigitalEZorg.nl



TNO innovation for life



eHealth Solution
 EU SME Competition
 2015



Delivering growth to eHealth business



Supporting Innovative European eHealth SMEs

BUSINESS
PLAN SUPPORT

FUNDING
OPPORTUNITIES

GET GLOBAL
SUPPORT

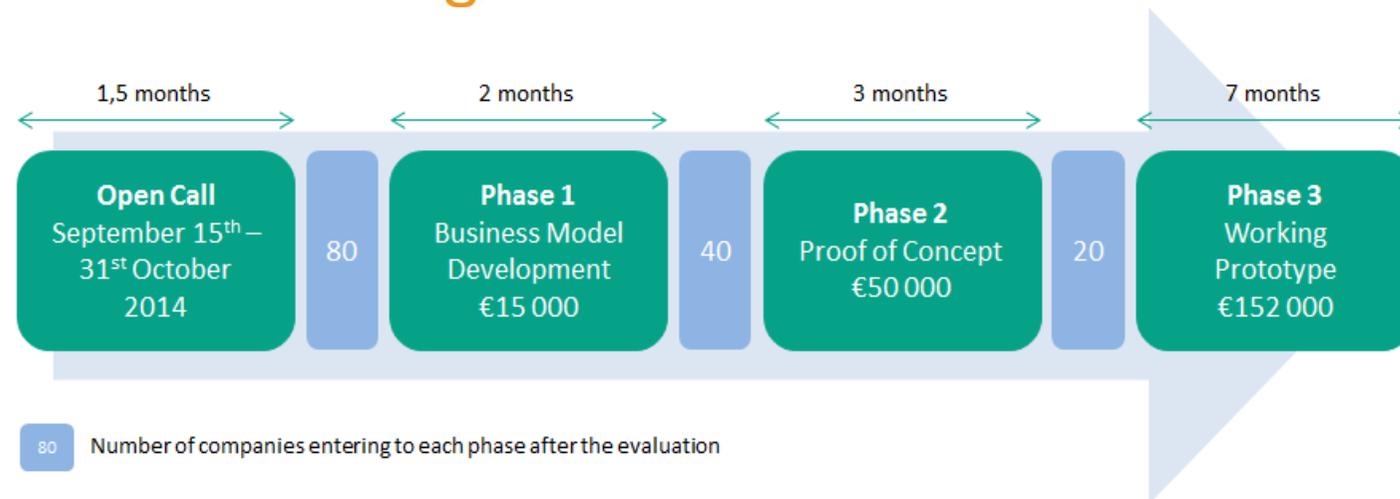
MARKET
OPPORTUNITIES

<http://www.get-ehealth.eu/>
@Get_eHealth



FICHe

Future Internet CHallenge eHealth



<http://www.f6s.com/fiche>
@FICHe_EU

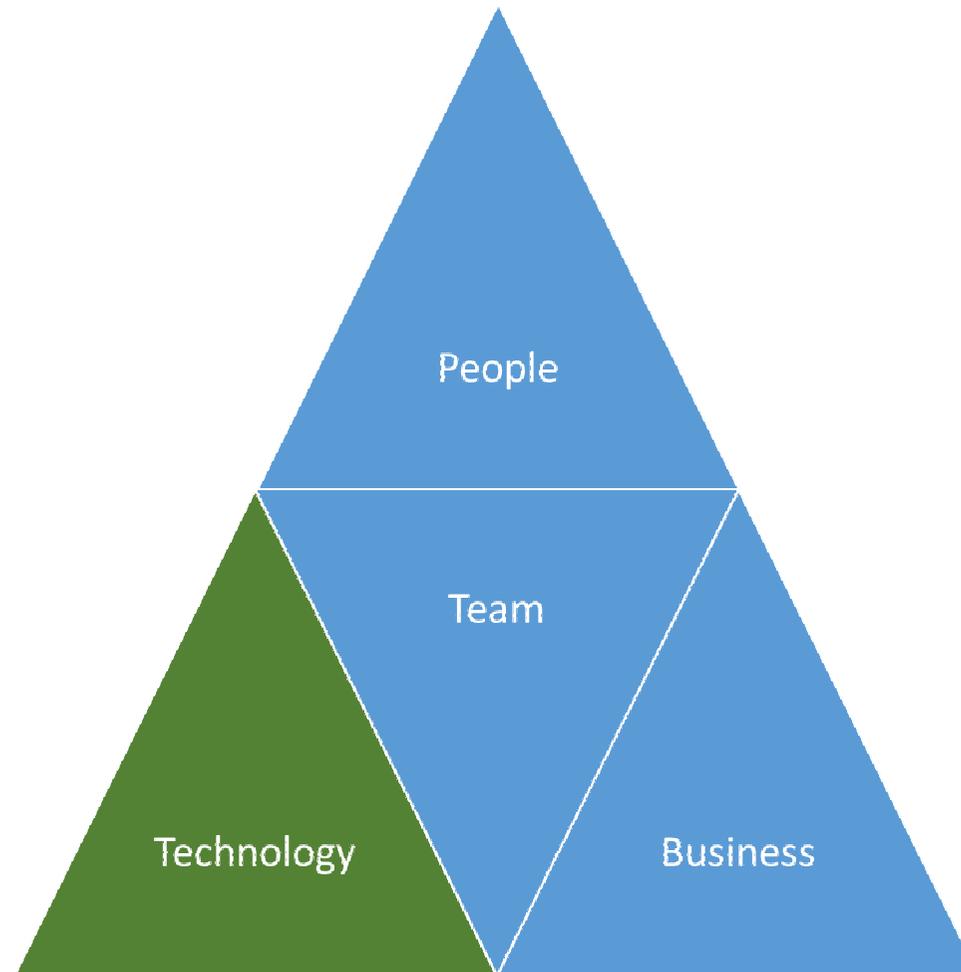


Ask the question...

What would be your top 3 need-to-have support demand?

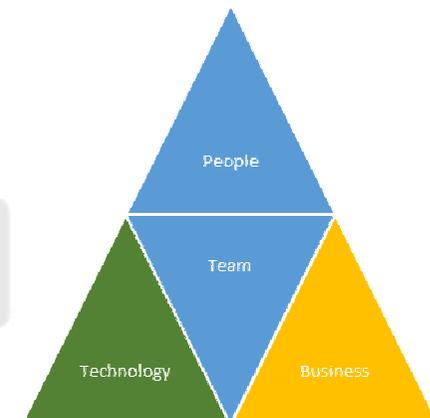
- Open question in open groups
- SMEs and startups replied
- Total of 150 replies in couple of days
- Replies from accross Europe

It all adds up...



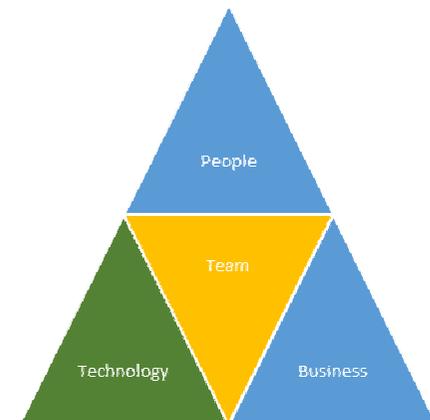
Show me the money!

- Seed funds are easy, second round to complicated
- Initial clients are important!
- Horizon2020 instruments
 - PCP
 - SME instrument (too crowded)
- NHS SBRI program
- Health 2.0 challenges



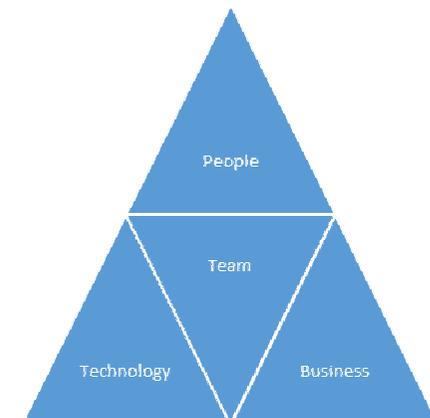
It's all about the team

- Foster entrepreneurship
- Grow innovators and entrepreneurs; geeks can be CEOs
- Keep coaching, mentoring and training; mentorship is worth more than money!



But also...

- Keep up the pace! Times are changing...;
- Choose wisely, not just the big names;
- Be interoperable, be aware of vendor lock-in;
- Make demands, enforce cooperation.



Learn from others

- We Didn't Cut Early Enough;
- It Was Difficult To Nurture *And* Scale;
- We Underestimated The Bureaucracy;
- We Assumed Faster Exit Times;
- It Can Be Hard To Go Deep And Wide.



Some final slides...

Pan-European eHealth benchmark

2015

Start national benchmark

Collect national results

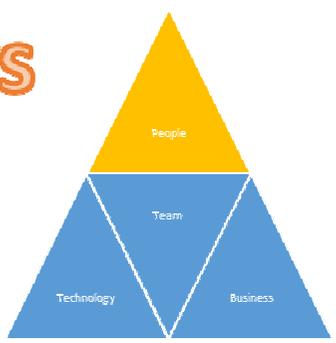
2016

Present results on

Med-e-Tel and eHealthWeek



National Partners
Wanted



TNO innovation
for life



