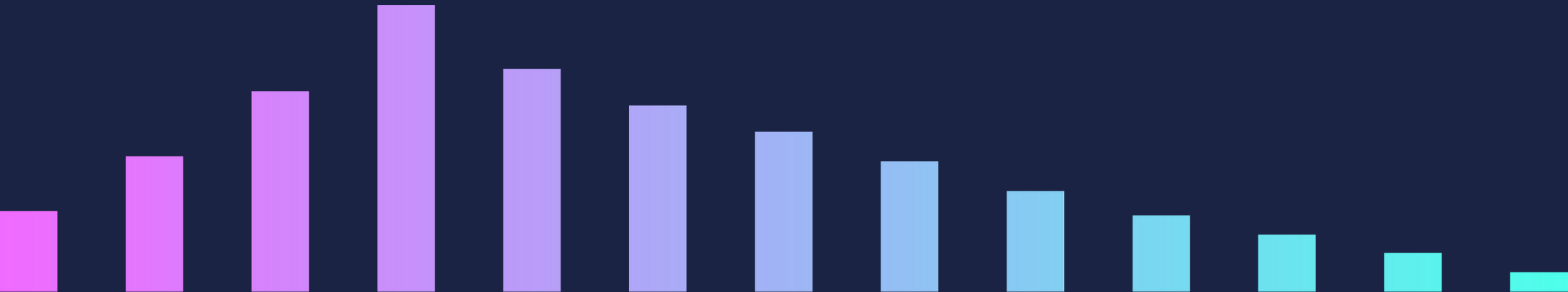




# BRIDGEHEAD

## Catalysers Catalogue





# Scaling Up

Bridgehead supports scale-ups in their quest to reach new international markets through access to local ecosystems of vetted accelerators, incubators, and clusters that will guide them through the process. Scaling up and penetrating a new market is a big step for any venture: you need expert knowledge about your target destination and a broad network to be successful. We open the right doors to establish and grow cross-border businesses.

We get to know each company so we match you with the right cluster, accelerator, or incubator from our network -- what we call Catalysers. Every programme is pre-vetted, with a track record of success and seasoned support teams that know the local market.

## GLOBAL

Helping your mature European venture open up a new market outside Europe.



## EUROPE

Helping your mature European venture open up a new market inside Europe.







# Our Bridgehead Europe Catalysers

## **Belgium**

IMEC

## **Czech Republic**

DEX Innovation Centre

## **Denmark**

Health Tech Hub

## **Estonia**

University of Tartu

## **France**

Eurasanté

Genopole

Neighborhood

Medicen

## **Hungary**

Startup Campus Hungary

## **Italy**

Campania New Steel

## **Germany**

BioRN

Life Science Factory

Medical Valley

Medscaler

## **Netherlands**

Brightlands

Health Valley

Medscaler

## **Poland**

CiiTT Medical University of Lodz

Lifescience Krakow Klaster

## **Portugal**

Biocant Park

BGI

IPN

Teclabs

## **Spain**

Biocat

DKV Servicios

IDEAS UPV

IESE

Instituto de Biomecánica (IBV)

Parque Científico de Madrid

PTS Granada

UPF Ventures

## **Sweden**

KI Innovations

Sahlgrenska Science Park

## **UK**

Innovation Agency

The Hill

Neighborhood





# Our Bridgehead Global Catalysers

## **Argentina**

UPF Ventures

## **Australia**

Medscaler

## **Brazil**

Start UB!

IPN

Medical Valley

BGI

## **Canada**

Medscaler

Medicen

## **China**

BIO NRW

Brightlands

Medical Valley

BGI

## **Colombia**

IDEAS UPV

## **India**

IPN

## **Japan**

Medical Valley

## **Mexico**

Start UB!

Parque Científico de Madrid

Ideas UPV

## **United States**

Brightlands

Innovation Agency

BGI

Medical Valley

Eurasanté

Global Scale Up Program

Neighborhood

Medscaler

STING

UPF Ventures

Fundacion Parque Cientifico Madrid

Medicen

# BIO Clustermanagement NRW GmbH



BIO Clustermanagement NRW GmbH (BIO CM), a German catalyst, offers services dedicated to startups and small companies in the biotech and life sciences which want to enter the Chinese market. BIO CM accelerated the market entry of more than 40 startups with the help of its Chinese-speaking experts located in Germany and China. Further BIO CM's services include: Identify partners and regions, organize delegate trips, fairs & conferences, assist in business agreements, stakeholder management and workshops on local reimbursement, regulatory system.

**EIT Health Hub:** Germany

**Market:** CN

**Bridgehead:** Global

<https://bioclustermanagement.de/>

# Biocant Park



Biocant Park is a Science and Technology Park devoted to Biotechnology. Our Innovation Ecosystem includes state of the art infrastructures, access to technology platforms, networks, supporting services and industrial area, complemented with privileged access to hospitals, regulatory agencies, authorities and investors. Besides accessing to a vibrant entrepreneurial community backed with top-ranked R&D institutions, addressing the Portuguese market will also open the possibility to reach a larger market in Portuguese speaking countries.

**EIT Health Hub:** Innostars

**Market:** PT

**Bridgehead:** Europe

<http://www.biocant.pt>

## Biocat, BioRegion of Catalonia



Biocat is the institution that brings together the life sciences and healthcare innovation community in Catalonia. Biocat dynamizes the BioRegion, the biosciences cluster in Catalonia, in order to consolidate and project it internationally. Through its actions, Biocat fosters collaboration between the stakeholders in the BioRegion and a variety of entities in Catalonia and beyond, both nationally and internationally, and facilitates the access of companies and research bodies to public stakeholders.

**EIT Health Hub:** Spain  
**Market:** ES  
**Bridgehead:** Europe

<http://www.biocat.cat/en>

## BioRN, the Life Science Cluster Rhine-Neckar



Science & industry cluster with its core in Heidelberg, one of Germany's life science hubs. We foster health innovations and create a rich translational ecosystem, consisting of leading academic and research institutions, 8 global pharmaceutical companies, suppliers, manufacturers, service providers and SMEs in the field of biotechnology, medical technology and biopharmaceutical. We provide direct access to healthcare professionals & industry decision makers for demos and collaborations; experts for tailor-made support (regulatory/ reimbursement/go-to-market strategy/legal).

**EIT Health Hub:** Germany  
**Market:** DE  
**Bridgehead:** Europe

<https://www.biorn.org/>

# Brightlands



Brightlands  
Knowledge crossing borders

Brightlands Health Campus is a Dutch incubator established by the University of Maastricht and the Academic Hospital. We have direct access to these institutions, their researchers, clinicians and state-of the art facilities. We have vast experience in knowledge transfer, particularly in regenerative medicine, medical devices, e-Health, imaging, precision medicine and biotechnology. We provide tailor-made support for business development, licensing, patenting, venturing, funding, marketing and legal support.

**EIT Health Hub:** Belgium/Netherlands

**Market:** NL, CN, US

**Bridgehead:** Europe, Global

<http://www.brightlands.com>

# Building Global Innovators (BGI)



Building Global Innovators (BGI) is a deep technology accelerator spinoff from MIT Portugal (2013), having developed over the last 10 years unique methodologies for maximising impact and reducing the risk of deep technology-based ventures across 4 industries: healthcare, smart cities and industry 4.0, AI and blockchain, and water and ocean. Considered on the top 50 accelerators in the world (Valuer.ai), top 20 in Europe (Fundacity), Top Worldwide top business accelerator (UBI).

**EIT Health Hub:** Innostars

**Market:** US, BR, CN

**Bridgehead:** Global

<https://www.bgi.pt>



# Campania NewSteel srl



Campania NewSteel is an incubator - recognized as certified by the Italian Government - promoted and shared by University Federico II and Città della Scienza. It is the most relevant incubator in Southern Italy and one of the main incubators in Italy – is a system of modern spaces, technological infrastructures, customized professional services and international relationships to support start-up creation and development in every stage, from idea generation to scale-up phase. The Incubator is specialized on tech-based start-ups.

**EIT Health Hub:** Innostars

**Market:** IT

**Bridgehead:** Europe

<https://www.campanianewsteel.it/>

# Centre for Innovation and Technology Transfer Medical University of Lodz



By using the knowledge and potential of people around us, through purposeful actions, we build a bridge between science and research and business. We support and coordinate the directions of cooperation of these two areas so that they complement each other and directly translate into the development of the economy in the field of medicine and health. Our main role is to incubate new business ventures while providing support at all stages of commercialization.

**EIT Health Hub:** Innostars

**Market:** PL

**Bridgehead:** Europe

<http://ciitt.umed.pl/>



## DEX Innovation Centre



The Czech Republic, having the central geographical position in the CEE region and low labour costs, brings to Czech based startups an unfair advantage to to effectively cover a market of 165 million people overall (V4 and DACH countries around). DEX IC is looking forward to supporting your expansion through the Czech Republic to the whole CEE. We are an innovation centre, founded in 2012, runs own Accelerator program, soft landing program for foreign startups, provides business development services to scale-ups, with an international network of angels and VCs. Our main scope is energy, transportation and health.

**EIT Health Hub:** Innostars

**Market:** CZ

**Bridgehead:** Europe

<http://dex-ic.com/>

## DKV Servicios



DKV Servicios, subsidiary of DKV Seguros Group (spanish health insurer), works as a digital health services provider, and as a healthcare provider through its own medical centers. DKV Servicios has established "DKV Digital Health Innolab", an innovation lab that, benefiting from the DKV's unique ecosystem, offers personalized mentoring services for start-ups on every phase of their roadmap: hypothesis and business model validation (living lab), adoption and integration to DKV's platform, commercialization, a strategic workplace, among others.

**EIT Health Hub:** Spain

**Market:** ES

**Bridgehead:** Europe

<https://dkvsalud.com/activistas-salud/>

## EURASANTE



Eurasanté is the Lille Northern France health cluster dedicated to the acceleration of young companies, in interaction with a fertile network of research institutions. We offer a full range of services to help startups in their development within the French healthcare market and we give the opportunity to reach the US market via the Maryland State. Startups benefit from a premium softlanding solution, a dedicated support to start their activity on the French health market. Our services include financing, human resources, market access, business development, intellectual property...

**EIT Health Hub:** France  
**Market:** FR  
**Bridgehead:** Europe

<https://lille.eurasante.com/>

## GENOPOLE



Genopole provides various services for market research and business development that include soft landing services and contact to hospitals, research Institutions as well as key and major accounts through shared-access technology platforms. Via two entrepreneur programmes Genopole supports the acceleration of biotech and medtech start-ups. The offered services also include not only attracting SMEs and international companies but also talents and strengthening the R&D potential. Genopole can also answer to your real estate needs. One of the main objectives is to create start-ups and deploy companies towards industrialisation and commercialisation.

**EIT Health Hub:** France  
**Market:** FR  
**Bridgehead:** Europe

<http://www.genopole.com>

# Global Scale-up Program



The Global Scale-up program (GSP) is a well recognized and established European Accelerator pushing your global business to US market launch. It is a hands-on mentoring program, helping your European life sciences or medical devices company prepare your US scaling-up strategy and take actions for US market launch. The program consists of an indepth venture assessment to strategically target and improve areas of attention of venture scaling strategy and in-depth entrepreneurial labs to define optimal US market entry.

**EIT Health Hub:** Belgium/Netherlands

**Market:** US

**Bridgehead:** Global

<https://www.brightlands.com/en/brightlands-maastricht-health-campus/global-scale-program>

# H2 Health Hub



DKV Servicios, subsidiary of DKV Seguros Group (spanish health insurer), works as a digital health services provider, and as a healthcare provider through its own medical centers. DKV Servicios has established "DKV Digital Health Innolab", an innovation lab that, benefiting from the DKV's unique ecosystem, offers personalized mentoring services for start-ups on every phase of their roadmap: hypothesis and business model validation (living lab), adoption and integration to DKV's platform, commercialization, a strategic workplace, among others.

**EIT Health Hub:** Scandinavia

**Market:** CN

**Bridgehead:** Global

<https://www.h2healthhub.com>



# Health Tech Hub Copenhagen

**HEALTH TECH HUB**  
COPENHAGEN 

Privately funded, non profit organisation. We're a select community of 22 mature start-ups (e.g. one IPO, two +100 mil EUR valuations). We exist to accelerate adoption and wide scaling of clever solutions. If you're amazing, we may tap into: Our hospitals partners (testing, adoption and scaling), our commercial partners (pre-implementation & scaling), the only health tech market intelligence platform in Denmark and our questionable humour. We focus on output, rather than activities or programs. We're terrible with bureaucracy.

**EIT Health Hub:** Scandinavia

**Market:** DK

**Bridgehead:** Europe

<https://www.h2healthhub.org>

# Health Valley Netherlands

  
**HealthValley**  
Netherlands

Health Valley Netherlands is the biggest Life Sciences & Health innovation network in the Netherlands. The network unites companies, care organizations, knowledge institutes and authorities, and enables them to grow stronger together. Whether we're providing developers with care needs and requirements or delivering innovations to the patient: we bring technology to the care sector, together. If you are looking for a network, launching customers, business development, or knowledge about the Dutch healthcare system, contact us!

**EIT Health Hub:** Belgium/Netherlands

**Market:** NL

**Bridgehead:** Europe

<https://www.healthvalley.nl>

## IDEAS UPV



Ideas UPV is the entrepreneurship unit of the Polytechnic University of Valencia, in the south-east of Spain at the Mediterranean coast.

Entrepreneurs, researchers and start-ups can access to a wide range of facilities: from classical entrepreneurship services (training, mentoring, incubation, acceleration and access to funding and ecosystem stakeholders) to specific ones like scientific and technical validation services, access to hospitals, technology development, prototyping and laboratory services for MedTech and Digital Health start-ups.

**EIT Health Hub:** Spain  
**Market:** ES, CO, IS  
**Bridgehead:** Europe, Global

<http://www.upv.es>

## IESE Venture Hub



As a global leader in business education, the IESE Venture Hub is formed by a group of experienced entrepreneurs, investors and business leaders.

The Venture Hub helps develop early stage start-ups to turn them into operating companies with clear market validation. We support all areas of business and commercial development.

**EIT Health Hub:** Spain  
**Market:** ES  
**Bridgehead:** Europe

<http://www.iese.edu>

## imec.istart (imec)



Imec.istart, imec's open accelerator program, offers tech start-ups pre-seed funding and tailored support to succeed and grow globally.

Since 2011, we have invested in more than 250 companies. We believe in entrepreneurship and technology. Our mission is to support tech entrepreneurs when they're ready to take the plunge and grow their business. We do that through a world-renowned coaching program supported by a strong network of healthcare start-ups and partners.

**EIT Health Hub:** Belgium/Netherlands

**Market:** BE

**Bridgehead:** Europe

<http://www.imecistart.com>

## Innovation Agency



The Innovation Agency is the innovation arm of the NHS. It is an established catalyser with expertise and a proven track record of supporting healthcare companies with their ambitions to bring their innovative products and services to the UK and US markets. We offer start-ups and scale-ups with bespoke packages of support specific to their requirements including Market/System Engagement, Value Proposition Development, Market Data Analysis, Reimbursement & Procurement, Business Case Development, Regulation & Compliance, access to Investors.

**EIT Health Hub:** UK and Ireland

**Market:** GB, US

**Bridgehead:** Europe, Global

<https://www.innovationagencynwc.nhs.uk>



# Instituto de Biomecánica (IBV)



IBV studies the human body to improve the competitiveness of companies by addressing people's quality of life. The services include access to research laboratories, facilities, infrastructure and living labs for testing solutions in real environments. Further, IBV offers advice and support in technological, regulatory, market and financial aspects and connection to distributors, manufacturers or suppliers in Valencia or Spain. IBV also facilitates the connection to hospitals & nursing homes in Valencia or Spain. In collaboration with Ideas UPV, vacant physical space and accelerator services are offered.

**EIT Health Hub:** Spain  
**Market:** ES  
**Bridgehead:** Europe

<http://www.ibv.org>

# IPN Incubadora



IPN Incubator is a private, non-profit institution created in 2002 on the initiative of Pedro Nunes Institute (IPN) and the University of Coimbra. At the Incubator, companies in the first years of existence have access to conditions that promote access to the scientific and technological system and a wide range of services facilitating the start-up process and entrance to the market through training in technical and management areas and contact with national and international markets.

**EIT Health Hub:** Innostars  
**Market:** PT, IN, BR  
**Bridgehead:** Europe, Global

<https://www.ipn.pt>



**Karolinska Institutet  
Innovations AB**

## Karolinska Institutet Innovations AB

DRIVE is our Life Science Business Incubator, located at the Karolinska Institutet (KI) campus in Stockholm, in the midst of a vibrant and growing Life Science cluster. We offer seats in flexible office space in our incubator environment. Our services also include access to our extensive network of 100+ Life Science industry experts and contacts to world leading preclinical and clinical scientists at KI and the Karolinska University Hospital. To successfully navigate the Swedish health care system we provide guidance and contacts to key stakeholders. Via our expert network, we offer support in market strategy and market access.

**EIT Health Hub:** Scandinavia

**Market:** SE

**Bridgehead:** Europe

<https://karolinskainnovations.ki.se/en/drive/>



**Klaster  
LifeScience  
Kraków**

## Klaster LifeScience Krakow

LifeScience Krakow (LSK) is a cooperation platform for entrepreneurs and researchers in biotechnology, pharmacy, medicine, cosmetology and environmental protection. LKS provides services including access to the industry, Healthcare and R&D as well as VC sectors. Further, LKS offers support in development of business models and market strategies, and specialised services related to product development and testing. The broad ecosystem of LKS allows to facilitate contacts to hospitals (clinical, oncology, orthopedical), contact to the network of hospitals and contact to laboratories and regulatory experts.

**EIT Health Hub:** Innostars

**Market:** PL

**Bridgehead:** Europe

<https://lifescience.pl/>

# Life Science Factory



The Life Science Factory's aim is to strengthen research and development of innovative technologies with a clear focus on applications and to offer start-ups the support through a strong network of industry partners, life science experts and partners in academia and research. Start-ups can also profit from relevant infrastructure, coworking space, multi-purpose event areas, a prototyping dry lab and fully equipped wet labs. Regular networking events, mentoring programs and workshops are an elementary part of the Life Science Factory's offerings.

**EIT Health Hub:** Germany

**Market:** DE

**Bridgehead:** Europe

<https://lifescience-factory.com/en/>

# Medical Valley EMN e.V.



Medical Valley is an internationally leading cluster in the medical engineering and digital health sector. We connect business actors, healthcare providers and researchers to foster business creation, education and innovation driven research. Our services include: Marketing and sales support for German and international companies, VC sourcing and fund development, European market market research and international development. In 2017, Medical Valley was appointed as the only national "Digital Health Hub" by the Federal Ministry of Economics.

**EIT Health Hub:** Germany

**Market:** DE, US, JP, BR

**Bridgehead:** Europe, Global

<https://www.medical-valley-emn.de/>



# Medicen Paris Region



Medicen Paris Region is a healthcare cluster of excellence in innovation, bringing together private and public players to develop the therapeutic solutions of tomorrow. It federates and represents more than 400 startups and SMEs structured around medtech, biotech and digital health; 40 large and mid-size companies and 34 academics and clinical research, gathering the largest European hospital network. Medicen is your gateway to innovate with French actors and has built a strong international network to boost start-ups' internationalisation.

**EIT Health Hub:** France  
**Market:** FR, CA, US  
**Bridgehead:** Europe, Global

<https://medicen.org/en/>

## MedScaler



'MedScaler is specialized in health market introductions. We offer a highly standardized approach to enter new markets with your health innovation. A thorough validation with end users, distributors and decision makers and our strong background in health economics are the key strengths of our approach. Our focus is on the main European markets and the United States. Ask us what our strong result-oriented mindset has achieved more than 50 for start-ups like you.

**EIT Health Hub:** Belgium/Netherlands

**Market:** NL, DE, US, CN, AU

**Bridgehead:** Europe, Global

<https://www.medscaler.com/>

## Neighborhood



Neighborhood is the first Innovation Center dedicated to Regulatory Art and Market Access for Health Tech products (including Medical Device, Digital Device, Cell & Gene Therapie and Drug). We support health tech entrepreneurs providing strategic mentorship program and senior experts to grow their abilities in Regulatory and Market Access fields. We help to construct the strategy with all the interactions with Health Agencies and Notify Bodies, on CMC (Chemistry Manufacturing and Controls), Non-Clinical and Clinical studies and submissions, Regulatory Strategy and Market Access.

**EIT Health Hub:** France

**Market:** FR, UK, US

**Bridgehead:** Europe, Global

<https://voisinconsulting.com/neighborhood/>

## PTS Granada



The PTS provides an abundance of resources critical to the success of start-ups wanting to enter into new markets and is currently supporting > 80 start-ups in the development of their business. The PTS can provide appropriate physical spaces on-site as well as access to the local ecosystem including but not limited to: Large diversified healthcare/pharma/IT companies (e.g. Telefónica, PerkinElmer, Abbott, Merck, Rovi, Vircell, Vitro and Pfizer); a new hospital (KOLs & 3,000 professionals), the UGR medical school, centers of investigation a standalone healthcare hands-on training/simulation center (CMAT) as well as private hospitals and a strong outpatient sector.

**EIT Health Hub:** Spain  
**Market:** ES  
**Bridgehead:** Europe

<https://ptsgranada.com/>

## Sahlgrenska Science Park



True success for us is when a company has been introduced to the market after going through our Accelerator programme, and their solution or product improves the quality of people's lives.

As a startup you get tailored coaching and support to grow internationally. Together we explore opportunities, develop market readiness and entry strategies.

All in all, we put startups in a position to get lucky.

**EIT Health Hub:** Scandinavia  
**Market:** SE  
**Bridgehead:** Europe

<https://www.sahlgrenskasciencepark.se/>

## StartUB!



StartUB!, with more than 8 years of experience in fostering entrepreneurship and growing start-ups, can help European start-ups to growth in the Mexican and Brazilian markets, the largest economies and promising countries in Latin America. Due to our specialized network we can tailor optimal soft-landing strategies and you will be accompanied all time during the process.

**EIT Health Hub:** Spain  
**Market:** MX, BR  
**Bridgehead:** Global

<http://www.ub.edu/startub/en/>

## Startup Campus Hungary



Startup Campus is a global accelerator with several interlaced locations across the globe, headquartered in Budapest, Hungary. Our dedicated team makes international market expansion a smooth process for start-ups, not only in Hungary and the CEE region, but in the UK, Israel, Germany and Singapore - where our local colleagues can offer their network and support.

By working with numerous start-ups over the years, we have found that one of their biggest challenges is global expansion.

**EIT Health Hub:** Innostars  
**Market:** HU  
**Bridgehead:** Europe

<http://www.startupcampus.hu>



## Tec Labs



Tec Labs is the incubator and tech transfer office of the Faculty of Sciences of the University of Lisbon. We exist for more than 30 years and have accumulated expertise in helping deeptech and science based startups and spin-offs to be born and scale globally. We have a multidisciplinary approach supporting researchers and entrepreneurs in many areas such as healthcare, sustainability, emerging technologies and agri-food. Two of our success stories are Science4you a successful SME that sells scientific toys worldwide and Biopremier a biotech spin-off from the Faculty which was recently acquired by SGS.

**EIT Health Hub:** Innostars  
**Market:** PT  
**Bridgehead:** Europe  
<https://teclabs.pt/>

## The Hill



TheHill is a health and care digital transformation catalyst, embedded in Oxford University Hospitals NHS Trust. We work nationally and internationally with the NHS, hospitals, universities, digital developers, innovators and investors to promote and encourage commercial and impactful technological solutions to problems in health and care.

**EIT Health Hub:** UK and Ireland  
**Market:** UK  
**Bridgehead:** Europe  
<https://www.thehilloxford.org/>

# The University of Tartu



Estonia is one of the most digitalized countries in the world and a strong leader in health digitalization in Europe, thus a great place for digital health companies for validating and expanding their market share.

Together with Tartu University Hospital, the University of Tartu is the largest medical education, R&D and services provider with contact network to all Estonian hospitals, governmental and patient organizations and investors. Estonia has a small but very flexible and open economic environment welcoming friendly all companies.

**EIT Health Hub:** Scandinavia

**Market:** EE

**Bridgehead:** Europe

<http://www.eik.ut.ee>

# UPF Ventures



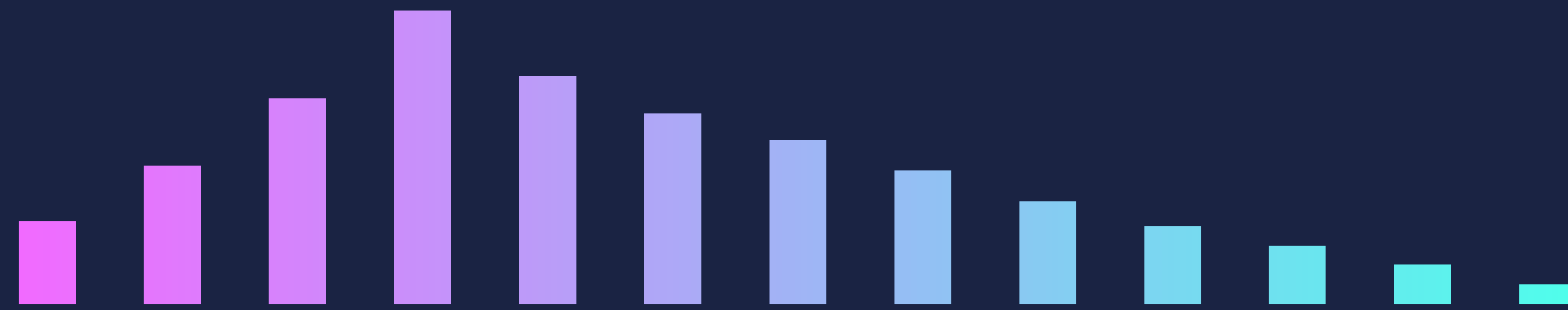
UPF Ventures is an innovation management firm 100% owned by the University Pompeu Fabra, a public university in Barcelona, Spain. We work closely with both UPF and its transfer office, as well as other public and private entities. We are specialized in connecting companies with expert research groups and technologies from universities, research centers and hospitals. We also support entrepreneurs with their business plans and market research & access and connecting them with investors, to raise funds, with Key opinion leaders and Key providers.

**EIT Health Hub:** Spain

**Market:** ES, AR, PE, US

**Bridgehead:** Europe, Global

<http://www.upfventures.com/en/>



# BRIDGEHEAD

Find out more:

<http://eithealth.eu/bridgehead/>

