



WILD CARD

CALL FOR APPLICATIONS 2023

Apply before May 2nd 23:59 CET

SECTION 1: GENERAL PROVISIONS

1.1 Purpose of the call for applications

The Wild Card Programme seeks to transform healthcare delivery through attracting the brightest talent to solve some of healthcare's greatest challenges. The challenges are needs that remain unsolved, inefficiently solved, or are currently delivered in a very expensive or inconvenient process.

Through the Wild Card Programme, EIT Health brings together top talent with the right resources and impulse healthcare and life sciences companies which hold the potential to transform health care. Through training and mentoring, access to the biggest healthcare innovation network and a pitching competition in front of investors, teams selected and eligible to become Wild Card ventures will benefit from unique opportunity of an acceleration programme, for an early-stage start-up.

The programme follows a comprehensive format (see Section 4), taking small teams and young start-ups as participants and furthering them to established start-ups ready for private investment.

1.2 Expected Result

The goal of the programme is to take off ventures addressing challenge areas within Children's Health, set out by EIT Health partnership. As the result of the programme participation, up to eight teams will have the opportunity to pitch in front of investors to receive further support to help them grow their projects into thriving commercial businesses.



1.3 Challenge

In the Wild Card Programme EIT Health sets out a challenge each year. For the 2023 Wild Card Programme Call for Applications, the challenge is being defined in a children's-centre approach. This has been possible due to our strategic alliance with Sant Joan de Déu Barcelona Children's Hospital (SJD). SJD is a private non-profit hospital that provides top-level healthcare services for children and pregnant mothers, covering a paediatric population of 350,000 children and counting with 3,000 professionals.

Since 2020, SJD coordinates i4KIDS, a paediatric innovation hub that aims to boost the number of healthcare solutions designed for children and also lead the initiative since 2015 of KIDS Barcelona, this is the Scientific Youth Council of the institution that is funder and coordinating member of eYPAGnet (European Young Person's Advisory Group Network) accredited by Enpr-EMA and providing advice of young patient experts at European level.

The group is devoted to guarantee the rights of the children (Convention on the Rights of the Child) in any decision that matters their health, including their active role as advisor of paediatric clinical research, innovation and health data.

i4KIDS has been a great support in defining the unmet need with hospital managers, clinicians and staff and KIDS Barcelona has contributed with a dedicated workshop one for KIDS Barcelona and one with the KIDS Parents advisory group to detect unmet needs from patients and family/care-givers perspective. All this multi-stakeholders perspectives are reflected on the following challenge definition:

Children's Health

"Investing in children is one of the most important things a society can do to build a better future", as described by WHO[1]

1. BACKGROUND INFORMATION

Childhood and adolescence are key life stages to achieve a healthy status and well-being in the long term. Thus, reducing maternal, new-born, child, and adolescent morbidity and mortality remain key health priorities that all United Nations member countries have made committed to improve. Under the Sustainable Development Goals and the United Nations Secretary-General's Global Strategy for Women's, Children's and Adolescents' Health (2016–2030) they have agreed to engage in a transformative multisectoral action to accelerate coverage of interventions, reduce gender and equity gaps, and improve the quality of services.

[1] Global reproductive, maternal, newborn, child and adolescent health policy survey: report for the Western Pacific Region 2020, August 2022



Ensuring children's and adolescents' good health demands covering the needs of a very wide and diverse age group with multiple stakeholders involved. Therefore, EIT Health considers essential to develop child- and adolescent-specific innovations, opposed to common adaptation of innovations designed for adults. This is central to achieving outcomes specific to children and to their evaluation by corresponding adjusted indicators.

It is widely known that innovations in healthcare can have a significant impact on children's health by improving the diagnosis, treatment, and management of various medical conditions. Innovators can take advantage of recent technological developments and integrate these innovative solutions to meet real unmet needs. These medical innovation paths can be summarized in the following groups:

New treatments: Advances in clinical research have led to the development of new treatments and advanced therapies for a wide range of paediatric conditions, such as cancer, genetic disorders, chronic illnesses, among others. These treatments can be more effective and have fewer side effects than traditional therapies.

Diagnostic tools: Novel diagnostic tools and techniques, such as genetic testing and imaging technologies, can help healthcare professionals to identify and diagnose medical conditions in children more accurately, more quickly, and in less invasive and harmful manner.

Telemedicine: Telemedicine allows for remote medical consultations and can be particularly beneficial for children living in rural or remote areas, children with chronic conditions, and children who have difficulty traveling to medical appointments.

Wearable technology: Wearable technology like fitness tracker and smartwatches can be used to track children's physical activity, sleep, and heart rate, and can help to identify signs of illness or disease before their clinical manifestation or monitor chronic diseases more effectively beyond the hospital walls.

Personalized medicine: Advances in genetics and genomics, as well as in diagnostic stratification, are enabling healthcare professionals to tailor treatments and therapies to children's individual needs. Personalized treatments have the potential to improve their effectiveness and reduce the risk of side effects.



Child-friendly design: Adopting child-friendly design in devices, tools, and treatments, will improve its adoption and adherence.

Digital health: Mobile health apps, telehealth, and other digital technologies can help children and their families manage their health, learn more about their medical conditions, and communicate with healthcare providers.

2.OPPORTUNITIES

There are significant opportunities for paediatric innovation that are currently being missed, both to tackle unmet child health needs and to distribute equitably the innovation benefits to all children. The global paediatric healthcare market is expected to generate USD 15.984 million by 2025. Regrettably Europe significantly contributes to that estimate due to an increasing demand for treatments in long-term conditions. Fortunately, paediatrics is one of the most rapidly advancing fields in medicine. This is especially thanks to the current developments in personalized medicine and minimal invasive solutions, which provides a better understanding of the underlying causes of paediatric diseases. This knowledge will lead to development of new and more effective treatments.

Moreover, telemedicine and digital health are providing new opportunities for remote monitoring, consultations, and treatments. These can be especially beneficial for children's lifestyle, where continuous medical appointments hinder a normal children's routines (school, family-work life balance, leisure time...), but affects specially children living in remote or underserved areas, as well as for their parents to help managing their children's disease. For adolescents technologies that enable self-management and better understanding of their disease are highly desirable.

On top of that, early diagnosis and intervention can help prevent or mitigate the effects of serious illnesses or conditions. For example, early diagnosis and treatment of bacterial infections (fetal or newborns), such as meningitis, can prevent brain damage. One of the more serious complications of this disease. Similarly, early diagnosis and treatment of congenital heart defects can prevent heart failure or other serious complications later in life.

State of the art technologies like AI and machine learning also play a vital role in early diagnosis and intervention. They are capable to analyse large amounts of data and identify patterns that could indicate a condition; helping to make earlier and more accurate diagnoses. In turn this has increased survival rate and outcomes in children and newborns, especially due to the high prevalence of rare and sub-types of chronic conditions.



3. CHALLENGES

Despite market interest on adapting innovations designed for adults into children use, children and young people (CYP) are greatly underserved. This is partly because CYPs, as a group, differ greatly from adults, and even within this minority population there is a considerable heterogeneity. Innovations or adaptations that do not account for these differences, such as scaling down technology designed for adults, often result in inappropriate solutions that can cause short- and long-term adverse outcomes. Importantly, medical devices for CYP also need to comply with the relevant standard regulations if they are being placed on the market.

By the same token, there is a lack of technologies that have been developed to manage conditions which primarily affect CYP. Additionally, innovators do not always rely on direct input from CYP in their solution design, producing technologies or solutions that may not meet CYP's needs, which lead to poor adoption.

Children's health challenges can be divided into different categories or preferential areas of intervention based on the different needs throughout a child's life:

Block 1 - Early Life

Solutions to reduce long-term health impact derived from early-life complications, which can improve children health development and outcomes. With special focus in:

- Fetal Care
- Pre-term birth
- Neonatal / NICU

Nowadays there are no definite ways to prevent many of the leading causes of infant mortality. Researchers continue to study the best ways to prevent, monitor and treat the causes of infant mortality, affect the contributors to infant mortality and provide the best quality of life and outcomes for the new-born.

However, there are ways to reduce a baby's risk. We are looking for solutions that help to reduce the risk of early life threats that can develop into long-term consequences, by preventing birth defects, reducing preterm birth, low birth weight, complication during delivery, pre and post-natal infections and detect hidden conditions during early life, thus improving children's health outcomes.



Block 2 – Chronic conditions and rare diseases

Chronic health conditions are a major public health problem worldwide with a burden of disease estimated to reach 56 % by 2030. It is now become one of the biggest health's threats of our time[2]. Although chronic conditions are more prevalent in adult populations, particularly in the elderly, CYPs are deeply affected too. Only in the UK millions of CYP suffer from chronic health conditions costing the NHS billions of pounds each year. In addition to that, many chronic conditions that affect adults have their origins in childhood and adolescence, and account for a significant proportion of the overall Member states health budget.

Among chronic conditions, rare diseases are of big concern. Indeed, it is estimated that about 4-7% of children worldwide have a rare disease[3]. However, it is still difficult to diagnose rare diseases, which make the true incidence underrepresented. According to EURORDIS[4], 80% of rare diseases have their debut in the paediatric age. Nowadays, the average time to diagnosis of rare diseases is between 4 and 7 years and only 5% of the diagnosed patients will have a treatment. This is a huge burden in great need for innovative solutions and treatments.

A poor management of chronic and rare diseases result in a suboptimal social, psychological, and academic outcome that strongly affects patients and caregivers.

We are looking for innovative solutions that enable or deliver a better diagnostic, management, monitoring in chronic conditions and rare diseases. That empowers CYPs, helps them to be more independent, feel more confident, and enables the rapid integration into their common routines (e.g. telehealth, home rehabilitation, etc). In particular, we seek solutions in areas such as eating disorders, depression, anxiety and metabolic disorders, among others.

Innovations should consider and include the inherent challenges of the heterogeneity and rapid anatomical, physiological, and psychological changes that occurs in CYP's lifetime and in their transition to adulthood.

Block 3 - Acute disease monitoring systems and game-changer innovations

Acute disease monitoring systems are used to closely track the vital signs of critically ill patients in hospitals and other healthcare settings. In the case of CYPs, these systems address many critical needs and challenges. EIT Health is focusing on:

Real-time monitoring: Critical patients require constant monitoring of their vital signs, such as heart rate, blood pressure, ECG and oxygen levels, among others. Acute monitoring systems need to be able to provide real-time data that can be used to quickly identify any changes or abnormalities.

[2] <https://www.un.org/en/chronicle/article/lifestyle-diseases-economic-burden-health-services>

[3] (2020) Estimating cumulative point prevalence of rare diseases: analysis of the Orphanet database, European Journal of Human Genetics: <https://www.nature.com/articles/s41431-019-0508-0>

[4] <https://www.eurordis.org/>



Alarm management: Acute monitoring systems need to be able to generate alarms or alerts if a CYP's vital signs fall outside of acceptable range. For children's conditions, age and disease, the alarms should also be able to be fine-tuned and customizable to adapt to different needs.

We are looking for solutions that provide a continuous and non-invasive monitoring system for clinical settings, such as, new algorithmic systems that support early detection of acute problems in patients at risk of suffering cardiology, respiratory or sepsis disease; and new platforms that support objective, automatic and continuous monitoring of pain for alert systems in hospitalized patients.

4.WHAT IS THE WILD CARD PROGRAMME LOOKING FOR? HIGH IMPACT AND RISK REDUCTION INNOVATIONS

Paediatric healthcare has a high impact on the lives of children and their families. Therefore, innovations in this field must be thoroughly tested and validated to ensure that they are safe and effective for young patients. This requires a significant amount of research and development, which can be costly and time-consuming. Additionally, paediatric healthcare innovations must be designed and tested specifically with and for children, as the anatomy and physiology of children are vastly different from adults and evolves over time. In consequence, it is particularly important to produce solutions that have meaningful impact on CYPs life, empowers patients, and have a low to no risk of developing other long- or short-term complications.

Risk Reduction: Paediatric healthcare also poses unique risks that must be carefully considered and mitigated. For example, children's bodies and minds are still developing, so the long-term effects of treatments and therapies may not be fully understood. Additionally, children may not be able to communicate their symptoms or experiences as effectively as adults, which can make it more difficult to diagnose and treat conditions. Furthermore, children may not be able to comply with treatment as adults do.

To overcome these challenges, it is important for innovators in paediatric healthcare to work closely with CYPs, healthcare providers, researchers, and other stakeholders to ensure that their solutions are safe, effective, and tailored to the specific needs of young patients. This may involve conducting extensive clinical trials and testing, as well as involving families and children in the development and testing process.



High impact creation: It is important for innovators to consider the risks and benefits of their solutions, and to have robust safety and monitoring systems in place to minimize the risks and maximize the benefits for children and their families.

These indicators can include both clinical outcomes (such as changes in health status or disease progression) and patient-centred outcomes (such as quality of life, satisfaction with care, or engagement in care). Some examples of high impact indicators in paediatric healthcare include mortality rate, morbidity rate, length of hospital stay, readmission rate, medication errors, patient/family/care-givers satisfaction, quality of life measures, adherence to treatment, outcome measures, adverse events, infection rates, compliance with safety protocols.

4. WHAT IS THE WILD CARD ADDRESSING THIS PROBLEM?

There are several reasons why organizations like EIT Health together with a European leading paediatric hospital such as Sant Joan de Deu has an active focus on innovation in children's health.

One reason is that children are a particularly vulnerable population, and ensuring their health and well-being is of paramount importance. Additionally, many conditions that affect children can have long-term consequences, making early intervention and treatment crucial for reducing future healthcare costs and increase the quality of life and outcomes in the adult life. Thus, investing in children's health will promote overall population health and reduce healthcare costs in the long term.

Furthermore, supporting innovation in children's health is fully aligned with European objectives such as the European Pillar of Social Rights, European Child Guarantee^[5] and European Innovation Partnership on Active and Healthy Ageing. In that sense, results and data coming from the innovation solutions will serve as a source of information for inform new policies in promoting the health and well-being of children, especially when the innovations are adopted at scale and will provide evidence of impact.

Finally, supporting innovation in this area can also help to identify and promote pediatric-first business model to create new economic opportunities, new business model based on the value of the health care delivered and jobs.

Addressing this topic with the Wild Card challenge holds the commitment of finding innovations designed for children and young adults, and not just adaptation from adults. This will help them to carry on with their own day-by day, helping caregivers to monitor the disease better and reduce their anxiety and fears and finally reduce inefficiencies and the economic pressure of our healthcare systems

[5]<https://ec.europa.eu/social/main.jsp?catId=1428&langId=en>



SECTION 2: ADMISSION CRITERIA

2.1 Eligibility criteria

On or before the deadline (2nd May 2023, 23:59 CET) applicants submit their application via the online system, ensuring their application is complete. Submitted application can be edited before the deadline, but no amendments shall be accepted after the deadline. All application documents must be formulated in English.

2.1.1 Re-application

The Wild Card Programme offers compelling training, coaching, and networking opportunities. The following rules will apply with regards to participants of past Wild Card Programme editions:

- Applicants not admitted to the programme in past edition(s) – no restrictions.
- Participants of the Deep Dive – 1-year pause.
- Participants who took part in the Business Model Validation – 2-years pause.

2.1.2 Types of application

Wild Card programme welcomes two different types of applications, (i) small teams (up to five people) with a proposed solution and (ii) young start-ups or SME's.

- **Small teams** are expected to incorporate before the 1st of June 2023 in an EU Member States or Horizon Europe associated countries.
- **Start-ups and SME's** are expected to propose a solution/idea as part of their application. If the team is already an incorporated start-up in EU Member States or Horizon Europe associated countries.

All teams will only be accepted if the following criterion in section 2.13 is fulfilled.



2.1.3 Team member profile

EIT Health is looking for highly talented, coachable, and resilient teams of minimum one member in each of the two profiles:

Business: Focuses on the overall business objectives, customer definition, competitive landscape, business plan, go-to-market strategy, pricing model, among others. It must be someone with business expertise, great communication and interpersonal skills, who will set the vision of the company and create and maintain beneficial relationships with all stakeholders. It would be an advantage if he/she had previous entrepreneurial experience.

Domain expertise: This profile could be cover by one or more of the following profiles types:

- **Technical/Scientific:** Focuses on available technology options, requirements, and architectural questions. He/she needs to be someone with extensive experience in technology and/or science.
- **Clinical:** Focuses on the clinical impact and the implementation of the solution into the healthcare workflow. It must be someone with experience on-the-ground in a healthcare environment, that knows and deeply understands the clinical workflow and roles of all stakeholders.
- **Product Design/Development:** Focuses on shaping the product to create the best possible version of it. Making sure it meets the needs from user and market perspectives as well as regulatory requirements. It needs to be someone with deep knowledge of the market and experience on product design/development in healthcare industry.

2.1.4 Scope of application

Through the application, teams are asked to provide information about their proposed solution. Including a two-pager scientific background dossier of the technology or science the proposed solution is based on. Teams with incorporated start-up must also provide proof of company incorporation and company ownership (Capitalization table) and reference any IP owned by the company.

EIT Health is looking for solutions that currently have a certain degree of evidence (analytical and clinical); for the key technological components (proof of concept/prototype), can demonstrate measurable results, and have a clear route to produce clinical impact.

Additionally, teams' members of all application types are to upload his/her CV.



2.2 Admission criteria to enter the programme

Wild Card Programme welcomes the best talent and the best solutions based on the following admission criteria:

Personal Information: Skills of team members are evaluated based on:

- **Knowledge and Experience:** We seek teams with members with knowledge and experience that meets the description of selected the team profile.
- **English Proficiency:** The working language of EIT Health is English therefore participants need to have full working English proficiency.

Solution Excellence: Applications are evaluated by the proposed solution innovativeness and whether the solution would be successful and generate impact within challenge area.

- **Need:** The proposed solution falls within the call's challenge area and is scored according to the importance of the need addressed and whether it tackles one of the areas of intervention identified by EIT Health.
- **Solution Innovativeness:** The proposed solution must in its core constitute a new, different, and significantly better way to tackle the need than the current standard of care. EIT Health is looking for truly transformative and disruptive solutions that could become the standard of care.
- **Solution Feasibility and Sustainability:** The outlined plan demonstrates that proposed solution can be appropriately implemented and that it can create a sustainable business. Proposed solution will be scored according to the feasibility of the solution, its pathway to reach patient care and its business strategy.
- **Potential Impact:** Proposed solution must show the potential for significant impact in patient care. Whether it is by reducing the burden of disease, improving patient outcomes, facilitating access to care, optimizing healthcare pathways, or reducing cost of care. We are seeking solutions that will become the new standard of care.



SECTION 3: ADMISSION PROCESS

3.1 Submission of application

Applications to the Wild Card Programme must be submitted between 27th of February and 2nd May 2023, 23:59 CET through the online application platform. Each team must apply only once to the challenge, several applications from the same team will not be considered. In the event of a team submitting two or more applications, only the last submitted application will be evaluated.

3.2 Remote Evaluation

EIT Health discloses the names of the applicants and other parts of the application to members of staff and/or external experts (see below) if and when required. The remote evaluation process will have 3 steps.

3.2.1 Formal and eligibility check

After the submission deadline, EIT Health staff performs a formal eligibility check of all submitted applications for completeness and informs the applicants of the outcome by email. Applications that do not fulfil the eligibility criteria are rejected from the selection process. EIT Health staff will inform applicants by email only if their application is found to be ineligible.

3.2.2 Remote evaluation & confidentiality

The evaluation is conducted with the support of qualified, independent experts from within and outside EIT Health partnership. EIT Health control checks for conflicts of interest and treats information confidentially*. Shortlisted applications are invited for an online interview. The interviews will take place between **18 May – 23 May 2023**. Shortlisted candidates/teams are notified of the date and time of the interview directly by EIT Health staff and expert evaluators.

Confidential Information* means any information disclosed by EIT Health to the experts. EIT Health and the experts must treat confidentially any information and documents, in any form (i.e. paper or electronic), disclosed in writing or orally in relation to the evaluation. The experts undertake to observe strict confidentiality in relation to their services. To this end, the expert must not use or disclose, directly or indirectly, confidential information or documents for any purpose other than fulfilling their obligations in connection with the evaluation process without prior written approval of the contracting party. Any material /documents/reports/deliverables are made available either on paper or electronically to the experts who then work from their own or other suitable premises, he/she will be held personally responsible for maintaining the confidentiality of any documents or electronic files sent and for returning, erasing, or destroying all confidential documents or files upon completing the evaluation as instructed.



3.2.3 Admission to the programme

The application score will be used to draw up a list which would be confirmed pending a positive online interview. The confirmed list will be the one use invite applicants to join the programme and the reserve list.

All applicants will receive a provisional admission decision by **23 May 2023** (admitted/not admitted).

After the appeal period, all applicants will receive an admission decision by **27 May 2023** (admitted/not admitted).

3.3 Right to appeal

Applicants may appeal the process for the selection of their own application at any point in the admission process/programme, as elaborated in point 3.3.1 of the Call for Applications document.

3.3.1 The grounds for appeal are:

- Process errors
- Technical problems beyond the control of applications (e.g. the technical failure of the electronic submission system)
- Obvious human/mechanical errors made by EIT Health staff

3.3.2 What is NOT grounds for appeal:

- Process errors
- Technical problems beyond the control of applications (e.g. the technical failure of the electronic submission system)
- Obvious human/mechanical errors made by EIT Health staff

3.3.2 The appeal process:

- The applicant/team shall address his/hers/their appeal in writing to appeals@eithealth.eu and wildcard@eithealth.eu within three (3) calendar days from the day the error occurred.
- EIT Health shall review the appeal and revert to the applicant/team with a first response within three (3) calendar days.
- If there are grounds for appeal, EIT Health staff will attempt to remedy the consequences (e.g., if a technical error of EIT Health prevented the submission of a proposal, a late submission may still be accepted as eligible).



SECTION 4: THE PROGRAMME

The programme follows a comprehensive format, taking small teams and young start-ups as participants through training, need and market validation, as well as, rigorous stress-testing of the solution, and puts them in a pitching contest, in front of investors to further support them to grow their projects into a commercial business.

Throughout the programme, participants benefit from networking opportunities and access to experts and mentors who support them on their journey to create viable business proposal. The programme consists of several elements with two differentiated stages and one cut-off:

4.1 Stage1 - Deep Dive

Spanning under one month (5 - 30 June 2023), in this first phase of the programme, participants will get to know each other and then work on their projects and ideas, with support of mentors, that will aid them sharpen their proposals.

The Deep Dive has three clearly defined stages:

4.1.1 The Meeting Place

Between 5-16 June 2023, a 2-weeks online curriculum offering lectures and insights on challenge areas as well as business/commercialization elements of a successful healthcare venture. EIT Health will provide a dedicated online space open to programme participants and sponsors only, offering an opportunity to network.

4.1.2 Online Mentoring

Between 26 -30 June 2023 – A one (1) week of mentoring will be held online. Teams will receive feedback from domain and business mentors on mentoring sessions spaced over the day. During the rest of the time, teams will work to refine their solution.

At the end of Stage 1, all formed teams will pitch their projects to the Judging Panel and will be judged against the following criteria:

1. Unmet Clinical Need: The proposed solution falls within the call's challenges and is ranked according to the importance of the need addressed.
2. Team: The team, coupled with the proposed resources, is suited for the solution stage.



3. Coachability: The performance of the team during the first stage of the programme shows that the team listened to feedback and was able to digest it and incorporate it into their solution. It is believed that the team could make great progress in the next stage of the programme.

4. Solution: The prior work demonstrates that the proposed solution has reached the desired maturity level, can be appropriately readied for implementation/roll-out and has a potential pathway (regulatory, reimbursement etc.) to reach patient care within the desired time frame.

5. Fit: The business maturity level is between idea and proof of feasibility (included). Finally, a maximum of eight (8) teams will be selected to enter the next phase to the programme. EIT Health also reserves the right to grant teams a conditional acceptance to stage 2 given by the incorporation of the company. EIT Health will only do so upon the recommendation of the judges and sponsors*.

4.2 Stage 2 - Customer Discovery journey

Selected Teams will progress to a 9-week part-time acceleration programme which will lead teams through the customer discovery process and business model validation. The goal of the programme is to de-risk solutions and support teams in the development of a winning value proposition.

The Business Model Validation will kick-off with a 2-day training session (5-14 July 2023) and some initial lectures and will continue in September (1 Sep – 23 Oct 2023) for seven (7) weeks on a part-time basis, where participants will be tasked to validate key assumptions with regards to different aspects of their project. The 2-hour weekly sessions will be conducted on-line, and each team will be assigned dedicated mentors to support them on the journey.

4.2.1 Investment pitch

At the end of October 2023 beginning of Nov 2023, depending on when is the Paediatric Innovation Day Europe, the teams will present their final proposals, in the form of a pitch and a two pager scientific dossier, to a group of investors. The pitches, may contain the following elements:

*The stage 1 Judging Panel may consist of domain and business mentors, sponsors and EIT Health members.



Pitch elements

Clear/Compelling Need/Opportunity
Concise Solution Overview
Validated Value Proposition
Concrete Business Protection
Good Revenue Model & Potential
Strong Competitive Positions
Viable Go-to-Market Plan

- Beachhead
- Target Market (vision)

Robust Business Economics
Strong Management Team
Compelling Story

Management Team

Quality and complementation of Management team
Commitment of the management team

SECTION 5: FINANCIAL OBLIGATIONS

5.1 Cost of the programme

Participation in the Wild Card programme is free of charge, and promoters do not take equity or options. In return, in case a start-up achieves a successful event (define in section 5.2) a success fee of 3% will be taken in the following scheme:

5.2 Success Fees

Successful event is defined as follows:

- In case of an exit of the start-up, as a result of the investment pitch or three (3) years after the end of the Wild Card programme.
- In case of investment in the start-up, as a result of the investment pitch or three (3) years after the end of the Wild Card programme.



Success fee will apply as follows:

- In case of a successful event equal or lower 2.000.000 €, EIT Health and Sant Joan de Deu will be entitled to receive a 3% of the economic value of the transaction, within three (3) months after receiving the payment.
- In case of a successful event higher than 2.000.000 €, EIT Health and Sant Joan de Deu will be entitled to receive the maximum amount of 60.000 €, within three (3) months after receiving the payment.
- Success fees will be capitalized only one time per start-up.
- Success fees shall be distributed between the promoters as follows:
 1. 2/3 of the success fee shall stay with EIT Health
 2. 1/3 of the success fee shall stay with Sant Joan de Deu

5.2 Legal framework

All these legal conditions will be signed in a Participant's Agreement before entering the stage 2: Customer discovery journey of the Wild Card 2023 programme.

Participation in stage 2 of the Wild Card programme is conditional to signature of said Participant Agreement.

SECTION 6: OTHER PROVISIONS

6.1 Publicity by EIT Health

EIT Health may use, for its communication and publicising activities, information related to the programme, including documents for publication and deliverables as well as any other material, such as pictures or audio-visual content that it receives from participants (including in electronic form).

EIT Health will publish names of shortlisted applicants participating in the first and later stages of the programme, their origin and nature of their proposal — unless a participant(s) has explicitly requested to waive such publication (due to disclosure risks threatening security, and safety, or potential harm to commercial interest).

With regards to photos and videos taken by EIT Health either during the programme or the final event, the provisions of the EIT Health Privacy Policy shall apply.



6.2 Ethics

All activities must be carried out as part of the Wild Card Programme must be conducted in compliance with:

- Ethical principles (including the highest standards of research integrity) and
- Applicable international, EU and national law.

No grant will be awarded for activities carried out outside the EU, if they are prohibited in all EU Member States. The participants must ensure that the activities have an exclusive focus on civil applications.

6.3 Contact

Contact us via email at wildcard@eithealth.eu

