



EIC – EIT COLLABPILOT

Selection of achievements and success stories

EIT Health

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The purpose of this document

This deliverable is related to task 4.4 and will report on the achievements or success stories to be disseminated.

Introduction

As part of its Business Creation activities, EIT Health has partnered with the European Innovation Council (EIC) for a year-long pilot collaboration that sought to create synergies between the two organisations for the purpose of enhancing Europe's support of innovation and breakthrough technologies in healthcare.

One core element of the collaboration was channelling EIC-supported ventures into relevant EIT Health programmes and events by amplifying programme offerings between the two institutions. Start-ups eligible for such offerings have been those that previously received funding through participation in EIC programmes.

This document aims to describe a selection of success stories within the EIC companies supported in the context of the EIT EIC CollabPilot project.

Overview of selected achievements within the pilot scheme

Funding, expertise, resources, and contacts are all vital factors that contribute to the success of healthcare start-ups and their ability to scale. EIT Health is developing a comprehensive pipeline of business acceleration services to support pan-European health-related start-ups and scale-ups with a strong focus on having a real impact on the European society. By strengthening the existing EIT Health programme activities with further attraction to EIC-supported ventures, EIC and EIT Health could become a one-stop shop for top healthcare start-ups.

During its very short period, of 17 months of activity, the EIT EIC CollabPilot project has already accomplished some short-term achievements, as highlighted in table 1. Yet, given that both the participation period and the maturity level of the start-ups within the Collaboration project are quite variable, it is challenging to reflect the immediate impact of the EIT EIC CollabPilot project implementation. For example, participation in the Bridgehead programme by EIC companies (in which EIC ventures could participate, avoiding the success fees that generally apply to the Programme) was 1 year long and focused on companies with innovations already in the market. In contrast, participation in the Bootcamps programme usually takes three to four months and is focused mainly on very early-stage projects.

Therefore, the impact and achievements obtained in such different periods of time and from such different companies are very different in terms of jobs created, investment attracted, or products launched to new markets.

Table 1. A selection of short-term achievements after completion of the collaboration project.

Product Launched to the New Market	Investment Attracted	New Job creation	High-Level Interaction	Networking Opportunity	Mentoring Support
4	2.2 Mn €	17	55	10	51

The achievements and success stories we collected in this document must be considered as a snapshot from November 2022, when the results from the comprehensive survey shared with all supported companies in the context of the EIT EIC CollabPilot project were collected. To have a more realistic picture of the impact and achievements that the EIT EIC CollabPilot project has attained, the tracking of the supported start-ups' development should be taken beyond the project implementation (i.e., 3-5 years' timeframe). Yet, in this document, we have selected the following 3 success stories according to their key achievements during the Collaboration pilot. We have focused on those companies with clear achievements in funding attracted and products launched into the market.

Success stories

As mentioned above, several outstanding start-ups supported through the EIT EIC CollabPilot project have demonstrated some important achievements within the implementation period of this pilot project. Therefore, the following three start-ups have been selected to showcase the successes and synergies achieved during the project.

1. PubGene

Start-up in a nutshell:

PubGene is a personalised medicine solution for better diagnosis and finding possible treatments for every single patient, utilising a mix of trusted technological sources, integrating the patient’s own genetic and biomedical data, natural language processing and AI technology.

Country	Category	Fundraising Stage	Website
Norway	Digital Health	Series A	https://www.pubgene.com/

Start-up Journey between EIC and EIT Health:

[EIT-EIC PILOT] Programme participation	[EIC] Programme participation	[EIT Health] Past Programme participation
Bridgehead Europe 2021	SME Instrument Phase 1	NA

Major achievements:

- *Investment attracted:* 1.1M USD investment was secured while PubGene participated in the Bridgehead programme under the EIT EIC CollabPilot project. During the programme, PubGene was supported by EIT Health partners to secure their soft landing into the UK market.
- *Market Introduction:* Through Bridgehead, PubGene completed a successful market access analysis of their product with the help of EIT Health partners (the so-called Catalysers) “The Hill” and “OUH”. This way, PubGene introduced its solution to key stakeholders and customers in the UK market.
- *Partnership connection:* PubGene was introduced to a regional entity that will become a co-development partner for the company’s internationalisation efforts in the UK market.
- *Synergy demonstration:* After receiving funding from SME Instrument Phase 1 in 2015, PubGene validated their solution mostly through regional funding. Through the EIT EIC CollabPilot project support, PubGene has participated in Bridgehead, one of EIT Health’s flagship Programmes, and has been able to step out of its home market and validate its

solution in one of the biggest European markets. This success highlights the great potential of the synergies that might be leveraged through mutual support between EIC and EIT Health on the start-up journey.

Testimonial:

“We found the programme and the catalyser(s) we used were terrific. We learned a lot about our company and the market and are very happy to have participated.”

2. BestHealth4U

Start-up in a nutshell:

BestHealth4U is driven by the experience of its founder Sónia Ferreira, who has suffered a stoma since childhood. She could never find a pouch adhesive that was comfortable, flexible and didn't damage her skin. BestHealth4U was founded in 2017 to develop next-generation technologies for skin-interacting medical devices that improve one's health and quality of life, maintaining the skin healthy by using sustainable biomaterials.

Country	Category	Fundraising Stage	Website
Portugal	Medical Device	Seed	http://besthealth4u.pt/

Start-up Journey between both EIC and EIT Health:

[EIT-EIC CollabPilot] Programme participation	[EIC] Programme participation	[EIT Health] Past Programme participation
Bridgehead Global 2021	SME Instrument Phase 1	HeadStart 2019, Living Labs 2019, Start-ups Meet Pharma, Bridgehead Europe 2020

Major achievements:

- *Investment attracted:* BestHealth4U raised 1M Euro in a [Seed Round](#) closed in November, 2022, to execute its plans for further technology development and market entry in 2023.
- *Programme participation:* With the support from EIT Health's Bridgehead Global catalysers, BestHealth4U has been working on new market validation in both China and the US. The company will use the financing from the seed round to complete the regulatory process in Europe and the US, expand its team, accelerate its go-to-market efforts, and scale its current partnerships with adhesive and medical device manufacturers worldwide.
- *Synergy demonstration:* After receiving funding from EIC through an SME Instrument Phase 1 in 2019, BestHealth4U has been actively participating in different EIT Health programmes to address the company's needs: investment readiness through [HeadStart](#), validation of the

company’s solution with real end-users through *Living Labs* (currently [User Validation Labs](#)), exposure and collaboration with Industrial partners through [Start-up Meet Pharma](#), expand to other EU markets with [Bridgehead Europe](#) and to China and the US with [Bridgehead Global](#) (in the context of the current collaboration). BestHealth4U has demonstrated its capability to absorb and grow continuously through the improvement made and support from different EIT Health programmes.

3. Qubiotech Health Intelligence SL

Start-up in a nutshell:

Qubiotech is developing an automatic and multimodal medical-imaging processing software to improve routine healthcare processes, such as diagnostic and medical follow-up, with quantitative biomarkers and integration with the daily clinical workflow.

Country	Category	Fundraising Stage	Website
Spain	Digital Health	Series A	https://qubiotech.com/en/

Start-up journey between both EIC and EIT Health:

[EIT-EIC CollabPilot] Programme participation	[EIC] Programme participation	[EIT Health] Past Programme participation
Finance Booster 2021	SME Instrument Phase 1	BRH 2019, Investor Network

Major achievement:

- *Investment attracted:* Qubiotech has secured 210k€ investment in October 2022 (Not yet disclosed)
- *Synergy demonstration:* After getting the support from EIC through SME Instrument Phase 1 in 2018, Qubiotech participated in EIT Health Bridgehead Programme to validate the UK market. EIT Health’s Investor Network then supported the company’s funding round. It continued to strengthen its investment readiness by participating in the Finance Booster (as part of the EIT EIC CollabPilot project). With the financial knowledge acquired through the programme (including a mock pitching session and investment readiness mentoring), Qubiotech has convinced investors to join the company journey and continue scaling.

Testimonial:

“The training helped me get more confidence on financial issues.”