

## Health AI Open Innovation platform management (m/f/d)

EIT Health BeNe CLC

### About EIT Health

EIT Health, a Knowledge and Innovation Community (KIC) under the umbrella of the European Institute of Innovation and Technology (EIT), is focused on supporting entrepreneurship, innovation, and education, to promote healthy living, support active ageing and improve healthcare. EIT Health brings together leading organisations along the entire value chain – smaller companies, larger industry, excellent academic and research institutions, and public sector organisations. Together we work toward a healthier Europe by removing barriers to innovation, promoting talent and education, leveraging enabling technologies and exploiting big data. EIT Health has Central Offices in Munich and develops activities across a network of regional Innovation Hubs in Paris, London, Barcelona, Rotterdam, Stockholm, Vienna and Mannheim. In addition, the InnoStars office in Budapest involves Partners from Hungary, Poland, Portugal and Italy. EIT Health includes more than 150 partners.

### About the TEF Health AI project

TEF Health AI is a 60M€ project funded by Digital Europe Programme (DG Connect); it develops a world-class reference testing and experimentation facility (TEF) with a threefold objective: (1) Carrying out tests and experiments of AI solutions in large-scale and sustainable real or realistic environments; (2) Implementing evaluation activities that facilitate market access for intelligent technologies; and (3) Optimizing investments and avoiding duplication of these testing facilities. The TEF Health AI partnership consists of 50+ leading hospitals, Medical Universities, certification bodies as well as innovation clusters. Within TEF Health AI, EIT Health will develop and manage a platform to systematically channel users to TEF services.

### About TEF Health AI Open Innovation platform management

In close collaboration with TEF Health AI, EIT Health (Co-location Centres) will build a platform to systematically support industry in scouting and connecting, by making use of tools (e.g., matchmaking platform, brokerage), resources and ecosystem intelligence. The overall aim is to create a sustainable platform.

EIT Health seeks a talented Platform Manager to lead the development of the TEF Health AI scouting and connecting platform. The candidate should be an analytical thinker who enjoys solving puzzles – from providing simple instructions to tackling problems that require critical thinking and innovative solutions.

### Responsibilities

Intelligence gathering to define platform specifications with industry partners' input, which includes:

- Market research to understand needs, pain points, and preferences;
- Market research on potential solutions (internal best practices, potential competitors);
- Define objectives: information/awareness, matches (automated), connections, transactions;
- Define scope: partnerships, challenge-based, new product ideas, improving processes;
- Define market niches and target audiences;
- Identify intelligence gaps. Where can we source the missing information?



Process definition, which includes:

- Set business model and monetization strategy;
- Set user journeys, from information sharing to brokering transactions;
- Set process parameters: profile creation, levels / iterations, human interaction, verification;
- Set terms, conditions, agreements, documentation (incl. legal and regulatory compliance);
- Translate need-offer connection into technology infrastructure:
  - from scratch or white-label solution
  - authentication, search algorithms, communication tools, and data security
  - develop or integrate advanced matchmaking algorithm.

Program piloting and implementation, which includes:

- Promotion. Set strategy for reaching target audiences;
- Validate programme through pilot with selected stakeholders;
- Define analytics and reporting features to track user activity, engagement, and matches;
- Refine programme;

Measure and monitor progress of the project via KPIs and milestones based on short- and long-term objectives, which include:

- # informative interactions with industry (to understand problem(s) to be solved and (potential) fields of application)
- Preliminary business model canvas (problem-solution fit) – proof of concept.
- # validation interactions with industry (to confirm feasibility through customer definition (e.g., segmentation) and customer validation (e.g., revenue model)).
- Validated business model canvas (product-market fit) – proof of value.

### Required skills and experience:

Essential:

- Academic degree in any Technology, Engineering, IT, Sciences, Business field or equivalent experience - Masters-level or higher preferred.
- Experience with front-end web-development technologies and/or platform management and/or solid understanding of programming principles and data management.
- Strong time management and organisational skills.
- Solid understanding of project management principles, including agile methodologies.
- Great communication and interpersonal skills to successfully work with various stakeholders.
- Excellent negotiator, influencer, and facilitator.
- Experience dealing with remote and culturally diverse teams.
- Excellent written and spoken English - additional languages a plus.

Desirable:

- Experience working in an international organisation or the healthcare sector.
- Experience with process optimization and change management.
- Experience working in the field of open innovation.



### Specifications:

- Timing: September-December 2023
- Duration: Five person months
- Language: English
- Location: Remote, with 1-2 physical meetings in Rotterdam, Netherlands and possibly in Munich, Germany

### What we offer:

- Maximum budget 50,000 euros
- Selected party will sign a contract for the duration of the project, with the option to extend should it be warranted.

### Application process

- EIT Health applies a policy of equal opportunities and accepts applications without discrimination on any grounds.
- Applications should consist of a full curriculum vitae and a cover letter introducing yourself and your motivations for applying for the call for tender.
- Applications should be sent via e-mail - please use the email title: "Health AI Platform Management" to [info@eithealth.eu](mailto:info@eithealth.eu). Please indicate your earliest possible start date.
- The application deadline is 19 September 2023.
- Evaluation criteria will be based on the following:

Criteria	Description
Price	EIT Health adopts a best value for money principle
Quality	We will assess the quality of the application based on the following criteria: <ul style="list-style-type: none"><li>- Consultancy level is equal and fitting to the assignment</li><li>- Indicative timeline for completing the assignment</li><li>- Examples of similar assignments</li><li>- References from previous customers</li><li>- Short CVs of key people involved</li><li>- Clear explanation of the budget breakdown</li></ul> We will give the quality of the application a score between 0 (poor) and 10 (excellent)

The scoring is as follows:

$$Score = \frac{Quality}{1 \times price \text{ for training} + 2 \times price \text{ for consulting}}$$

We will award the assignment to the application with the highest score. In addition, all candidates will receive a written response explaining the outcome of the evaluation process.

