



Deep Tech Venture Builder

Collaborative Programme Co-creation:

Seeking Expressions of Interest for Co-Design Participation



Co-funded by the
European Union

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Introduction

We are delighted to announce the initiation of a new EIT Health initiative aimed at catalysing innovation in the health sector – **the Deep Tech Venture Builder**.

In the rapidly evolving healthcare landscape, driven by technological advancements and a focus on patient-centric care, we are dedicated to fostering a collaborative ecosystem to accelerate health-focused ventures. This document extends an invitation to all EIT Health partners and other established businesses, academic institutions, industrial, investors and research bodies to share their challenges, expertise, and ideas. Together, our goal is to shape a venture builder programme that identifies and supports promising ventures while providing a comprehensive ecosystem for their growth.

Our Deep Tech Venture Builder programme aims to de-risk early-stage investments in deep-tech assets through private capital, supporting innovation at pre-maturation and maturation stages. Success will involve leveraging internal and external networks, including potential partnerships with key European institutions like the European Investment Fund for example. In so doing, we will prioritise avoiding duplication and rather focus on filling gaps in the venture-building space through a unique offering.

Detailed information about the Deep Tech Venture Builder Program's goals, co-designer roles, eligibility criteria, submission guidelines, and evaluation process can be found on the following pages.

Participation is not just a chance to contribute to healthcare evolution; it's an opportunity to be part of a transformative journey shaping the health innovation landscape for years to come.

Objectives and Scope

We are excited to **invite organisations with expertise and a passion** for innovation in the health sector to participate as **co-designers in the development** of our upcoming **venture builder programme**; whose valuable insights and experiences will play a crucial role in shaping a programme that meets the real needs of the industry and fosters impactful ventures.

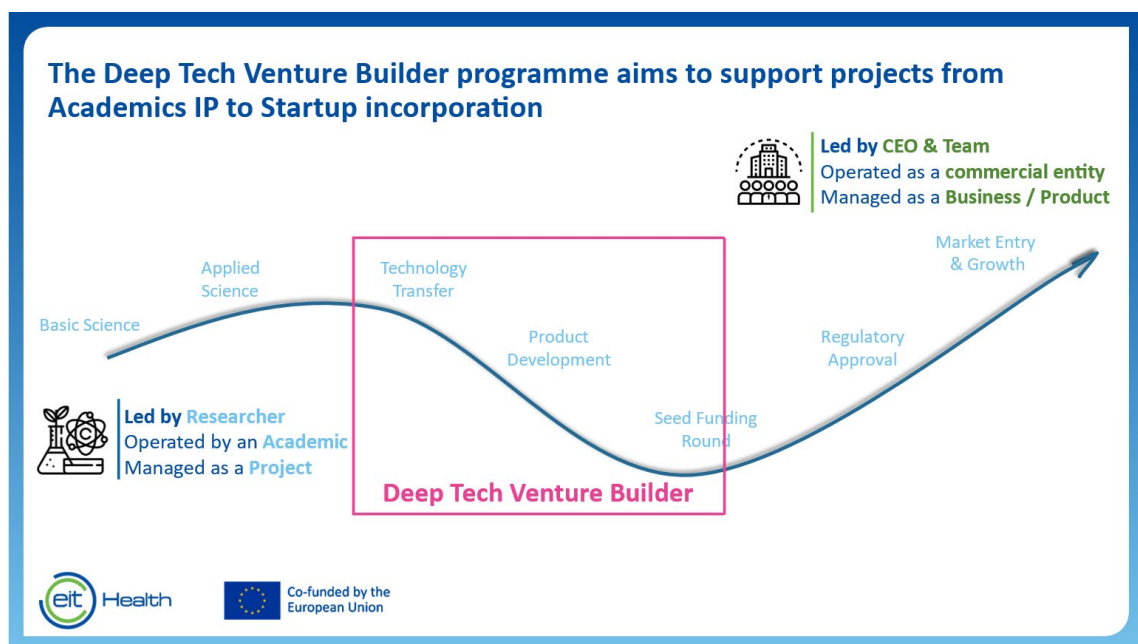
About the Deep Tech Venture Builder Program

From IP to Startup incorporation

The Deep Tech Venture Builder (DTVb) champions European innovation, guiding ideas through the challenging journey from intellectual property (IP) to startup incorporation.

The journey from research to innovation in Europe faces the notorious "Valley of Death," representing challenges in bureaucratic processes, funding uncertainties, and the transition from academic exploration to impactful innovation.

Successfully navigating it entails the crucial transition from theoretical concepts to the tangible establishment of an entrepreneurial business, requiring strategic deployment of legal expertise, business vision, and entrepreneurial spirit. In navigating the intricate landscape of legal frameworks, business models, and market dynamics, entrepreneurs transform their intellectual property into a viable startup.



The future Deep Tech Venture Builder Programme

Our venture builder programme aims to create a dynamic community of health sector innovation actors gathered within a concrete and scalable initiative, providing them with the necessary support, resources, and mentorship to bring innovative solutions to the market. As we embark on this journey, we recognise the importance of collaborating with institutions, individuals, and organisations that possess a deep understanding of the challenges and opportunities in the health sector and particularly those that impact pre-maturation and maturation.

We are not starting from scratch, as during the past year 2023. EIT Health ran a series of round tables in several representative geographies to illustrate the current landscape and identify gaps in the market. This assessment gave us the confidence and the validation of the appetite and readiness of the ecosystem to engage in an activity such as the Deep Tech Venture Builder. Moreover, after deep analysis of all the insights collected, we have been able to draft an overview of the key necessary services and functions involved in such an initiative which we now

seek to tailor and further develop into concrete modules in collaboration with those co-creators identified thanks to this call. These modules will then be used to create full-service programmes tailored to different European realities. These services include, however, are not limited to:

- **Strategic Guidance and Industry Insight:** Provide startups with strategic guidance and industry-specific insights. This involves helping them understand the regulatory landscape, market trends, and the unique challenges associated with healthcare innovation.
- **Seed Funding and Financial Support:** Offer initial seed funding to kickstart healthcare ventures. Financial support can also include assistance in securing additional funding through partnerships, grants, or investment networks.
- **Clinical Validation and Regulatory Assistance:** Facilitate access to clinical expertise and assist startups in navigating the complex regulatory requirements of the healthcare sector. This can include support in obtaining necessary approvals and compliance with healthcare standards.
- **Mentorship from Healthcare Professionals:** Engage experienced healthcare professionals and industry experts as mentors. Their insights can be invaluable in guiding startups through the intricacies of healthcare product development, patient care, and navigating healthcare systems.
- **Access to Healthcare Infrastructure:** Provide startups with access to healthcare infrastructure such as laboratories, testing facilities, and healthcare data repositories. This is crucial for testing and validating healthcare solutions in real-world settings.
- **Technology Development and Integration:** Support the development and integration of innovative technologies within healthcare. This may include assistance in building health-tech solutions, integrating electronic health records, and ensuring interoperability with existing healthcare systems.
- **Market Access and Pilot Programs:** Facilitate connections with healthcare providers, institutions, and organisations for potential pilot programs and market access. This helps startups validate their solutions and gain traction in the healthcare market.
- **Legal and Compliance Support:** Offer legal guidance specific to healthcare regulations, data privacy, and intellectual property protection. Ensuring compliance with healthcare laws is critical for the success and sustainability of healthcare ventures.
- **Patient-Centric Design and User Experience:** Emphasise the importance of patient-centric design and user experience in healthcare solutions. Startups should be encouraged to focus on creating solutions that enhance patient outcomes and improve the overall healthcare experience.
- **Networking and Partnerships:** Facilitate networking opportunities with key players in the healthcare ecosystem, including hospitals, research institutions, pharmaceutical companies, and government bodies. Encourage partnerships that can enhance the credibility and reach of healthcare startups.
- **Educational Workshops and Training:** Organise workshops and training sessions on relevant healthcare topics, business development, and entrepreneurship. This helps startups build the necessary skills and knowledge to navigate the healthcare landscape successfully.

- **Post-Incubation Support:** Extend support beyond the incubation phase. Successful venture builder programs provide ongoing assistance to healthcare startups, helping them scale, adapt to evolving industry trends, and stay competitive.
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By offering these comprehensive services, we believe that our Deep Tech Venture Builder programme can empower healthcare and life sciences startups to navigate the unique challenges of the healthcare industry and contribute to meaningful advancements in healthcare innovation.

2024 Timeline: From the Design of the programme to the call for proposals

- Phase 1 – Programme Co-design in collaboration with Partners (Q1 2024)
- Phase 2 – Call for providers who will deliver some modules of the DTVB (Q2/Q3 2024)
- Phase 3 – Call for projects for projects to be selected and supported through the DTVB programme (Q3/Q4 2024)

Co-Designer Expected contributions

We seek to build this programme together with our co-designer partners and ecosystem experts who will have the opportunity to contribute to the blueprint and the establishment of a robust programme globally though locally implemented in Europe.

In so doing, this will offer such co-designer partners a first peek into what could be a further collaboration opportunity co-financed by EIT Health for a second stage of the programme set-up; to contribute to the programme execution and benefit from the exposure to top-notch ideas, the brightest minds in European Healthcare research arena and the potential to participate in future start-ups in the sector.

The call for Deep Tech Venture Builder service providers will be open at a later stage (Phase 2) once the programme definition stage has been finalised.

All participants will be invited to fill in a survey to:

- **Provide Industry Insights:**
Share your knowledge of the health sector, including current trends, challenges, and opportunities for innovation.
- **Contribute to programme development:**
Work closely with the team to develop a toolbox with modules that address the specific needs of health sector entrepreneurs.

A smaller group of stakeholders will be invited to:

- **Participate in Design Workshops:**
Attend collaborative workshops to share your expertise and contribute to the program's design process.
- **Define Programme Objectives:**
Collaborate with fellow co-designers to establish clear programme goals and objectives that align with industry needs.
- **Prototyping and Iteration:**
Participate in prototyping sessions and provide iterative feedback to refine programme elements, ensuring they align with the specific needs of researchers in the health sector.

In a nutshell

We are looking for all EIT Health partners that will join us in the endeavour of tailoring a global EIT Health programme aimed at building a new successful Deep Tech Venture Builder across the European landscape. This an exciting opportunity to learn, collaborate, and create a programme together that will offer a comprehensive suite of services tailored to the unique challenges and opportunities within the healthcare tech transfer industry.

Co-Designer Conditions

This offering follows the principle of equal opportunity and is therefore open to contributors that are EIT Health Association members and applicants from outside of the EIT Health Partnership.

EIT Health encourages the participation of entities from the EIT Regional Innovation Scheme ([EIT RIS Regions](#)) with the goal of improving the Knowledge Triangle integration, the innovation capacity of local ecosystems in RIS countries and regions, and attracting new RIS Partners.

Specific conditions to become a Co-Designer

- In-depth knowledge of the health sector, including healthcare delivery, digital health, medical technology, and related areas.
- Experience in entrepreneurship, venture building, or supporting startups in the health industry.
- Strong communication and collaboration skills.
- Passion for driving positive change and innovation in the health sector.

Co-Designer ideal profile

Considering the comprehensive range of services and modules outlined for the Deep Tech Venture Builder (DTVb) programme, ideal co-designer partners should possess diverse expertise and capabilities related to healthcare, innovation, and venture building.

Targeted co-designers may include: (non-exhaustive list)

- **Academic and Research Institutions:** Engage with universities, research centres, and academic professionals or entities which directly experience challenges in technology transfer. Their firsthand experiences will be instrumental in shaping the programme to cater to the unique needs of academia, ensuring a seamless transition from research to impactful innovation.
- **Healthcare Industry Experts:** Organisations with in-depth knowledge of the healthcare industry, including regulatory frameworks, market trends, and challenges specific to healthcare innovation.
- **Investment and Funding Institutions:** Partners with experience in seed funding, financial support, and connections to investment networks. They can contribute to shaping effective funding strategies for startups.
- **Clinical and Regulatory Professionals:** Entities with expertise in clinical validation, regulatory compliance, and navigating the complex requirements of the healthcare sector. This includes professionals who can facilitate approvals and ensure adherence to healthcare standards.
- **Educational and Training Institutions:** Entities offering educational workshops and training sessions on healthcare topics, business development, and entrepreneurship to equip startups with the necessary skills and knowledge.
- **Post-Incubation Support Providers:** Organisations committed to offering ongoing support beyond the incubation phase, helping startups scale, adapt to industry trends, and maintain competitiveness.

By engaging partners and experts with expertise in these areas, the co-designer role becomes a collaborative effort to tailor and enhance the DTVb program, ensuring it addresses the diverse needs of healthcare startups and provides a holistic ecosystem for their success.

Submit your interest

The opportunity will consist of a one-time deadline for expression of interest to collaborate by 14 March 2024, 4 pm CET.

If you are interested in being a co-designer for our venture builder program, you will need to register in our application system and complete a simple form through the [EIT Health Application Platform](#).

New applicants will need to register on the application platform available [here](#).

If the applicant is already an EIT Health member, or has registered as an External project Partner in previous Call(s) on our platform PLAZA, the corresponding data for the organisation will be available in the application platform.

However, the applicant will still need to create a new account as an individual and link themselves to their organisation.

The approval of this link might take up to 48 hours and extra information on the organisation profile might be requested.

We will review all applications and select co-designers based on their qualifications, diversity of perspectives, and commitment to actively contribute to the co-design process.

Selected co-designers will be notified by 21 March 2024.

The assessment of interest process is planned to last two weeks from 14-21 March 2024, when the applicants will be invited to start the collaboration. The corresponding dates are outlined below.

Assessment Step	Date
Platform open for submissions	19 February 2024
Submission deadline for expression of interest	14 March 2024
Notification of acceptance confirmation	21 March 2024

Acceptance confirmation

In addition to eligibility checking, EIT Health will perform a high-level assessment by EIT Health staff in charge of the programme execution who will screen the expressions of interest, followed by a consensus meeting by the steering committee of the Deep Tech Venture Builder initiative that will confirm the final distribution to ensure balanced representation.

The steering committee's decision will be validated by the EIT Health management board.

If the expressions of interest fit for the purpose of the co-design phase EIT Health will invite the individuals representing their organisations to the co-design phase. An EIT Health existing partners/non-partners balance will be followed at a maximum ratio of 80/20.

Final notification will be issued on 21 March 2024, through the EIT Health application system. Applicants will be automatically notified by email.

All participants involved in the workshops will be entitled to have their travel expenses (mileage/train/flights) reimbursed and their accommodation reimbursed. Hence, they will be requested to provide proof of such expenses through an online form after participation.

Confidentiality and conflict of interest

All proposals submitted through the application platform are accessible only to EIT Health staff members for the processing of the application, and the Master Contact of each Partner, as well as the persons designated during the proposal phase.

Furthermore, EIT Health may give access to the submitted data to sub-contractors who are tasked with maintaining the application platform.

All such third parties are also bound by confidentiality provisions.

EIT Health staff are bound by the policy on conflicts of interest.

Where to get help

EIT Health has pan-EU representation via eight Co-Location Centers (CLCs), and an InnoStars office, all of which operate as strong clusters of relevant actors, collaborating in a thriving ecosystem. For support in the preparation and submission of proposals, or to find out how to participate, you can contact your Co-Location Center (CLC) / InnoStars.

More information here: <https://eithealth.eu/in-your-region/>

