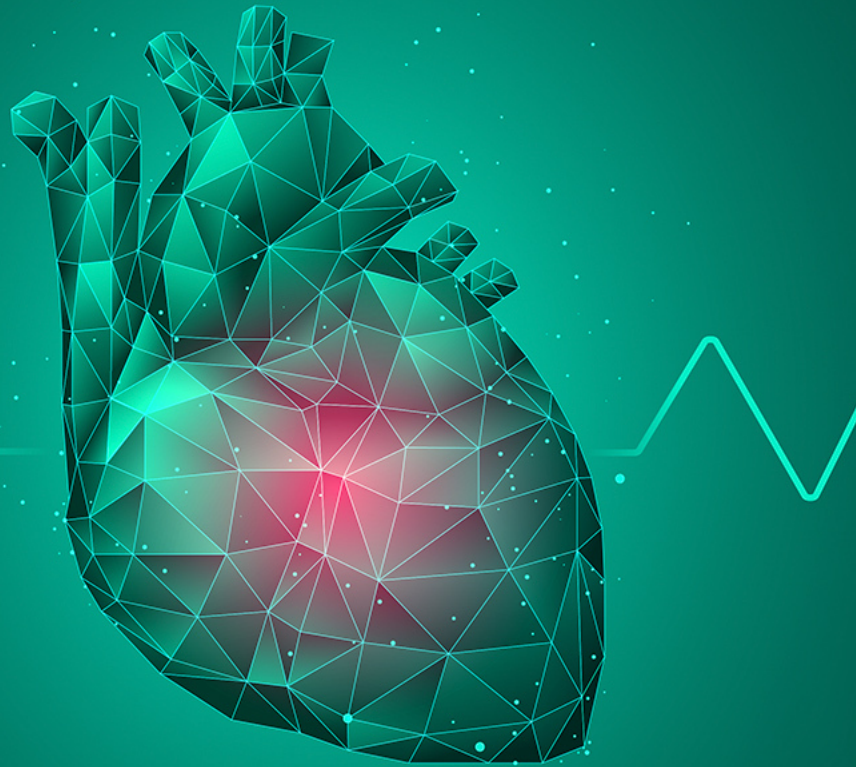


Open Market Consultation

June 2021



Breakout Room 1

*Pitching of market players
interested in a joint tender*

International OMC

June 15, 2021 9:00-12:30 CEST



www.incareheart.eu



Incareheart has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No. 965134.

Aim of the session

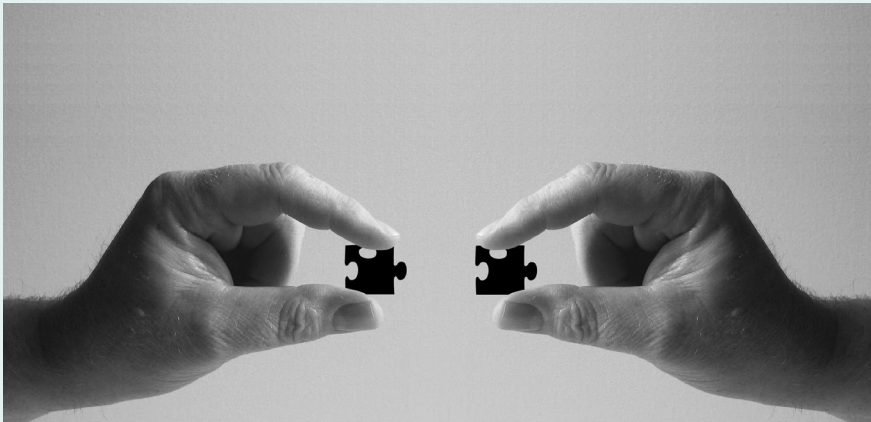


Facilitate
networking
among potential suppliers

Ease consortia-
building
for joint tenders

Lower the barriers
to participation in the Call for
Tenders

Matchmaking tool on the website



Fill out the Market Consultation questionnaire to be featured in the matchmaking section

incareheart.eu/matchmaking

Housekeeping rules



This session will be entirely recorded and published on the INCAREHEART channels.



All participants **must be muted** when not presenting to avoid noises



Be ready for your turn!



Stick to your **2 min slot**

Pitching order



1. Lenus Health
2. Think BioSolution
3. Pulso
4. Aardex Group
5. Health Circuit
6. Cardiolyse
7. Biomax
8. Akgün Technology
9. Piezo Skin
10. Takepart
11. Connecta
12. Hope Care
13. Imaginary
14. Güven Future
15. Eurecat
16. Andaman7
17. Dedalus
18. Omitech
19. Doctomatic
20. Healthy Reply

Lenus Health Ltd

Scotland

Lenus is a health data exchange platform which provides digital services to support the virtual management of patients with chronic conditions, including Heart Failure.

► Value my organisation can add in a joint tender

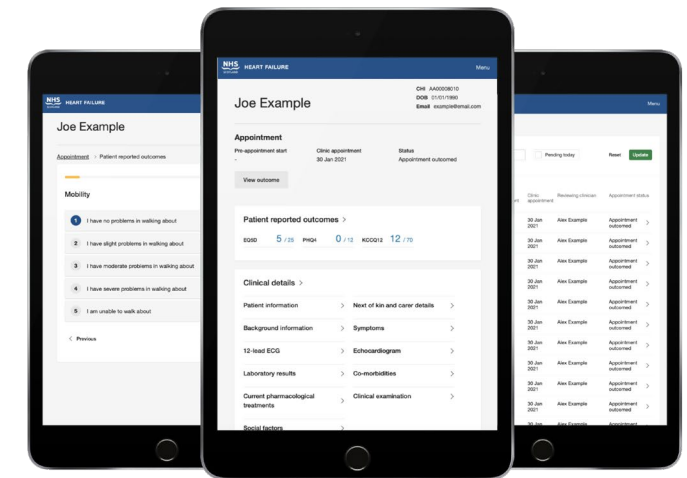
- TRL6 digital solution for Heart Failure diagnosis and monitoring.
- Integrates medical device, wearable data with symptom diaries to provide a complete real-time view of patient's wellbeing
- Clinical dashboard and patient communication
- Ability to provide stratified AI insights

► Areas of cooperation sought

- Access patients with concrete knowledge in Chronic Heart Failure for further testing
- Collaborations to test solution in new healthcare systems
- Ideally, based in the procurers' countries

► INCAREHEART building blocks where we are seeking collaboration

- Early diagnosis and anticipatory care
- Care and follow up
- Living with heart failure
- Continuous management and seamless transition of care



Type of partnership

Seeking partners

Open to discuss

Jim McNair

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lenushealth.com

Think Biosolution

Ireland

Our Chronic Disease Prevention Platform helps coordinated care teams delay the onset of Cardiac conditions, Stroke and Hypertension in high risk patient populations.

▶ **Value my organisation can add in a joint tender**

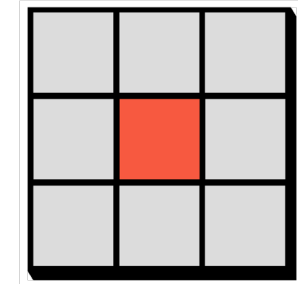
- CE-Marked modules for early diagnosis of CHF, AFib, Stroke and Hypertension
- Digital Therapeutics for reversal of CHF, AFib, Stroke and Hypertension
- Interoperable Digital Health platform with CareManage™ to visualise care pathways

▶ **Areas of cooperation sought**

- Patients with concrete knowledge in Chronic Heart Failure
- Support for multidisciplinary care team collaboration
- Ideally, based in the procurers countries

▶ **INCAREHEART building blocks where we are seeking collaboration**

- **Early diagnosis and anticipatory care**
- Care and follow up
- **Living with heart failure**
- **Continous management and seamless transition of care**



Dr. Shourjya Sanyal
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www.thinkbiosolution.com

Type of partnership

Seeking a coordinator

Seeking a partner

Open to discuss

GRUPO PULSO (a company of Evidenze Group)

Headquarters in Spain

Global health services and solution company specialized on continuing medical education, home care and delivery, digital transformation, clinical research and strategic consulting

► Value my organisation can add in a joint tender

- Project Coordination: track record experience as Coordinator on PCPs (NYMPHA, STARS, ANTISUPERBUGS)
- Development and integration of ICT platforms
- Clinical Research (CRO), eHealth consultancy and home care services
- Large experience in technical, disease management, patient centric approach, clinical studies and consultancy on health digital transformation

► Areas of cooperation sought

- Non-invasive and disruptive technology to measure and monitor Chronic Heart Failure
- AI partner expert on health data management
- Ideally, based in the procurers countries

► INCAREHEART building blocks where we are seeking collaboration

- Early diagnosis and anticipatory care
- Care and follow up
- Living with heart failure
- Continuous management and seamless transition of care



Joan Escudero
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Type of partnership

Seeking a coordinator

Seeking a partner

Open to discuss

AARDEX Group

Belgium

Evidence-based, digital solution for personalized management of medication adherence through ICT-enabled, data sciences, and behavioral models

► Value my organisation can add in a joint tender

- End to end digital modular solution for measuring and managing medication adherence
- Seamlessly integrable into existing ICT systems and working practices
- Robust R&D with ongoing projects in multidisciplinary care

► Areas of cooperation sought

- Partnership with family carers and people living with Chronic Heart Failure
- Multidisciplinary care team for collaboration
- Organisations with experience in implementing integrated care models, including for health economics evaluation

► INCAREHEART building blocks where we are seeking collaboration

- Early diagnosis and anticipatory care
- Care and follow up
- Living with heart failure
- Continuous management and seamless transition of care



Bernard Vrijens, PhD
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Type of partnership

Seeking a coordinator

Seeking a partner

Open to discuss

Health Circuit

SPAIN

+20 years of experience in innovative integrated care solutions for sustainable healthcare and better patient outcomes at Hospital Clinic Barcelona

► Value my organisation can add in a joint tender

- Co-design with patients and healthcare professionals from different levels of health and social care
- TRL7 solution for adaptive case management of complex chronic patients
- Consultancy services (Customization, Implementation, Integration and Training)
- European Best Practice on [Implementation of Digitally Enabled Integrated Person-Centered Care \(JADECARE\)](#)

► Areas of cooperation sought

- Partners with concrete knowledge in co-design, Health Technology Assessment or systems integration
- Ideally, based in the procurers' countries

► INCAREHEART building blocks where we are seeking collaboration

- Early diagnosis and anticipatory care
- Care and follow up
- Living with heart failure
- Continuous management and seamless transition of care



Health Circuit

Isaac Cano, CEO
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www.healthcircuit.es

Type of partnership

Seeking a coordinator

Seeking a partner

Open to discuss

Cardiolyse

Finland

Cardiolyse provides heart health monitoring platform for chronic and post-discharge patient management, using our patented scoring system and AI analytics.

▶ Value my organisation can add in a joint tender

- Solution ready for ECG & HRV data analytics (CE-marked Class 2^a)
- Remote monitoring platform with patient Apps and Web dashboard for doctors;
- Scoring systems for overall heart health wellbeing, including 2 month in advance prognosis.
- eHealth consultancy (strategy, semantics, architecture)

▶ Areas of cooperation sought

- Addressing chronic patients (Heart Failure, Diabetes, etc) and post-discharge patient groups with remote analytics / monitoring part.
- Support for Cardiology care team collaboration with our decision support tools.
- Research or heart health risk prediction.

▶ INCAREHEART building blocks where we are seeking collaboration

- Early diagnosis and anticipatory care
- Care and follow up
- **Living with heart failure**
- **Continuous management and seamless transition of care**



Normunds Daudiss
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Type of partnership

Seeking a coordinator

Seeking a partner

Open to discuss

Biomax Informatics AG

Germany

Develop HFpEF CDSS, brought integrated care for COPD into the clinic improving patient outcome by 50%, lets eHEAL heart failure

► Value my organisation can add in a joint tender

- TRL9 solution for data integration (clinical, images, omics), interoperability, GDPR
- TRL9 AI for literature mining and questions-answering system
- Ongoing development of HFpEF CDSS
- AI for CDSS development in other areas of chronic heart failure
- Experience in digital technical and clinical standards, Systems Medicine

► Areas of cooperation sought

- Clinicians with concrete interest in validating HFpEF CDSS
- Patients and clinicians with knowledge in other areas of Chronic Heart Failure
- Partners developing algorithms for chronic heart failure data analysis/CDSS
- Ideally, based in the procurers countries

► INCAREHEART building blocks where we are seeking collaboration

- Early diagnosis and anticipatory care
- Care and follow up
- Living with heart failure
- Continuous management and seamless transition of care



Frank Zimmermann
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www.biomax.com

Type of partnership

Seeking a coordinator

Seeking a partner

Open to discuss

AKGÜN TECHNOLOGY

TURKEY

Having deep experience HIS with HIMSS Stage 7, Decision Support Systems, Tele-Health, Tele-Radiology, Homecare, AI based Computer Aided Diagnosis Systems.

▶ **Value my organisation can add in a joint tender**

- TRL4 solution for early diagnosis and care follow-up of diabetes
- eHealth consultancy (strategy, semantics, architecture)
- Experience in technical and clinical standards

▶ **Areas of cooperation sought**

- Patients with concrete knowledge in Chronic Heart Failure
- Support for multidisciplinary care team collaboration
- Ideally, based in the procurers countries

▶ **INCAREHEART building blocks where we are seeking collaboration**

- Early diagnosis and anticipatory care
- Care and follow up
- Living with heart failure
- Continuous management and seamless transition of care



Hüseyin Arıkan
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Type of partnership

Seeking a coordinator

Seeking a partner

Open to discuss

PiezoSkin

Italy

The world vibrates: let's feel it.

▶ Value my organisation can add in a joint tender

- TRL 7-8 solution for early diagnosis and care follow-up of heart related conditions
- Biocompatible, non-invasive piezoelectric sensor
- Full development of customized sensors and electronics

▶ Areas of cooperation sought

- Patients with concrete knowledge in Chronic Heart Failure
- App development for sharing and visualizing data
- Development and commercialization of systems

▶ INCAREHEART building blocks where we are seeking collaboration

- Early diagnosis and anticipatory care
- Care and follow up
- **Living with heart failure**
- **Continous management and seamless transition of care**



Francesco Madaro
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Type of partnership

Seeking a coordinator

Seeking a partner

Open to discuss

TAKEPART media + science GmbH

Cologne, Germany

We are experts in digital health communication and transform complex medical content into understandable words and images.



▶ Value my organisation can add in a joint tender

- Film production: patient information & training of healthcare professionals, image films, social spots, tutorials – live-action and animated
- Web development: Concept, design, programming and content of state-of-the-art websites, online tools & mobile applications
- Research: Guidance, assistance and partnership for media supported research projects
- Medical Writing: Convert evidence-based medical knowledge into understandable words

▶ Areas of cooperation sought

- Patients with concrete knowledge in Chronic Heart Failure
- Multidisciplinary care givers with concrete knowledge in Chronic Heart Failure
- Ideally, based in the procurers countries

▶ INCAREHEART building blocks where we are seeking collaboration

- Early diagnosis and anticipatory care
- Care and follow up
- Living with heart failure
- Continuous management and seamless transition of care

Anne Brüning
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Type of partnership

Seeking a coordinator

Seeking a partner

Open to discuss

Connecta S.r.l.

Italy

20+ years of experience developing process management softwares

▶ **Value my organisation can add in a joint tender**

- Software development experience in variuos languages
- App development experience
- Data integration experience
- International team italian/romanian

▶ **Areas of cooperation sought**

- AI development
- Support for medical sector

▶ **INCAREHEART building blocks where we are seeking collaboration**

- **Early diagnosis and anticipatory care**
- **Care and follow up**
- Living with heart failure
- Continous management and seamless transition of care



Andrea Tozzi
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www.connecta.app

Type of partnership
Seeking a coordinator

Hope Care SA

Portugal

Build a disruptive healthcare proposal that delivers an end to end Solution and Service leading to a better outcomes for Customers. One that is successful and driven into market by an integrated and inspired team. Hope Care was founded in 2012 and is one of the first companies in the Digital Health market to combine clinical services with technology platforms and products, enabling the provision of a totally innovative social and health care service.

► Value my organisation can add in a joint tender

- TRL4 solution for early diagnosis and care follow-up of diabetes
- eHealth consultancy (strategy, semantics, architecture)
- Experience in technical and clinical standards
- Experience in Telemonitoring Programs in Chronic Heart Failure since 2012

► Areas of cooperation sought

- Patients with concrete knowledge in Chronic Heart Failure
- Support for multidisciplinary care team collaboration
- Ideally, based in the procurers countries

► INCAREHEART building blocks where we are seeking collaboration

- **Early diagnosis and anticipatory care**
- Care and follow up
- **Living with heart failure**
- **Continous management and seamless transition of care**



Mónica Rufino
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www.hope-care.pt

Type of partnership

Seeking a coordinator

Seeking a partner

Open to discuss

imaginary

Milano, Italy

Game-based tele-rehabilitation to enhance patient motivation, engagement and adherence to the personalised therapy

► Value my organisation can add in a joint tender

- TRL6 solution for tele-rehabilitation of cardiac patients
- Competence in user centered design and integration of digital solutions
- Experience in game based digital solutions to enhance patient motivation and engagement

► Areas of cooperation sought

- Patients with concrete knowledge in Chronic Heart Failure
- Support for multidisciplinary care team collaboration
- Ideally, based in the procurers countries

► INCAREHEART building blocks where we are seeking collaboration

- Early diagnosis and anticipatory care
- Care and follow up
- Living with heart failure
- Continuous management and seamless transition of care



Lucia Pannese
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www.rehability.me

Type of partnership

Seeking a coordinator

Seeking a partner

Open to discuss

Güven Future

Turkey

Güven Future specializes in the digitilization of healthcare through AI algorithms, remote monitoring and telemedicine solutions.

▶ **Value my organisation can add in a joint tender**

- TRL4 solution for early diagnosis and care follow-up of diabetes
- **eHealth consultancy (strategy, semantics, architecture)**
- Experience in technical and clinical standards

▶ **Areas of cooperation sought**

- Patients with concrete knowledge in Chronic Heart Failure
- **Support for multidisciplinary care team collaboration**
- Ideally, based in the procurers countries

▶ **INCAREHEART building blocks where we are seeking collaboration**

- **Early diagnosis and anticipatory care**
- **Care and follow up**
- **Living with heart failure**
- **Continous management and seamless transition of care**



Ahmet TAMER

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Type of partnership

Seeking a coordinator

Seeking a partner

Open to discuss

EURECAT

Spain

The leading Technology Centre in Catalonia focused on applied R&D in technological areas - Digital and industrial technologies, Biotechnology and Sustainability

► Value my organisation can add in a joint tender

- Almost 15 years of experience in Digital Health and leadership of several European projects
- Leadership of H2020 project on Advanced ICT solutions for Integrated Care for Complex Chronic Patients with deployment and validation during 1.5 years in 4 European sites involving hundreds of patients
- Just starting deployment in production of integrated care solution for heart failure patients involving their families as well as professionals, around a regional Hospital and the associated primary care centers.
- Experience in technical and clinical procedures, developments, standards and system integrations

► Areas of cooperation sought

- Technical IT Solution implementation and technical coordination
- Support and collaboration with the different hospitals' health care team (and language)
- Ideally with offices or regular presence in the countries of the sites where the solution is to be implemented

► INCAREHEART building blocks where we are seeking collaboration

- Early diagnosis and anticipatory care
- Care and follow up
- Living with heart failure
- Continuous management and seamless transition of care



Francesc Massana
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<https://eurecat.org/en/>

Type of partnership

Seeking a coordinator

Seeking a partner

Open to discuss

Andaman7

Belgium

Andaman7 is the most advanced platform to exchange quality health data with patients - for care coordination or medical research

▶ **Value my organisation can add in a joint tender**

- A combination of mobile apps and HIP - Health Intermediation Platform
- No data in the cloud by default - decentralised system
- Validated for decentralised clinical trials (FDA & EMA)
- Excellent experience in health IT (EU, USA & others)

▶ **Areas of cooperation sought**

- Any project that fits our capabilities

▶ **INCAREHEART building blocks where we are seeking collaboration**

- Early diagnosis and anticipatory care
- Care and follow up
- Living with heart failure
- Continuous management and seamless transition of care



Vincent Keunen
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www.andaman7.com

Type of partnership

Seeking a coordinator

Seeking a partner

Open to discuss

Dedalus

H.Q. - Italy

Dedalus ConnectedCare provides all you need to engage your patients to actively manage their care and improve their wellbeing within and beyond the walls of the hospital”

▶ Value my organisation can add in a joint tender

- A digital platform providing patients with the ability to be informed on their disease with a progressive plan, to view and update their care plan, get reminders on follow-ups, monitor their condition, communicate with their clinician or care manager as well a set of sensor devices allowing the care manager to monitor the patient’s condition remotely
- Expertise in implementing chronic management programs like CHF across Europe, U.S and Australia

▶ Areas of cooperation sought

- Organisations wanting to setup a digitally enabled CHF care coordination program or centre
- Organisations who have identified a cohort of CHF patients and wanting to provide digital tools to clinicians or care managers as well as a set of tools and devices to manage patients remotely

▶ INCAREHEART building blocks where we are seeking collaboration

- Early diagnosis and anticipatory care
- Care and follow up
- Living with heart failure
- Continous management and seamless transition of care



David Paré
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www.dedalus.com

Type of partnership

Seeking a coordinator

Seeking a partner

Open to discuss

Omitech srl

Italy

Use of Social Robots and UWB radar technology to monitor and prevent heart rate disease

► Value my organisation can add in a joint tender

- Still on market with project solutions deploying social robots
- IoT integration expertise, own AI “Vivaldi” developed
- Experience in technical, privacy and project standards

► Areas of cooperation sought

- Patients with concrete knowledge in Chronic Heart Failure
- Clinical expert in Chronic Heart Failure Disease
- Ideally, based in the procurers countries

► INCAREHEART building blocks where we are seeking collaboration

- Early diagnosis and anticipatory care
- Care and follow up
- Living with heart failure
- Continuous management and seamless transition of care



Enrico Morandini
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www.omitech.it

Type of partnership

Open to discuss

doctomatic

Spain

The future's patient monitoring at home platform, today.

▶ **Value my organisation can add in a joint tender**

- TRL5 solution for early care follow-up of many chronic conditions.
- eHealth consultancy (strategy, semantics, architecture)
- Product-market fit

▶ **Areas of cooperation sought**

- Patients owning personal care medical devices.
- Support for multidisciplinary care team collaboration
- Ideally, based in the procurers countries

▶ **INCAREHEART building blocks where we are seeking collaboration**

- Early diagnosis and anticipatory care
- Care and follow up
- **Living with heart failure**
- **Continous management and seamless transition of care**



Frederic Llordachs
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www.doctomatic.com

Type of partnership

Seeking a coordinator

Seeking a partner

Open to discuss

HEALTHY REPLY

Milan, Italy

Improve healthy lifestyle everytime and everywhere leveraging connected care digital solutions.

▶ **Value my organisation can add in a joint tender**

- User-centric attitude (patient/physician)
- Experience in IoMT Hub programs for telemonitoring
- Experience in patient/physician remote interaction/collaboration programs
- Experience in Care&Cure Plans management

▶ **Areas of cooperation sought**

- Codesign with stakeholders experienced in Chronic Heart Failure
- Devices for heart failure
- Support for multidisciplinary care team collaboration
- Ideally, based in the procurers countries

▶ **INCAREHEART building blocks where we are seeking collaboration**

- **Early diagnosis and anticipatory care**
- Care and follow up
- **Living with heart failure**
- Continous management and seamless transition of care



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Type of partnership

Seeking a coordinator

Seeking a partner

Open to discuss

Ubikare

Spain

Technology for the provision of a comprehensive personalized home care and health intervention service

▶ **Value my organisation can add in a joint tender**

- TRL4 solution for early diagnosis and care follow-up of NCDs (Home Health Care)
- eHealth consultancy (strategy, semantics, architecture)
- Experience in technical and clinical standards

▶ **Areas of cooperation sought**

- At Home/Real time measurements (medical devices integrations)
- ML or Risk Factor algorithms implementation
- Care suppliers based in the procurers countries

▶ **INCAREHEART building blocks where we are seeking collaboration**

- Shared and personalised decision support
- Interoperability to allow data and information to follow the patient
- Early diagnosis of CHF
- Early detection of complications and co-morbidities



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Type of partnership

Seeking a coordinator

Seeking a partner



DO YOU HAVE ANY
QUESTIONS?





CONTACT

ALL INFORMATION
RELATED TO THE
INCAREHEART CALL
WILL BE AVAILABLE AT

incareheart.eu

ALL QUESTIONS
SHOULD BE
ADDRESSED TO

suppliers@incareheart.eu



THANKS

www.incareheart.eu
[@incareheart](https://twitter.com/incareheart)

#ChronicHeartFailure
#digitalhealth
#Horizon2020