

PROJECT PERIODIC REPORT

Grant Agreement number: 632913

Project acronym: FICHe

Project title: Future Internet Challenge eHealth

Funding Scheme: Combination of Collaborative Project and Coordination and Support Action

Date of latest version of Annex I against which the assessment will be made:

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Periodic report: 1st ☐ 2nd ☒ 3rd ☐ 4th ☐

Period covered: from March 1st, 2015 to November 30th, 2015

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¹ Usually the contact person of the coordinator as specified in Art. 8.1. of the Grant Agreement.

² The home page of the website should contain the generic European flag and the FP7 logo which are available in electronic format at the Europa website (logo of the European flag: http://europa.eu/abc/symbols/emblem/index_en.htm logo of the 7th FP: http://ec.europa.eu/research/fp7/index_en.cfm?pg=logos). The area of activity of the project should also be mentioned.

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3.2 Core of the report for the period:

Project objectives, work progress and achievements, project management

According to the Grant Agreement, consortium partners' identifier, name, short name and country are as follow:

No	Participants Organisation name	Acronym	Country
1	OULUN YLIOPISTO	OUL	Finland
2	DUTCH EHEALTH FUND MANAGEMENT BV	DEH	The Netherlands
3	TICBIOMED TECNOLOGIAS DE LA INFORMACION PARA LA SALUD EN LA REGION DE MURCIA ASOCIACION	TBM	Spain
4	FUNDACION PARA LA FORMACION E INVESTIGACION SANITARIAS DE LA REGION E MURCIA – Linked 3 rd party: Servicio Murciano de Salud	SMS	Spain
5	OULUN KAUPUNKI	BOU	Finland
6	STICHTING DIGITALEZORG.NL	SDZ	The Netherlands
7	ZORGINC.	ZIC	The Netherlands
8	STICHTING AMSTERDAM ECONOMIC BOARD	AEB	The Netherlands
9	NEDERLANDSE ORGANISATIE VOOR TOEGEPAST NATUURWETENSCHAPPELIJK ONDERZOEK - TNO	TNO	The Netherlands



Figure 1: FICHe team and the 40 SMEs in Riga eHealthWeek

This report describes the activities and the achievements of FICHe project during the following period: from March 1st, 2015 to November 30th, 2015.

3.2.1 Project objectives for the period

In this period the main objective were execution of Phase2 and start of Phase3. The objectives of Phase2 were to enrol 40 SMEs and startups into FICHe Phase2, support SMEs and startups to build Proof of Concept (PoC) and collect 40 PoC to be reviewed and validated by the Independent Review Committee (IRC).

The objectives of Phase3 are to enrol 20 SMEs and Startups into FICHe Phase3 and support the challengers to turn their POC into a working and tested prototype, test the prototype in the field lab (Living Lab) and collect 20 prototypes and final results to be disseminated.

In this period the main objectives in addition to project management have been:

- Enrolment of Phase 2 and 3
- Training within Riga eHealth Week
- Pitch event in Amsterdam
- Webinars:
 - Phase2: Proof of Concept, Living Labs and user experience, FIWARE technology
 - Phase3: Living Labs, Access to Grants, CE certification and FDA approval
- Individual online coaching
- Matchmaking SMEs with experts, Top companies/key public players, VCs/Angels, Investors
- Setting up mentor and expert communities
- Matchmaking SMEs with Living Labs and Spain, the Netherlands and Finland

3.2.2 Work progress and achievements during the period

In this section, the overview of the process of the work and main achievements are described. The exception is WP1 – Project management activities that will be described in the section 3.2.3 Project management during the period.

The FICHe work plan is divided to six (6) work packages: Project management, Pitch Event, Phase1, Phase2, Phase3 and Dissemination. The overall work plan is as follows:

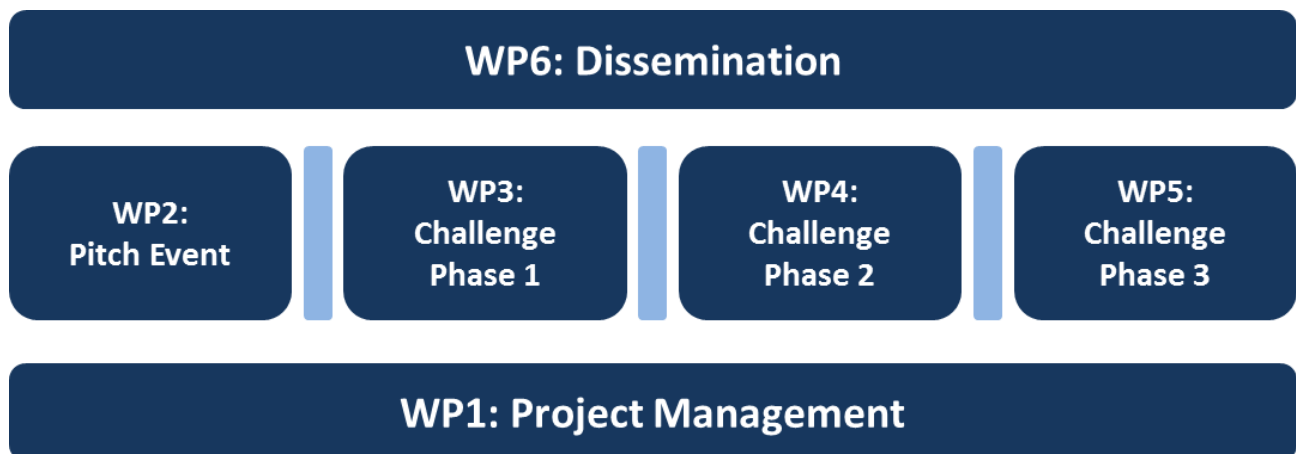


Figure 2: Work plan

During the second period work was carried out in all work packages. The project continued to be one month late in Phase2, however the Phase 3 started in time.

3.2.2.1 WP 2 – Pitch Event

The objective of WP2 completed in the reporting period was to promote FICHe project and FIWARE technologies.

In May, FICHe was promoted heavily during eHealthWeek in Riga. FICHe was also promoted i.a. in the three-day Smart City Seminar in Oulu.



Figure 3: FICHe booth in Smart City Seminar in Oulu, May 2015

From May 11 to 13 the FICHe project joined the eHealthWeek event in Riga. Together with the 40 companies selected for the second phase of the FICHe accelerator program, the FICHe project team presented the results of the first part of the project.



Figure 4: Overview of the FICHe booth at the Riga eHealth week

During the event the 40 companies were offered exhibition space. All of them were present in Riga to showcase their solution and usage of FIWARE technology into their products. The FICHe booth was also included in the VIP exhibition tour promoting the FICHe project and its 40 participants to European Commissioner for Health & Food Safety Vytenis Andriukaitis.



Figure 5: European Commissioner for Health & Food Safety Vytenis Andriukaitis meeting the FICHe team



Figure 6: Figure 7: FICHe booth at eHealthWeek

In November as all other A16 accelerators, FICHe was asked to join the ECFI3 event in Hamburg. A lot of effort was put into the inviting the 20 startups to join the vent, but unfortunately only one was able to join. Nonetheless, the FICHe team was able to join with delegates from most of the

partners. The event itself however was not satisfactory in delivering content for the startups that attended the event: informal meetings and social events brought some added value.

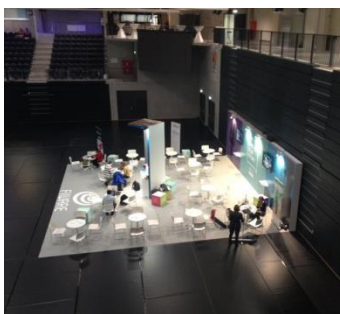


Figure 7: FICHe delegates in ECFI

Table 1: Use of resources in WP2

WP2 Pitch Event	Planned PMs P1-P25	Actual PMs P1-P9	Actual PMs P10-P18	Comments
Participators	13,5	10,47	2,03	
OUL	1,0	0,80	0,20	
DEH	1,5	1,50	0	
TBM	1,5	1,35	0,15	
SMS	0,5	0,50	0	
BOU	1,5	1,50	0	
SDZ	3,0	1,32	1,32	
ZIC	1,5	0	0	
AEB	1,5	1,50	0	
TNO	1,5	2,00	0	

3.2.2.2 WP 3 – Challenge Phase 1

Due to one month delay in the project the evaluation of the application of Phase 1 was done in March.

Evaluation of the application

During the reporting period, the evaluation of the 79 applications was conducted.

The evaluation of phase 1 was performed by the Independent Review Committee (IRC). The IRC consisted of 5 members and a FIWARE technology expert. Together they possess all necessary skills, experience and character to do the evaluation in a proper way. The IRC ranked each proposal on the set (weighted) selection criteria.

Table 2: Weight of the main criteria

WEIGHT MAIN CRITERIA	PHASE 0
TECHNICAL EXCELLENCE (viability and sustainability)	20%
USE OF FIWARE TECHNOLOGY	20%
eHEALTH SOLUTION (market opportunity and business model)	30%
TEAM (entrepreneurship, experience and ambition)	30%

Each proposal was assessed separately by two IRC members. The proposals were distributed for review to IRC members using an automated neutral lottery system. No IRC member with a conflict of interest participated in the assessment of a proposal. Each IRC member completed an Evaluation Form for each application assigned to him/her. The scores of individual IRC members were normalized to an average score of 70 on a 100 point scale. In doing so, any individual bias is eliminated. Normalized scores from the two IRC members were averaged to compound scores. After all proposals were scored and ranked, the IRC had a final discussion on any anomalies in the preliminary ranking and scoring table. The Use of FIWARE Technology was assessed by a FIWARE specialist.

Results of the FICHe Phase1

As a result of evaluation TOP40 applicants were selected out of 80 Phase1 participants. TOP3 countries were Spain (35%), Netherlands (15%), UK and Germany (10%). Majority of the selected companies (53%) were scored from 70 to 75. TOP4 companies had a score of more than 80. Scores varied from 38 to 86, the maximum score being 100. The lowest selection score to Phase2 was 68.

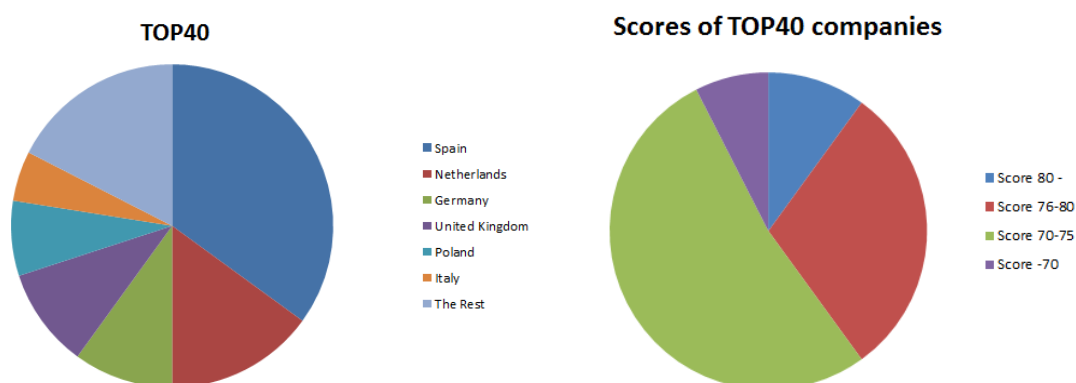
**Figure 8: Countries of TOP40 and the distribution**

Table 3: Use of resources in WP3

WP3 Challenge Phase1	Planned PMs P1-P25	Actual PMs P1-P9	Actual PMs P10-P18	Comments
Participators	18,5	17,06	1,26	
OUL	1	1	0	
DEH	2	2,22	0,28	
TBM	2	2	0	
SMS	2	2	0	
BOU	3	2,95	0	
SDZ	1,5	0,56	0,98	
ZIC	2	1,83	0	
AEB	1	1	0	
TNO	4	3,5	0	

3.2.2.3 WP 4 – Challenge Phase 2

The objectives of WP4 (Challenge 2) completed in the reporting period were a) the enrolment of 40 participants into Phase2, b) supporting participants to turn their initial business model into working Proof of Concepts, and c) collecting 40 PoC to be reviewed.

Tasks of WP4 included the enrolment, the organisation of five training sessions, three of them online and two on-site events, provision of individual coaching and collection and evaluation of the results.

Due to one month delay in Phase1 (WP3), the activities of WP4 also started one month behind the schedule, however no further delays occurred.

3.2.2.3.1 Enrolment

On April 1st, 2015, the 40 selected participants received a personalized email announcing they were selected along with evaluation scores, and next steps. Detailed scores were sent on April 10th, 2015.

Attached were sub grant agreement with annexes and Guide for participants, which contained more specific information about project goals, deliverables and schedule and provided with the criteria and requirements according to which 20 challengers will be chosen for the next stage.

Also, kick off webinar for Phase 2 participants were held on April 14th 2015. The aim of the webinar was to introduce the Phase 2 in detail and answer the question asked by participants.

Enrolment was completed by sending signed Sub Grant agreement to the FICHe project Coordinator, University of Oulu.

3.2.2.3.2 Training

Participants received training in order to move from their business model into the Proof of Concept consisting in on-line webinars and on-site training.

Three on-line Webinars

Three on-line training Webinars (Living lab and user experience, FIWARE technology, Proof of Concept) for supporting participants in development of Proof of Concept were organised. The topics were chosen on the basis of analysis done in Phase 1.

For each online meeting, a prior agenda and documentation was sent to the participants, as well as a save-the-date and a meeting request using a free trial of the GOTO webinar software. Each session has duration of nearly 2 hours and all webinars were recorded and were available for FICHe SMEs on internet.

- **Living Lab and User experience Webinar ([link](#))** was held on April 30, 2015 lead by Felice de Charro and Gijs van Rijn, from the Amsterdam Economic Board. The aim of the Webinar was to create early awareness on the living lab efforts to be made, to get the participants fully prepared as to set-up a well-organized living lab patience and time are needed and the more the participants are prepared the more easy follow-up activities in phase 3 will go. The webinar was used to inform the participants on the preparatory activities foreseen at the Riga event regarding the Phase 3 planning. Also a first introduction on user involvement methods and Living labs of FICHe partners was presented. More than 50 participants attended the webinar.
- **FIWARE technology Webinar ([link](#))** was held on May 21st, 2015 lead by Michael van Bekkum, TNO and Franck Le Gall, FICORE. In the webinar, main focus was to address FIWARE related questions. The most frequent questions regarded lack of guarantee on sustainability: is the software stable, robust, still being maintained. Additionally, the SME's were worried of incorporating software in their product that they cannot control. The questions also show that there are unresolved issues concerning the guarantees, which should be tackled by the FIWARE developers, the FIWARE community and the FIWARE board. More than 50 participants attended the webinar.
- **Proof of Concept Webinar ([link](#))** was held on June 1st, 2015 lead by Oscar van Dijk, Dutch eHealth Fund Management. The aim was to organise a Q&A session in order to provide the information needed by the SMEs to deliver the information requested for the evaluation of the Phase 2, specially all information related to the proof-of-concept (PoC) of their envisioned application. The webinar counted with a participation of 37 SMEs

Two on-site training events

Two on-site training events were organised focused on training and pitching. The sessions have been prepared in detail and information has been provided at the Phase 2 kick-off meeting in order to allow SMEs an easy planning.

1. A major activity was a **training event in conjunction with the eHealth week in Riga** (May, 11-13 2015).



The first physical training event was organised in conjunction with the e Health week in Riga in order to leverage all available resources and count with eHealth experts that will attend the Riga eHealth week as well as provide networking opportunities for the FICHe SMEs. The event is important training, promotion and networking opportunity for SMEs.

The 40 selected SMEs (maximum, 2 persons per company) joined the training session, one-to-one coaching as well as the additional activities

- a. **Training session** was focused in maximize value and the agenda was derived from the critical points identified at the on-line sessions. Topics of general interest were addressed via talks, but there were slots allocated for questions and debate.
 - Pitching training on May 12th, 2015: **“Do’s and Don’ts in a pitching”** delivered by Joaquin Soucheiron_FI-BUSINESS to provide some hints on how to conduct successful, professional customer and client pitches which will bring in more business.
 - **FICHe topics training** on May 13th, 2015 focused on:
 1. *FIWARE & PoC* delivered by Oscar Rietkerk_TNO to get information on how to deliver a sound PoC using FIWARE technology
 2. *Preparing phase 3: Living labs* delivered by Félice de Charro & Gijs van Rijn (AEB) / Satu Väinämö (University of Oulu)/ José M^a Almela (FFIS), providing some examples of what the consortium partners can offer.
 3. *Phase 2 evaluation*, delivered by Oscar van Dijk_Dutch eHealth Fund to get information about the deliverables and the evaluation process in Phase 2
 - **Pitching battle**, on May 13th, 2015 managed by Joaquin Soucheiron and Alexandra Rudl_FI-BUSINESS & Jorge Gonzalez_TICBioMed. Teams were split up in three groups and each SME had 4 minutes pitching time and 4 minutes feedback time by group and moderator. First we had winners in pairs, then from each of the three groups and finally a FICHe winner. The winner was HORUS Technology.



Figure 9: SME pitching



- b. **One-to-one coaching.** Besides, the session was used for coaching to support the development of the participants' PoC. Each participant had access to all coaches and possibilities for one- to-one coaching but, in order to make sure all SMEs received, at least, two hours of business and ehealth market coaching, a preliminary matchmaking was done prior to the event and meetings were already scheduled. One-to-one meetings with FICHe partners were arranged under request to solve issues in a more private environment on a double perspective
- **Business coaching.** FICHe counted with 10 coaches with expertise in the eHealth sector from the business perspective but also from the Healthcare organizations point of view as well as users' involvement.



Figure 10: One to one coaching

Table 4: List of Business coaches

COACH NAME	ORGANISATION
Jorge Gonzalez	TICBioMed
Joaquin Soucheiron	FI-BUSINESS
Maritta Perälä-Heape	University of Oulu
Juhani Saukkonen	BusinessOulu
Wilma Otten	TNO

Oscar Rietkerk	TNO
Juan Antonio Gómez Company	SMS-FFIS
Carlos Arenas	SMS-FFIS
Jeroen Maas	AMEC
Jordi Piera Jiménez	CIIO at Badalona Serveis Assistencials

- **Living labs planning one-to-one discussion.** 9 FICHe coaches spoke 30 minutes to all participants individually in Riga, to get to know the needs for support regarding phase3 setting up a programme for the living lab phase that suits the participants' needs arranging the right 'ecosystems' where they can test the prototypes.

The matchmaking was mainly based on the follow-up coaching during and Phase 2 and being the single point of contact. Beside the fact that we really anticipated in phase 3 on the needs of the participants, it was positive for the participants that they have already met their contact person coach in real life; instead of only online.



Figure 11: Interview of SME



Table 5: List of FICHe coaches

COACH NAME	ORGANISATION
Gorka Sánchez	SMS-FFIS
José Mariá Almela	SMS-FFIS
Satu Väinämö	University of Oulu
Anna Sachinopoulou	University of Oulu

Mari Koskinen	BusinessOulu
Salla Hirvonen	BusinessOulu
Jildou Steensma	Zorginc
Félice de Charro	Amsterdam Economic Board
Gijs van Rijn	Amsterdam Economic Board

c) **In addition to the FICHe training, all participants were offered:**

- Extra value added activities, such as matchmaking with other participants, networking sessions with policy makers, investors etc. as well as regional groups attending the eHealthWeek (Dutch, Nordics and Ibero)
- Access to all conferences, events and activities during the eHealth week for the three days, including access to bootcamps and workshops (offered by FI-BUSINESS and GET project focused on the development of eHealth business models)
- Attendance to the EU SME eHealth competition ceremony and networking

A questionnaire was launched after the Riga event in order to identify the satisfaction of the FICHe SMEs. All SMEs answered the questionnaire and the results were above the average.

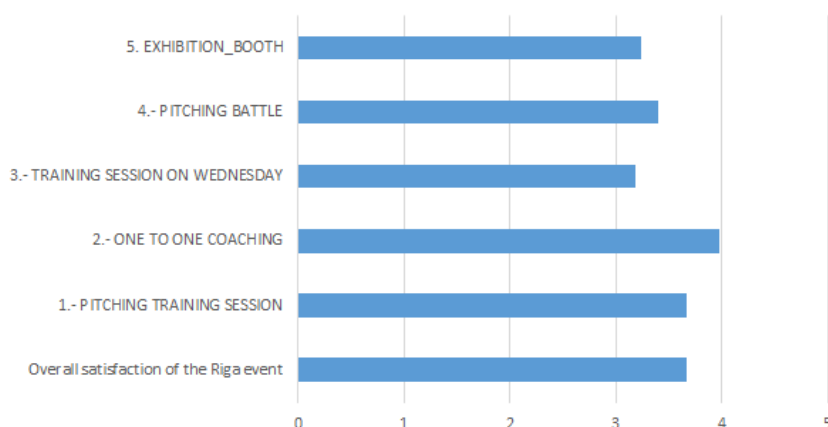


Figure 12: Results of the satisfaction questionnaire for the Riga event

2. The second onsite **training event, focused on pitching**, was merged with the Phase 2 evaluation event, organised in Amsterdam (16th-17th July, 2015) with a two-fold aim:

- to prepare SMEs for promoting their product for different stakeholders
- to perform a comprehensive evaluation as the selection process plays significant role in this phase the grant being of EUR 155.800 for the qualified SMEs.

38 SMEs attended this event and one, Neurodigital technologies, attended the event on line. Only one SME, Fabulyzer, didn't attend the event as they informed the consortium they wouldn't be able to continue with FICHe activities.

The event was held during two days and the SME has to deliver two pitches: one regarding the Proof of concept and another focused on the FIWARE implementation. Presentations were scheduled in advance and SMEs were requested to identify the most suitable date and time.

3.2.2.3.3 Coaching

FICHe consortium have also provided individual online coaching for the 40 selected SMEs to complete and submit the Proof of Concepts.

Each of the 40 Challengers has been appointed at least one coach from the consortium. The matching between challenger and coach has been done after knowing the project of the challenger, but efforts have been made to maximize value according to the challenger needs and weaknesses and future implementation plans.

The work done so far has been focused on:

- Develop of a concept for multi-phase coaching model to indicate that coaches can be used in multiple FICHe phases.
- The identification of the coaches in the different field of expertise inside and outside the consortium. The support of FI-BUSINESS in the business field of expertise will be used.
- Finding the most efficient coaching model that based on a general coach approach: there was a central contact point (follow-up coach) from the Consortium for each SME, but also experts coaches in the different fields of expertise (expert coach): FIWARE, user involvement, eHealth sector, Business model definition, etc. This approach allowed a better monitoring of the SMEs progress. Coaching was set in a maximum of 6 hours and a minimum of 2 hours per SME.

FICHe coaching methodology will count with 2 typologies of coaches:

Follow-up coaches

Each of the 40 Challengers will be appointed one coach from the consortium that will be responsible for:

- *Identify the needs of the challenger*
- Do the *matching between challenger* and expert coach on the basis of maximize value according to the challenger needs and weaknesses and future implementation plans.
- Do a *follow-up by gathering* the coaching template attached and analysing the advancement of the project
- A [GDrive spreadsheet](#) was designed for the coaches allocation

Rank	Country	Company	Email	Univ. Outr (Anne)	Business Outr (Mat)	TIC(S)olved (Myriam)	FFIS (Corie)	Zorgins (Jillou)	ACS (Félicie)	THO (Mickael)
1	Poland	NETICTECH S.A.	asfap@netictech.pl							1
2	Spain	Medibrio	amir@medibrio.org			1				
3	Spain	Pico Smart Apps S.L.	xavier@picoapps.com			1				
4	Spain	UMANIX	emilio.gutierrez@umanix.com			1				
5	Germany	Paratomy	ulrich.groep@paratomy.com		1					
6	United Kingdom	Andamo	renee@andamo.io						1	
7	Netherlands	Clinical Graphics	lisa.m@clinicalgraphics.com						1	
8	Luxembourg	TheMarketTrust	evangelos.papadopoulos@themarkettrust.com		1					
9	Spain	MYSPIERA	amor@myspiera.com				1			
10	Ireland	Mind Myths	markhoddy@gmail.com		1					
11	Netherlands	Betaweb	maurice@betaweb.nl						1	
12	United Kingdom	Trendlyze Decisions	dave.watson@trendlyze.com					1		
13	Netherlands	Synapp Medical Apps	pd@synapp.nl							1
14	Netherlands	Scoyer	prgen@scoyer.nl						1	
15	Spain	AC-Gen ReadingLife	info@acgen.es				1			
16	Switzerland	Olvis	marcel.baumann@olvis.ch		1					
17	Spain	HealthApp	pr@healthapp.com				1			
18	Netherlands	Px HealthCare	anne@pxhealthcare.com						1	
19	Poland	Scio.eu	radomski@scio.eu		1					
20	Spain	Magibox Interactive	dcastro@magibox.es			1				
21	Malta	TripMedic - Great Care When You're Away	kimondasmona@gmail.com		1					
22	Italy	Amiko Health Management made easier	dario.mecchi@amiko.it	1						
23	Germany	PFapptool / CardProtest	nicole.ambacher@pfapptool.com	1						
24	Estonia	MotionChart	larvo@motionchart.com							1
25	United Kingdom	OurPath	mike@ourpath.co.uk							1
26	Spain	Isable Solutions	barcelona@isable.net					1		
27	Spain	Hygia Salud y Nutrición	p.cabaler@hygiasaludynutricion.com			1				
28	Portugal	FLUX - Wireless Biosignals, S.A.	hslive@fluxinfo.com					1		
29	Spain	NeuroHome	ppg@neurohome.com							1
30	Germany	BlueOrthop	heiko.cook@blueorthop.de					1		
31	Germany	digit work	ros@digit-work.de					1		
32	Greece	UME Technology	kostas@ume-tech.com	1						
33	United Kingdom	Fabulyzer	ed@fabulyzer.com					1		
34	Poland	PentaTech Ltd	bartosz.holubowicz@pentatech.pl		1					
35	Spain	Mint Labs	paola@mintlabs.com				1			
36	Italy	Horus Technology	severo@horus-technol.com	1						
37	Spain	NeuroDigital Technologies	luis.castillo@neurodigital.es				1			
38	Netherlands	Inbioab tobt	jurny.vallina@inbioab.com							1
39	Spain	Tanixa Soluciones, S.L.	manuel@tanixa.es			1				
40	Spain	Descansare Sleep	javier@descansare.com				1			

Figure 13: Snapshot from the coach allocation sheet

Expert coaches

Expert coaches from different areas of expertise have been identified to provide concrete advice to the challenges.

Despite the fact that no physical meetings were budgeted for the coaching, the RIGA event was organised in such a way that Physical encounters were possible to provide individualized support to the challengers, as that was the common need to all challengers.

3.2.2.3.4 Collecting and Evaluating of the applications

In June, 2015, the submission form on F6S was opened to the 40 participants. All participants were asked to upload the four obligatory deliverables of Phase2:

- Proof of Concept document(s)
- Video of Proof of Concept
- Plan for Phase3
- FIWARE implementation document

After the closure of the deadline several cross-checks were performed to check if everything was in order and all participants submitted their deliverables. There were no major issues reported and all participants were able to submit their deliverables before the deadline.

Evaluation of the applications

Unlike the first two evaluations rounds, in the end of Phase2 all applications were assessed by all Independent Review Committee (IRC) members. Reviewers evaluated the proposals considering three criteria, which were weighted differently:

Table 6: Weight of the main criteria

WEIGHT MAIN CRITERIA	PHASE 0
Proof of Concept (PoC) Video	20%
Value Proposition	40%
TEAM (entrepreneurship, experience and ambition)	40%

Each criterion was scored on a 1-10 scale. IRC members used all deliverable documents from phase 1 and phase 2 for their preparation for the pitching days. IRC members had read all 40 management summaries before the pitching days and the PoC videos were scored. The value proposition and the team were scored at the end of each individual pitching/Q&A session during the pitching days in July.

Table 7: Criteria for business elements

CRITERIA	RANGE	WEIGHT
PoC video	1-10	20%
Value proposition - healthcare value and value for end user	1-10	20%
Value proposition - feasibility of the solution within an acceptable time frame	1-10	10%
Value proposition - competitive advantage	1-10	10%
Team – team experience and skill set in the usage domain	1-10	15%
Team – financial commitment / ownership / entrepreneurial spirit	1-10	15%
Team – technological capacity to fulfill the task	1-10	10%
		100%

The evaluation of the Phase 2 was done face-to-face in Amsterdam in two sessions, one for business pitch and one for FIWARE Q&A and counted with the participation of the IRC members:

Table 8: List of evaluators

IRC MEMBER + FIWARE EVALUATOR	COUNTRY
Timo Haikonen	(Finland, chairman)
Chris Flim	(The Netherlands)
Alberto Serrano	(Spain)
Michel van Schaik	The Netherlands)
Eero Vallström	(Finland)
Franck Le Gall	FICORE
Stefan Covacci	FIWARE

Use of FIWARE was not scored in this phase, but if the FIWARE was not implemented, or the implementation deviated strongly from the FIWARE implementation plan as submitted at the end of phase 1, FIWARE evaluator(s) could have disqualified an application from the Phase3. For the FIWARE assessment a pre-assessment was made by the technical experts of the FICHe team and during the Q&A session a FIWARE and a FISTAR representative discussed the solutions with all the candidates and gave to them recommendations for further development.

Results of Phase2

As a result of evaluation TOP20 applicants were selected out of 40 Phase2 participants. TOP3 countries were Spain (35%), Netherlands (25%) and UK (10%). Majority of the selected companies (45%) were scored from 70 to 75. TOP3 companies had a score of more than 83. Scores varied from 61 to 85, the maximum score being 100. The lowest selection score to Phase3 was 71.

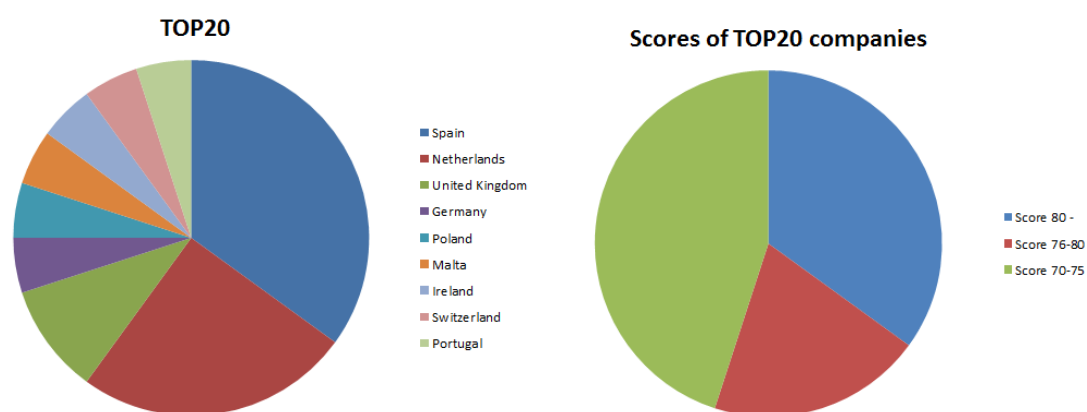


Figure 14: Countries of TOP20 and score distribution

In the table below, TOP20 companies, their countries and solutions are described.

Table 9: TOP20 companies

COMPANY	COUNTRY	SOLUTION
Andiamo	United Kingdom	3D body scans collaboration cloud platform
Betawerk	Netherlands	IncoSense Smart, smart care service that measures incontinence
Clinical Graphics	Netherlands	Cloud based service for detection of osteoarthritis
HealthApp	Spain	Mobile application for the treatment of eating disorders
Ideable Solutions	Spain	Kwido, multi-device platform for the care of people
Inbiolab	Netherlands	hARMONIC, miniaturized respiratory monitor based on EMG
Medbravo	Spain	Finding treatment options based on clinical trial for cancer patients
Mind Myths	Ireland	Online mindfulness platform
MySphera	Spain	Tools to offer full transparency of healthcare processes in hospitals

NeticTECH	Poland	Remote video/audio consultation tool
NeuroAtHome	Spain	Gamified software platform to deliver physical and cognitive therapy
OurPath	United Kingdom	12-week online lifestyle programme to prevent T2D
Oviva	Switzerland	Remote personal dietitian platform
Panatomy	Germany	Online smart imaging database
PLUX	Portugal	Biofeedback modules for Ara platform
Psico Smart Apps	Spain	Virtual environments for the treatment of anxiety disorders
Px Healthcare	Netherlands	Patient experience optimizing oncology outcomes
Scyfer	Netherlands	Deep learning platform to detect degenerative brain disease in 3D-MRI
Tripmedic	Malta	Multi-sided platform to match-make international patients to doctors
Umanick	Spain	Biometric platform for patient identification with HIS/EMR integration

Table 10: Use of resources in WP4

WP4 Challenge Phase2	Planned PMs P1-P25	Actual PMs P1-P9	Actual PMs P10-P18	Comments
Participators	42,5	1,37	40,07	
OUL	3,5	0	3,5	
DEH	2	0	2,0	
TBM	8	0,44	7,71	
SMS	6,5	0,21	7,61	SMS used more resources in this WP4 because SMS attend the Riga health week to mentoring the companies selected and on the other hand SMS did a previous action of the match making in this phase to forward and advance time to the planned matchmaking in the next phase, this previous action was a part of the successful in the final match making.
BOU	6,5	0	2,7	Not as many resources were needed as was planned. The remaining PMs will be used in WP5 to enable intensive on-to-one coaching.
SDZ	1,5	0	1,5	
ZIC	6,5	0	6,11	
AEB	5	0,72	3,82	
TNO	3,5	0	3,75	

3.2.2.4 WP 5 – Challenge Phase 3

Objectives of the WP5 (Challenge Phase 3) completed in the reporting period were the enrolment of the 20 participants and starting the execution of Phase3. The aim of Phase3 is that the participants will develop their Proof of Concept (PoC) into market-ready working prototype built on FIWARE technology, test the prototype with end users and further develop their business model, go-to-market strategy, funding plan and team setting.

Tasks of the WP5 include providing the participants individual coaching on business, eHealth and user involvement fields as well as technical support of FIWARE technology.

3.2.2.4.1 Enrolment

The TOP20 companies were sent on July 23, 2015 an email announcing they were selected in Phase3 of FICHe. Attached were the Guide for Participant Phase3, and detailed info regarding the kick-off webinar.

Participants delivered by October 1st, 2015 the Description of Work for Phase3 (DOW), which became part of the Sub-Grant agreement. After the approval of DOW the Sub-Grant agreement was sent to the participants. Enrolment was completed by sending signed SubGrant agreement to the FICHe project Coordinator, University of Oulu. All except one signed Sub-grant agreements were received by the end October. Due to merger one company (Inbiolab) sent the signed agreement only in December.

3.2.2.4.2 Support: coaching, webinars and events, matchmaking

FICHe provides the tailored support for the participants. Based on interviews with European accelerator programs and incubators combined with lessons of the Lean Start-up method FICHe developed the framework. The framework of Phase3 illustrated below (*Figure 15: Framework - Phase 3 approach*) is used to structure the process while still maintaining flexibility as all participants have different challenges at different times. The Phase3 is divided into three parts: Preparation, Action and Results. During the preparation part participants defined the work to be done in Phase3, prepared their living lab field testing and identified their needs for services provided by FICHe. Based on the needs of participants FICHe services were defined. The action part started in September and it will continue until end of February 2016. In this phase participants focus on six development areas: Living Lab, Go-to-Market, Business model, Funding, FIWARE, and Team. FICHe provides the tailored support for the participants in these areas: mentoring, expert coaching, webinars, events and matchmaking.

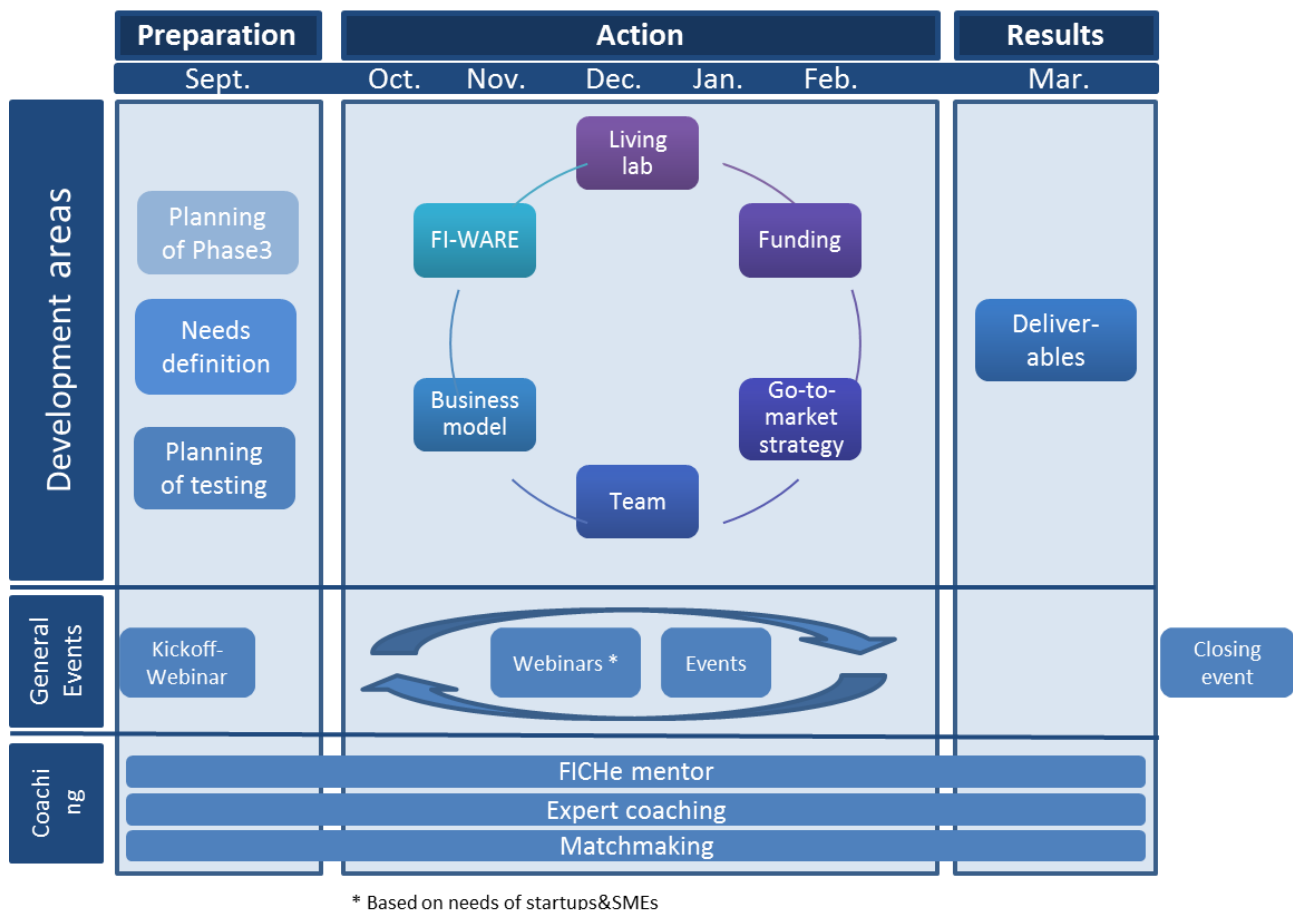


Figure 15: Framework - Phase 3 approach

Mentoring

The participants are matched with a mentor based on their needs. The mentor is ‘the hub to knowledge’ for the participant and responsible for matching participants and suitable expert coaches. All mentors have been using the FICHe acceleration loop as a tool to collect for each development area the specific need. The 20 excel sheet are collected and used to further develop the program phase 3.

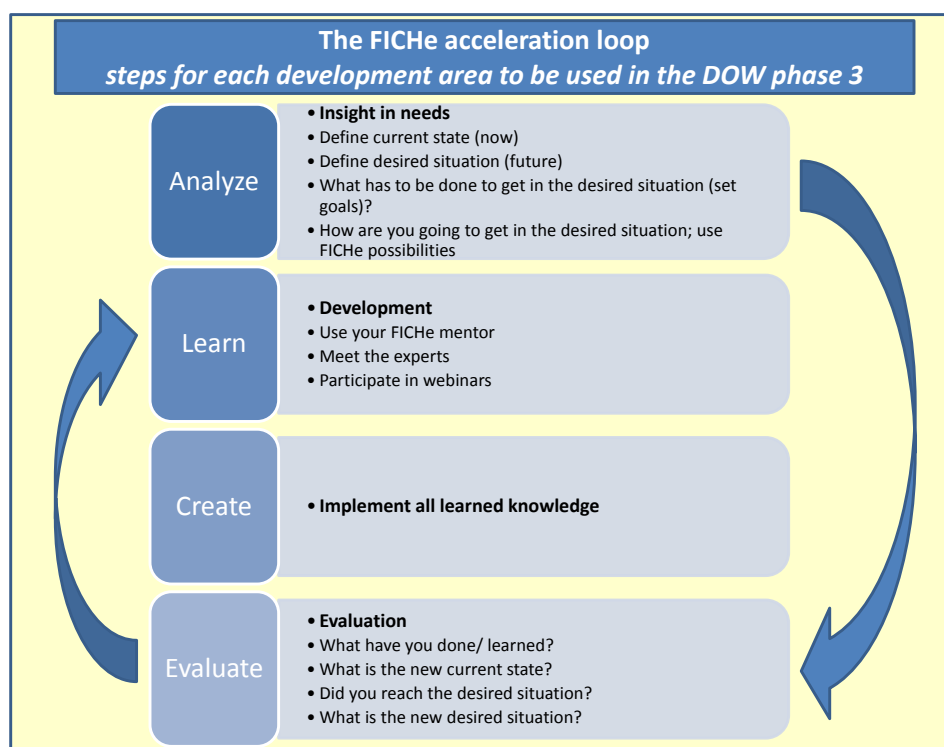


Figure 16: The FICHe acceleration loop

The mentoring activities have been evolving around regular online one-to-one meetings. During the first meetings, the Description of Work for Phase 3: Living Labs (DOW) was reviewed and prepared for becoming an attachment to the Sub Grant agreement. During this meeting, the objectives for the midterm review were established. Also information about the plans for the living labs was passed to the mentor. During the subsequent meetings, information about the activities and reviews about the living labs took place, as well as reminders for the FICHe webinars and events, making sure that the companies are aware and able to participate in them. Furthermore, the mentor is coaching on the activities that have to be done in Phase3 and is monitoring the progress against DOW.

The list of mentors (19) during Phase3 of the FICHe project is the following:

Mr. Juhani Saukkonen (Finland), Senior Advisor at BusinessOulu specialized on scalable startups and high growth ventures preparing international market entry and/or the next angel or venture capital round. Mrs. Saukkonen's specialities are: Startup strategies and best practices including international customer and market development; angel and venture capital financing; Startup teams; Startup mentors and advisors. Previously he ran the Global Clusters program, a pioneer investment readiness and international business development program. The mission was to provide cost-effective access to the best startup professionals and their influential connections that can open doors with potential customers, partners and investors. The program was intended for companies pursuing strong growth, particularly for ICT, Life Sciences and Clean Tech companies. Since 1999

more than a hundred companies participated in the Global Clusters programs. Prior Juhani Saukkonen has held management positions in two software startups and in an electronics company. In FICHE project Mr. Saukkonen is mentor of Mindmyths (Ireland)

Mrs. Anna Sachinopoulou (Finland), M.Sc., has worked as a researcher and expert in the field of healthcare and wellbeing since 1992 in Greece, in the Netherlands and in Finland. She has experience ranging from radiotherapy, nuclear medicine studies, clinical trials and optoelectronics, to information technology in personal wellbeing applications and services. Since 2012, she has been a coordinator at Centre for Health Technology, developing new processes for creating services and technology out of research. Mrs. Sachinopoulou is mentor of three companies: Andiamo (UK), Panatomy (Germany), OurPath (UK)

Ms. Koskinen (Finland) works as an EU funding specialist in BusinessOulu. She has been working in various position in BusinessOulu the past 4,5 years, mainly in project management and in the field of public and private partnerships in healthcare. As one of her previous tasks she has been creating the OuluHealth ecosystem together with the director of OuluHealth. In FICHE project she was in charge of the Phase1 and at the moment is mentoring OVIVA (Switzerland) and TripMedic (Malta).

Mr. Oscar van Dijk (Netherlands), Serial entrepreneur, working on his 4th startup (medicine Men, medication adherence). Co-founder of Dutch eHealth Fund Management BV. Mentor Rockstart Digital Health. Advisor to the Dutch Ministry of Health. Education: TU Delft (NL), INSEAD (F). Expertises: eHealth, entrepreneurship, start-up, m&a, go2market strategy. Mr van Dijk is mentoring Clinical Graphics (Netherlands).

Mr. Walter de Jager (Netherlands) is a Dutch entrepreneur and mentor of PX Healthcare (Netherlands). Walter held various marketing and management roles within the Dutch Health Insurance company FBTO/Achmea. Since 1996 Walter is entrepreneur and as partner in Emptor Rex he has also worked as interim manager for banks and insurance companies (health, life and non-life). In addition, Walter is co-owner of Stator & Liber (pensions and employee benefits, since 2004), Mercedes Custodio (case-, risk and health management, since 2006) and Dutch eHealth Fund Management (digital health projects, since 2013). Furthermore he is director of zorgInc. This Dutch foundation supports start-ups and scale-ups in Digital Health.

Mr. Robert Thijssen (Netherlands) is currently working as a senior policy advisor for SIGRA, union of hospitals and healthcare facilities in the Amsterdam metropolitan area. He is the mentor of Betawerk (Netherlands). He replaces **Ms. Félice de Charro (Netherlands)**, now on a sabbatical, who was mentor in phase 1, 2 and the first part of phase 3. Living labs are as well his as Felice's specialty as is the deployment of technological and especially social innovations in the care and cure sector from the primary process into metropolitan and national business development and policy.

Ms. Marian Schoone (Netherlands), MSc. is a senior project leader and consultant in Healthcare Innovation and mentor of Netictech (Poland). For over 15 years Marian is working in the field of Assistive Technology and Healthcare for elderly, handicapped and chronically ill people. Her main interest lies in of the implementation of technological innovation for healthcare and well-being. With the technology assessment tool TERTZ she assessed over 60 innovations and helped entrepreneurs in their next step towards the market. For ZonMw, the Dutch NCP for AAL, she recently developed the web-tool www.businesscase-longtermcare.com to make a social business case. Expertise: healthcare innovation; technology & healthcare; business models and business cases; feasibility assessment.

Ms. Jildou Steensma (Netherlands), Msc, is a program manager and advisor at ZorgInc and mentor of PLUX (Portugal) and Scyfer (Netherlands). For >10 years she works in projects in the field of innovation, living labs, testing and co-creation with end-users. For the past 5 years she worked with (social) enterprises and supporting them by helping them setting up field test with end-users, open up networks of investors and matching with corporates. Expertise: co-creation with end-users, acceleration programs for entrepreneurs.

Mr. Oscar Rietkerk (Netherlands), MSc, is Senior Business Consultant at TNO in the field of Healthcare & ICT and the mentor of Inbiolab (Netherlands). He works with national and international partners to develop innovations in Healthcare. To achieve real impact, implementation and scaling up are very important aspects that need to be considered from the start of any project. Oscar integrates technical, social and business innovation to develop new eHealth and mHealth services that support patient empowerment and reduce the costs of healthcare. Expertises: ICT & healthcare, innovation management; business strategy & models; feasibility assessment.

Mr. José Luis Alonso (Spain), Med Bravo (Spain) mentor. He is a specialist in oncology and Head of Oncology at the Hospital Virgen de la Arrixaca, regional referral hospital of The SMS. Mr. Alonso has coordinated the incorporation of the tool for the oncologist during the different phases that in the Dow is proposed, as well as validation of their user experiences through of the different application modules.

Mr. Juan Antonio Gómez Company (Spain), Umanick (Spain) mentor. He is a specialist of Emergency Department for Virgen de la Arrixaca Hospital and management specialist of The SMS. He was a coach in phases 1 and 2 of FICHe project, during the bootcamp of Murcia and The eHealth week of Riga. Also he has designed the functional development of the pilot project Umanick for the Onco-Hematological Day Hospital, and the modifying processes to incorporate the access to the new system to patient identification which raises the company.

Mr. Angel Baeza (Spain), Ideable Solutions (Spain) mentor. Angel Baeza is a specialist in Family Medicine and Community Medicine and was Area Manager of The Area 4 until October 2015; he developed the design of the Ideal approach of the pilot project to implement in the aging area of SMS, focusing this solution on the tele-consultation with older chronic patients. He was a coach in Phase 1 of FICHe project, during the bootcamp of Murcia. In October after he ended as manager of the Area 4 and was moved to another Health Area, we incorporated a new mentor to Ideable Solutions, **Dr. Antonio Reales (Spain)**, The Deputy Chief Medical Officer of the Area, whom picked up his witness.

Dr. Carlos Arenas (Spain), MySphera (Spain) mentor The Dr. Arenas is a specialist in Preventive Medicine and Public Health and one of the most experienced executive in Spain, involved in new technologies. Currently he is the Area Health Manager of the Area 9. He also was a coach in phases 1 and 2 of FICHe project, during the bootcamp of Murcia and the eHealth Week of Riga. He has supported the adaptation of the ambitious approach of MySphera in the main 4 areas of the hospital (Emergency, Hospitalization, Surgical Day Hospital and Active teams).The main challenge was involve all the managers in the implementation of this new tracking system through all the involved processes.

Mr. Julio Cesar Martin (Spain), mentor of Health App (Spain) and Psious App (Spain). Julio is Psychologist and Head of Mental Health Assistance Programs. He has been in charge of growing and deploying two pilots taking place in Mental Health area : HealthApp for monitoring patients with eating disorders and Psious, an innovative pilot project which has been used in a different environment before (desensitization of phobias) and now the test is as a facilitator for the group relaxation techniques in patients with panic disorders.

Mr. Francisco Rodríguez (Spain), mentor of NeuroAtHome (Spain). Francisco Rodriguez is the former Head of the Physiotherapy Hospital of Cartagena. He has been responsible for designing and deploying the NeuroAtHome application on early rehabilitation of patients with sequel of a stroke. The objective of the pilot project is focused on validating the measurement automatically through the scale of assessment tool in order to save time and reduce a segment of the working time with the physiotherapist to devote this time to his full rehabilitation itself.

Ms. M^a José Tormo (Spain), mentor coordinator of the Living Lab of SMS. She is a specialist in Preventive and Public Health from the Harvard School, with 25 years of research experience in epidemiology Chronic Disease and the responsible person of it area at the Ministry of Health of the Region of Murcia. Her role in Phase 3 consisted of advising on research methodology to the 7 projects pilots and each approach of their respective Dow. He has also coordinated the reception of documents to send to the respective Ethics Committees of the 7 research projects pilots.

Mr. Gorka Sánchez (Spain), General mentor of the Living Lab of SMS. Gorka Sánchez is a specialist in Family Medicine and Community Medicine. He is working in the Central Services of the SMS since January 2010, first as Coordinator of Information Systems and since November 2015 as Head of Innovation. He leads the FICHe project in the SMS since its inception and is responsible for the recruitment of expert coaches in eHealth for Phase1 (Murcia Bootcamp) and Phase2 (The eHealth Week of Riga) and also responsible of the matchmaking developed early in Phase2. In Phase3 he orchestrated the development of the 7 pilots projects under a common pattern, this common pattern obtained the assent the respective Ethics Committees for each of the seven tests implemented at the living lab of the SMS in the FICHe Project.

Expert Coaching:

FICHe project provided specific coaching through community of experts. Identification of the expert coaches started already in Phase2. The coaches provide their support by voluntary basis or they are part of the consortium. Currently there are 29 experts. The community is divided into three main expert areas:

1. FIWARE experts: specific attention to FIWARE issues and monitoring progress on FIWARE
2. eHealth, Business and Living Lab experts: specific attention to eHealth, or Business, or Living Lab issues. Experts are mainly from the consortium
3. FI-Business experts: Focus on business issues

FIWARE assessment and support

To provide feedback to the start-ups and to support all mentors in their coaching on FIWARE aspects, TNO technical/FIWARE team conducted a FIWARE progress assessment in October 2015. This assessment was initiated by the technical team, as not so many contacts concerning technical and FIWARE related questions were spontaneously initiated by the start-ups. Also some of the mentors indicated that their expertise is more general/business and they lack FIWARE expertise and ability to support their start-ups in this. To find out about the progress and find out if everyone is on track with their preparations for the working prototype for the living lab tests, the technical FICHe team made an assessment of the Description of Work (DoW) Phase3 and available deliverables from Phase2 of each of the TOP20 startups. The assessment contained general technical remarks, feasibility of FIWARE implementation, feasibility of a working prototype for a living lab, and miscellaneous remarks. The assessment was summarized by stating actions to be taken by the start-up and advice for the mentor. The results were communicated by email to each of the companies with their mentors separately. FIWARE experts continue supporting companies need basis.

FICHe companies have even contributed to the development of FIWARE technology by implementing new features to the FIWARE components.

Table 11: Overview of expert coaches in Phase3

Name	Organisation	How to contact? (email)	What's the expertise of the expert?
Félice de Charro	AEB/SIGRA	f.decharro@amecboard.com	Healthcare system Netherlands, Contacts in Amsterdam, How to set up a Living lab
Robert Thijssen	AEB/SIGRA	R.Thijssen@sigra.nl	Healthcare system Netherlands, Contacts in Amsterdam, How to set up a Living lab
Gijs van Rijn	AEB/zorgInc.	gijs@zorginc.nl	Healthcare system Netherlands, Contacts in Amsterdam, How to set up a Living lab
Martijn Kriens	AHTI	m.kriens@ahiti.nl	Health care system Netherlands
Jeroen Maas	AMEC	jeroen.maas@amec.nl	Health care system Netherlands, partnerships
Juhani Saukkonen	BusinessOulu	juhani.saukkonen@businessoulu.com	Business Model
Salla Hirvonen	BusinessOulu	salla.hirvonen@businessoulu.com	Living lab
Paulien Melis	de Waag Society	paulien@waag.org	How to set up a Living lab, eHealth
Alexandra Rudl	FI-BUSINESS	rudl@bwcon.de	Pitching
Joaquin Soucheiron	FI-BUSINESS	soucheiron@gmail.com	Pitching
Franck Le Gall	FI-CORE		FIWARE
Carlos Arenas	SMS-FFIS	carlosa.arenas@carm.es	eHealth, Healthcare system Murcia
José María Almela	SMS-FFIS	josem.almela@carm.es	eHealth, Healthcare system Murcia
Juan Antonio Gómez	SMS-FFIS	jagomezcc@gmail.com	eHealth, Healthcare system Murcia
Jorge Gonzalez	TICBioMed	jorge.gonzalez@ticbiomed.net	eHealth, Healthcare system Murcia, Funding
Bas Kotterink	TNO	bas.kotterink@tno.nl	FIWARE
Denise van der Klauw	TNO	denise.vanderklauw@tno.nl	user-involvement
Jacco Spek	TNO	jacco.spek@tno.nl	FIWARE
Marian Schoone	TNO	marian.schoone@tno.nl	FIWARE
Michael van Bekkum	TNO	michael.vanbekkum@tno.nl	FIWARE
Oscar Rietkerk	TNO	oscar.rietkerk@tno.nl	FIWARE
Tom Bakker	TNO	tom.bakker@tno.nl	FIWARE
Wilma Otten	TNO	wilma.otten@tno.nl	patient-physician relation, behavior change, selfmanagement, medical decision making, intervention development
Kalevi Virta	University of Oulu	kalevi.virta@oulu.fi	Funding
Lotta Haukipuro	University of Oulu	lotta.haukipuro@cie.fi	Living Lab
Maritta Perälä-Heape	University of Oulu	maritta.perala-heape@oulu.fi	Business Model, eHealth sector
Minna Pikkarainen	University of Oulu	minna.pikkarainen@oulu.fi	Go2market Strategy, Team, FIWARE
Satu Väinämö	University of Oulu	satu.vainamo@cie.fi	Living Lab
Enrique Hernández Zurita	UPCT	quiqueh@gmail.com	Only Spanish
Juan Antonio López Riquelme	UPCT	jantonio.lopez@upct.es	Only Spanish
Jildou Steensma	zorgInc.	jildou@zorginc.nl	co-creation, design, Living Lab
Oscar van Dijk	zorgInc.	oscar@zorginc.nl	Entrepreneurship, eHealth, Funding
Walter de Jager	zorgInc.	walter@zorginc.nl	Entrepreneurship, eHealth, Funding
Jordi Piera Jiménez	TICBioMed		Healthcare system Murcia
Lian van Amerongen	PNO	lian.vanamerongen@pnoconsultants.com	European Grants
Cecile ten Kate	PNO	cecile.tenkate@pnoconsultants.com	European Grants
Fokko Wieringa	TNO	f.wieringa@tno.nl	CE, FDA, medical devices
Bert-Arjan Millenaar	NLC		Team
Erik Vollebregt	AXON Lawyers	erik.vollebregt@axonlawyers.nl	Legal e-health, CE, FDA

Webinars

Kick-off & Living Lab webinar

The kick-off and Living Lab webinar was held on August 31, 2015. The aim of the kick-off webinar was to introduce the Phase3 in detail and to answer questions concerning the Phase3 program. After the kick-off part the Living Lab part took place.. The aim of the Living Lab webinar was to inspire the participants about the possibilities and share lessons learned and best practises from the past about living labs.

Additional Webinars

The selection of the webinars was based on a need analysis of the TOP20 companies. After making the Description of Work Phase3 and filling in the acceleration loop the companies were interviewed by the mentors regarding the most important topics of which they would like to gain more expertise. The FICHe team analyzed the topics and made a survey with this input. All companies were asked to fill in the survey and add specific questions concerning these topics. The top 5 topics were:

1. European Grants
2. CE certification and FDA approval
3. Privacy & legal requirements for trusted eHealth care
4. How to fund your business
5. How to engage Angel Investors and/or Venture Capitalists

1. Access to (European) Grants, 8/12/2016 (1 hour)

The webinar European Grants was facilitated by Lian van Amerongen link and Cecile ten Kate link both are very experienced in this field. 14 out of 20 companies participated to the Webinar.

Company	Last Name	First Name	Email Address
Ideable	Bartolome	Iñaki	ibartolome@ideable.net
Oviva	Baumann	Manuel	manuelbaumann@oviva.ch
PX Healthcare	Bruinvels	Anne	anne@pxhealthcare.com
Tripmedic	De SImone	Kimon	Kimondesimone@gmail.com
Umanick	Gallego	Emilio	emilio.gallego@umanick.com
Ourpath	Gibbs	Mike	mike@ourpath.co.uk
Betawerk	Hermans	Martijn	martijn@betawerk.nl
Netictech	Jozefowicz	Wojciech	home.jozefowicz@gmail.com
Plux	Londral	Ana	alondral@plux.info
Medbravo	Moreno	Bustos	aurelia@medbravo.org
Psious	Palomer	Xavier	xavier@psious.com
Andiamo	Parvez	Naveed	naveed@andiamo.io
Netictech	Pawałowski	Piotr	piotr.pawalowski@netictech.com
Mindmyths	Roddy	Mark	mark@mindmyths.eu
Scyfer	Sandig	Jorgen	jorgen@scyfer.nl
Netictech	Zieliński	Sergiusz	sergiusz.zielinski@netictech.com

Figure 17: List of attendees

2. CE certification and FDA approval, 17/12/2016 (1,5 hour)

For the CE and FDA webinar two experts were selected: [Erik Vollebregt](#), is a very experienced lawyer in this field, has worked with a broad range of start-ups and corporates within the field of eHealth as well as is an advisor for the government. [Fokko Wierenga](#), senior expert on medical technology, is involved in bringing medical technology to the market and supporting companies with CE marking. 16 out of 20 companies participated to the Webinar.

Company	Last Name	First Name	Email Address
Health app	Arcal	Jordina	jordina@bcnhealthapp.com
Ideable	Bartolome	Iñaki	ibartolome@ideable.net
Oviva	Baumann	Manuel	manuelbaumann@oviva.ch
PX Healthcare	Bruinvels	Anne	anne@pxhealthcare.com
Tripmedic	De Simone	Kimón	Kimondesimone@gmail.com
Ourpath	Gibbs	Mike	mike@ourpath.co.uk
Betawerk	Hermans	Martijn	martijn@betawerk.nl
Oviva	Jenkins	Mark	mark.jenkins@oviva.com
Clinical Graphics	Krekel	Peter	p.r.krekel@clinicalgraphics.com
Mysphera	Montón	Eduardo	emonton@mysphera.com
Psious	Palomer	Xavier	xavier@psious.com
Andiamo	Parvez	Naveed	naveed@andiamo.io
Netictech	Pawłowski	Piotr	piotr.pawalowski@netictech.com
Medbravo	Ruiz-Ontañón	Patricia	patriciaruiz@medbravo.org
Scyfer	Sandig	Jorgen	jorgen@scyfer.nl
PLUX	Silva	Hugo	hsilva@plux.info
Medbravo	Torrubia	Andres	andres@medbravo.org
Netictech	Zieliński	Sergiusz	sergiusz.zielinski@netictech.com

Figure 18: List of attendees

3. Privacy & legal requirements for trusted eHealth care and How to fund your business / How to engage Angel Investors and/or Venture Capitalist (T.B.C)

Preparation is made for the webinar. One of the FICHe company and a venture capitalist will facilitate the webinar. The company had a very successful funding round > 1 MEUR.VC is investing in eHealth innovations.

One of the FICHe companies had a very successful series A funding round from > 1 MEUR and a venture capitalist who's investing in eHealth innovations are willing to facilitate this webinar.

Events

In the Phase3 the FICHe program is (co-)organizing events for 1) top 20 and 2) FIWARE community. Some of the events have already taken place and for the upcoming events the consortium are making the preparations.

For FICHe TOP20

- Murcia FICHe Living Lab (Sep, 2015): Intermediate event with 7 companies.
 - *Topic:* Meet peers of the FICHe project as well as share knowledge and experiences.

Attendees: Mysphera, Ideable, Health app, Medbravo, Psious, Umanick and NeuroAtHome



Figure 19: Murcia Living Lab Event

- Amsterdam FICHe meet-up (Jan 22nd, 2016): Intermediate event with 8 companies.
 - *Topic:* Successfully communicating with different stakeholders, customers, investors, and suppliers. What is the story of your company? Why should they buy, invest or work with you?

Attendees: PLUX, Scyfer, Inbiolab, Mysphera, Psious, Netictech, Betawerk, Ideable
- Closing event during Health 2.0 Congress (May, 2016) : Demo-day and investor meetup (confirmed) [link](#)

FIWARE Community building events

- Nov 15, 2015 Finland – Helsinki: Slush (lead Creati-Fi) [link](#).
 - This event was organized with the lead of Creati-Fi project. One FICHe company, Prowellness Ltd, participated in their joint booth. SLUSH is a major startup event which is organized in Helsinki every fall.
- Nov 26, 2015 The Netherlands – Utrecht: FIWARE node meetup [link](#)
 - Meet up focused on community building with developers, entrepreneurs and other professionals who are interested in using FIWARE. Betawerk and Scyfer from FICHe participated to the event. They gave presentations and promoted FICHe project.

- Feb 10-11, 2016 Finland – Oulu: Polar Bear Pitching (TBC) [link](#).
 - Startup event which is organized in Oulu, Finland every year. . Polar Bear Pitching gathers the most dedicated startups and visionary talents together with investors and media for two-day Arctic Adventure. This ice-breaking event offers startups literally the coolest possible stage for pitching; a hole cut through the ice. Companies can pitch until they freeze. Previous events have attracted huge media interest
- Feb 22-25, 2016 Spain – Barcelona: Mobile World Congress (TBC) [link](#)
 - FICHe partnership is cooperating with ECHAlliance in order to facilitate the participation of the FIWARE SMEs at the Digital Health & Wellness Summit @ Mobile World Congress 2016
- May 10-12, 2016 Spain – Barcelona: Health 2.0 Congress (TBC) [link](#) or
- June 8-10, 2016 The Netherlands – Amsterdam: eHealth week (TBC) [link](#)

Furthermore FICHe companies have been participating FIWARE community action events offered by other accelerators. MySphera, Taniwa, Magicbox and Eurob participated to 1st FIWARE Spain meetup in Oct 5th, 2015 in Madrid. In the event MySphera gave a presentation.

Matchmaking

FICHe provided different kind of matchmaking possibilities to the companies (see below). The consortium facilitated the matchmaking.

- Matching participant with Top Companies/Key public players in eHealth sector for Partnership or access to important first buyer, for instance: PHILIPS, IBM Watson, Google
- Matching participants with VC/angels who're looking for investment opportunities within eHealth
- Investor meetup in FICHe Closing event

Examples of matchmaking:

- The mentors Ms. Steensma and Mr. van Dijk matched Scyfer with Clinical Graphics. Scyfer had a challenge with arranging the living lab. The mentor advised to set up a meeting with Clinical Graphics since they are possibly complementary in their services. The meeting went well and Clinical Graphics and Scyfer agreed that Scyfer test their product as a new service for Clinical Graphics.
- The Mentor Ms. Koskinen matched OVIVA with Johnson&Johnson. The company already had some connection to the company but the help of the mentor, another contact to the company was offered.

- OURPATH needed discussions with experts concerning behaviour change technology, and a session with an expert from the University of Oulu was organised.
- The mentor Mrs. Anna Sachinopoulou has also initiated contact search in UK for procurers and collaborators for OURPATH and ANDIAMO within the ecosystems with which there is collaboration (Northern Ireland, Scotland and Manchester).
- The mentor Mr. Walter de Jager matched PX Healthcare with leading clinical hospitals specialized in breast cancer in the Netherlands.

3.2.2.4.3 Field trials (living labs)

In the preparation for the Phase3 all companies were matched with their preferred living lab city. During Phase2 as a preparation to the living lab phase the consortium analysed the needs for a Living lab location (e.g. type of patients, type of healthcare location, preferable country), analysed the possible Living Lab locations and had first meetings with the locations together with the participants to start collaboration.

Amsterdam Living Lab activities

After analyzing all needs for living labs Amsterdam started to set up first meetings between participants and healthcare locations that could serve as a Field test location. Depending on the needs of participants the mentor took the lead to connect the participant with healthcare location. The living lab plans were reviewed by the mentors and/or Living Lab experts. All Living labs/field tests are planned to be executed in 2016.

The SMEs being mentored by ZorgInc, Amsterdam Economic Board and TNO will conduct their primary Living Lab field tests in the following locations:

Table 12: List of Living Labs

Company	Location of Living Lab	Tested by following users
Betawerk	Amsterdam	<ul style="list-style-type: none"> • End users • Professionals
Netictech	Live Broadcasting event on December 2 nd , 2015 involving 8 hospital locations all over Europe	<ul style="list-style-type: none"> • Professionals
PLUX	Netherlands	<ul style="list-style-type: none"> • End users • Professionals
Inbilolab	Amsterdam	<ul style="list-style-type: none"> • End users • Professionals

Scyfer	Netherlands	<ul style="list-style-type: none"> • End users • Professionals
Clinical Graphics	Netherlands	<ul style="list-style-type: none"> • End users • Professionals
PX Healthcare	UK and Netherlands	<ul style="list-style-type: none"> • End users • Professionals

Murcia Living Lab activities

During Phase2 of the FICHe project, the living lab of Murcia contacted interested companies to make matchmaking with the needs of different areas of SMS so that they would work, as far as possible, with a bottom up approach and the technology incorporated would respond to real needs. In this way, after the event in Riga (eHealth Week, 11-13 May 2015), SMS decided to anticipate the marriage proposals from companies with clinical leaders who would act as mentors in Phase 3 at the pilots projects in Murcia Region. This decision was based on the potential risk of lack of time in the last phase; if it was done like the initial calendar of the proposal probably there would not be time to implement the pilot projects in the estimated time.

For this reason the following work methodology was suggested:

- 1) Based on the feasibility and interest on solutions, SMS elaborated a shortlisted 14 companies among the 40 who continued in Phase 2 of FICHe.
- 2) A call to attract clinicians interested in these 14 proposals was defined. This was done through responsible in each of the 9 areas of Health and Mental Health at SMS (10 areas in total).
- 3) These 10 areas put forward 28 concrete proposals to implement pilot project from the 14 companies, each headed by a clinical officer, receiving all companies from 1 to 4 proposals.
- 4) Thereafter a phase of competitive dialogue was developed between companies and every proposal with their clinical teams opened.
- 5) Finally, each company chose the most interesting proposal to the Phase 3, with the idea to implement the pilot, if finally the company will win the challenge and with it have the chance to implement it.

Thus already in Phase 2, 14 companies with the best pilot proposal were being matched, which meant knowing with sufficient anticipation, the place, the responsible of pilot and the clinical research objective approach.

Following the cross table with the previous matchmaking in Murcia Living Lab is presented. In the table can be seen the companies and the proposals from different departments of SMS with location and clinical responsible. On orange back the companies who reach Phase 3 and on blue/yellow back the location selected by each company:

		SM		Área 1		Área 2		Área 3		Área 4		Área 5		Área 6		Área 7		Área 8		Área 9	
		Servicio	Responsable	Servicio	Responsable	Servicio	Responsable	Servicio	Responsable	Servicio	Responsable	Servicio	Responsable	Servicio	Responsable	Servicio	Responsable	Servicio	Responsable	Servicio	Responsable
Mysphera	4,5			URG	Dr. Juan Gómez Company					URG	Dr. José M ^o Melgares					URG + D. Gestión	Dr. Pascual Pineda + José Roldán (SD Gestión)			URG & RX	JS URG: Carmen Escudero
Umanick	3			DR MEDICA & S. CALIDAD	Dr. Juan Gómez Company					DR GESTIÓN	Dr. Francisco Giménez					D. Gestión	José Roldán (SD Gestión)				
HealthApp	1	Serv. Prog. Asistenciales	Julio Martín SGSM																		
Ideable	2									GERIATRIA	Dr. Mercedes Barba			U. CRÓNICOS PLURI	Hermínia Pasoual y Pedro Pérez						
Neuro At Home	3					FISIO H. Sta Lucía	Supervisor de FISIO: Paco Rodríguez			RHB	Dr. Elena Pellicer									RHB	M ^o José Llopis
Psico Smart	2	Serv. Prog. Asistenciales	Julio Martín SGSM																	CSM Cieza	Desiderio Mejías Verdú
Medbravo	1			ONCO	Dr. Alonso Romero (US Oncol)																
AC-Gen	1			ONCO	Dr. Alonso Romero (US Oncol)																
Tanawa (App Momentum)	1							NEURO	Dr. Antonio Candelero												
Mint Labs	2			NEURO	Dres. Meca Lallana y Morsi	NEURO	Resp U. Parkinson Dr. Juan José Soria Torrecillas														
Magicbox	2									AP	Dr. Antonio Sánchez Reales									Geriatría & Inmovilizados	Antonella Butazzo
Hygea Salud y Nutrición	2									AP	Dr. Antonio Sánchez Reales									CS Cieza Deste	Ma Dolores Enríquez
Descansare Sleep	2			NEURO, U Sueño	Dr. Ruiz López (US Neuro)															Prog. anti-Úlceras	Carlos Peña Laguna
NeuroDigital Techn.	2			RHB	Dr. Olmos Fernández Delgado (US RHB)															OFT	Rocio Calvo Cuesta

Figure 20: Matchmaking companies with Murcia Living Lab

As the final selection of the 20 companies reached Phase 3, among them were seven of this 14, these companies had knowledge of their location, the responsible and the pilot project. Finally in the last phase the 7 companies were selected to test their pilot projects in the living lab of the SMS and during September the preparation actions of the pilot project in the DoW were completed.

Oulu Living Lab activities

The living lab plans of the companies been mentored by Oulu were reviewed and discussed between the mentors and SMEs. When necessary, the expert coach was consulted regarding the plan. Andiamo, Panatomy, OurPath, TripMedicC, MindMyths and OVIVA decided to organise their own Living Labs, but expertise from the Oulu Living lab can be sought at the beginning of 2016.

One of the three official FICHe living labs, OULLabs services and especially the online user involvement platform PATIO www.patiolla.fi, has been offered for use of the all FICHe companies and especially the companies being coached by University of Oulu and Business Oulu. As none of the TOP20 companies are located in Finland there has naturally been not so much interest to conduct living lab field testing in Oulu. However, some companies are willing, in addition to the primary Living Lab field test in another location, also test in Oulu. At least three OULLabs UX specialist evaluations of an eHealth solution of a FICHe companies will be carried out in January-February 2016, and another more comprehensive test case has been planned to be conducted in a

real healthcare environment involving medical specialist and patients. This test has also been planned to be conducted in early 2016. Additionally, the rest of the companies mentored by Oulu might test their prototypes in later development phase in Oulu living lab.

Oulu University Hospital opened their test lab facilities for public in October 2015. This opportunity has also been shared with the top 20 companies of FICHe. In case a company is interested to test their product or service in this testing environment, the consortium will help them to achieve this task.

The SMEs being mentored by University of Oulu and Business Oulu will conduct their primary Living Lab field tests in the following locations:

Table 13: List of Living Labs

Company	Location of Living Lab	Tested by following users
MindMyths	Slovenia Finland (expert evaluation)	<ul style="list-style-type: none"> • End users • Professionals
OVIVA	Switzerland Finland (expert evaluation)	<ul style="list-style-type: none"> • End users
Panatomy	Germany They have already close cooperation with the 100 + radiologists of their clinic.	<ul style="list-style-type: none"> • Professionals
OurPath	United Kingdom They are also about to sign a contract for an extended clinical trial due to start in January with the Leeds University. Finland (expert evaluation)	<ul style="list-style-type: none"> • End users • Professionals
Andiamo	United Kingdom The first workshops with clinicians done already in November 2015, they will choose the end users (families with children with special needs) in January and they expect to start then the end user pilot.	<ul style="list-style-type: none"> • End users • Professionals
TripMedic	Barcelona Finland (expert evaluation)	<ul style="list-style-type: none"> • End users • Professionals

Table 14: Use of resources in WP5

WP5 Challenge Phase3	Planned PMs P1-P25	Actual PMs P1-P9	Actual PMs P10-P18	Comments
Participators	60,5	0	29,75	
OUL	9	0	2,40	
DEH	2	0	0,26	
TBM	7	0	3,98	
SMS	11	0	8,27	
BOU	6	0	3,9	
SDZ	1,5	0	1,0	
ZIC	6	0	3,89	
AEB	9,5	0	2,01	
TNO	8,5	0	4,04	

3.2.2.5 WP 6 – Promotion and dissemination

The objectives of the second reporting period have been to promote FICHe project and the companies as well as share information among project participants.

Until the end of the period in total:

- 750+ tweets, retweets and mentions @FICHe_EU were sent
- 3 official press releases + several localized press releases were issued
- 6 targeted e-mailings were sent (via F6S and Mailchimp)
- 150+ media clippings from throughout Europe were collected

With the announcement of the selection of the 40 participants, the press release#3 was issued and shared with the relevant EU media and through Twitter. Several media published the press release. Also the announcement of the selection of the 20 Phase3 participants has been published by a press release that has been mentioned by several media in Europe and other relevant websites, such as the European Commission, consortium partners, beneficiaries, innovation centres, etc.

During Phase2 and 3 the main communication channels have been Twitter and F6s. On Twitter 510 tweets were published and they were mentioned and retweeted 700+ times. Currently there are 463 followers on Twitter.

On F6S the open discussion group was still maintained. Relevant announcements; FICHe related, FIWARE related and/or eHealth related have been posted to this group. Currently there are 2366

followers in F6S and the number is still growing. Furthermore in October, FICHe participated in ICT 2015, where FICHe and FIWARE technology was heavily promoted.

The new website www.digitalhealthstartup.eu has been published and all the 20 Phase3 and 20 Phase2 participants are mentioned with a short description and details. Over the next coming weeks, all participants will be interviewed and their story will be followed.

In addition to the centralized dissemination by SDZ, dissemination has been conducted on local level by all partners in Phase2. Project activities and results have been communicated locally through Twitter, Facebook, LinkedIn, and organizations' websites. Local press releases have been made and published in several media, and organizing and disseminating project related events have been continued.



Furthermore FICHe was echoed in the press and within the **Murcia region**, particularly since the start of the SMS Living Lab, with a press cover and occupying the front pages of the newspaper with the largest circulation in the region, with a general description of the project and the seven pilot projects development under the SMS.



Carlos Arenas presented The FICHe Project at the Symposium of Electronic Health of Navarre and the First Meeting of eHealth and Big Data celebrated in Bilbao, (28 Sep 2015).



Figure 21: Carlos Arenas presenting FICHe

The list of the most recent impacts in press:

- <http://www.murciasalud.es/noticias.php?op=ver&id=331977&idsec=66>
- <http://www.ticbiomed.org/app/flex/blog/preview/275313299>
- <http://www.laverdad.es/murcia/201509/28/pondra-practica-siete-aplicaciones-20150928003126-v.html>
- http://www.eldiario.es/murcia/politica/SMS-Living-desarrollar-innovacion-e-Salud_0_435356672.html
- <http://m.20minutos.es/noticia/2566007/0/sms-acoge-living-lab-con-empresas-espanolas-para-desarrollar-ideas-innovacion-e-salud/>
- <http://murciaeconomia.com/not/37993/el-sms-acoge-un-lsquo-living-lab-rsquo-con-siete-empresas-para-desarrollar-ideas-de-innovacion-en-lsquo-e-salud-rsquo->
- <http://www.ascr.org/un-fondo-de-silicon-valley-invierte-en-la-start-up-psious/>
- <http://www.actasanitaria.com/murcia-acoge-el-desarrollo-de-siete-proyectos-de-e-salud-financiados-por-la-comision-europea/>
- <http://valenciaplaza.com/la-valenciana-mysphera-seleccionada-por-la-aceleradora-ehealth-de-la-comision-europea>
- <http://www.murciasalud.es/noticias.php?op=ver&id=339094&idsec=66>
- <http://www.elplural.com/2015/10/28/healthapp-startup-aplicaciones-salud-app-de-la-telemedicina/>
- <http://www.consalud.es/comunidades-autonomas/apps-para-pacientes-y-plataformas-entre-las-apuestas-de-murcia-por-la-e-health-23003>
- http://www.larazon.es/damesuplementos/salud/2015-12-13_SAL/index.html#14

The main achievements of FICHe companies have been collected in the table below:

Table 15: Achievements of FICHe TOP20

TOP20 Companies	
PANATOMY	<p>PANATOMY has participated to Smart Camp organised by IBM and has won the first place in Germany. This opened the road for the European level. The winner of Europe will compete in the US.</p> <p>They have been pitching to various forums, e.g.: http://high-tech-gruenderfonds.de/wp-content/uploads/2015/09/Flyer-Life-Science-Pitch-Day-01-12-2015-Stuttgart.pdf</p>
ANDIAMO	<p>This company has received a lot of publicity.</p> <p>Andiamo, a social enterprise printing 3D fully customised orthotics for children with disabilities and long-term conditions, has been recognised as a leading business, winning the Trailblazing Newcomer Award in the 2015 NatWest SE100 Awards.</p>
OVIVA	<p>Company has 30 clinics which are using their application on in Switzerland and United Kingdom</p>
NETICTECH - medVC	<p>August 2015: FIWARE presentation at A16 accelerator meeting in Lisbon November 2015: FIWARE presentation at ECFI Hamburg December 2015, medVC will was used to connect 8 top European clinics for a live medical broadcast.</p> <p>The 1st European Live Surgery Broadcast, an interactive videoconferencing session presenting otolaryngological surgery live, took place on December 2nd 2015. The event is organised by the European Laryngological Society (ELS), the Department of Otolaryngology, Head and Neck Surgery of Poznan University of Medical Sciences (PUMS) and Poznan Supercomputing and Networking Center (PSNC). The aim of the session is to demonstrate the newest surgical methods utilised by specialists from leading European laryngology clinics. Hospitals from Barcelona, Marseille, Genoa, Leiden, Essen, Luxembourg and Poznan will take an active part in the event.</p> <p>The clinics interconnected through medVC (http://medvc.eu), a remote collaboration tool for medical professionals, taking advantage of the possibility to perform multipoint audio-video communication in realtime. Thanks to the universal compatibility of medVC, medical video coming from surgical microscopes, endoscopes and even a surgical robot, produced by companies like Storz, Olympus, Medrobotics, Trumpf Medical and ConMed can be transmitted. The whole session was streamed live through the Internet in HD quality by the Interactive Scientific Television PlatonTV operated by PSNC.</p>

	A summarizing video will be available soon on http://els.livesurgery.net
PSIOUS	<p>Mention in several publications:</p> <ul style="list-style-type: none"> • Game changers (link) • Time Magazine (link) • Wall Street Journal. <p>Pilot with Sanitas, insurance company (link)</p> <p>Got \$1,05M financing (link)</p>
MY SPHERA	<p>Selected in April 2015 as one of the 10 most promising and innovative European SMEs by the Business Innovation Observatory, which is coordinated by PwC and supported by EC Link1. Link2</p> <p>In 2015 signed partnership with Telefónica and Everis (NTT) (Link)</p> <p>Got sales contracts with Telefónica, General Electrics, Eulen and several Hospitals. We are currently installing the system in 2 hospitals with Telefónica, and in other 4 hospitals, one of the in Latinoamerica.</p> <p>Launched the Bluetooth LE version of MYSPHERA with the FICHe pilot site installation.</p>
NEURO AT HOME	Microsoft Health Innovation Award Link1 and Link2
MEDBRAVO	Medbravo has been invited to attend the 2015 CEO Summits of Global Entrepreneurship Lab of the MIT Sloan in Boston. We had the opportunity to pitch to the MIT Executive MBA auditorium and are being introduced to the most influential experts in Healthcare finance and Biomedical innovation. Link
HAELTHAPP	<p>HEALTHAPP will take part in MWC2016 Link</p> <p>The Institute for Food Disorder (Instituto de Trastornos Alimentarios) introduces The Healthapp app to deal with them link1 and link2</p>
Companies from Phase1 and Phase2	
HORUS	<p>Jan, 2016: A Horus technology has received a \$900,000 investment from 5Lion Holdings. link</p> <p>March, 2015: Horus got crowdfunding of €30 000 link</p>
ANDAMAN7	Nov 5, 2015: Andaman7 received a €1,3 M funding link

Table 16: Use of resources in WP6

WP6 Promotion and Dissemination	Planned PMs P1-P25	Actual PMs P1-P9	Actual PMs P10-P18	Comments
Participators	15,5	5,01	3,80	
OUL	1	0,14	0,06	
DEH	1	0,47	0,18	
TBM	1	0,38	0,42	
SMS	1	0,16	0,70	
BOU	1	0,80	0	
SDZ	7,5	3,06	2,44	
ZIC	1	0	0	
AEB	1	0	0	
TNO	1	0	0	