Implementing Advanced systems & ICT solutions in the European Health Systems
→ **A Complex Problem**

- Definition of the problem e.g. Connected Health, active ageing, Healthy lifestyle…
  - *Health as a capital*
- Improve the quality of life, the wellbeing, the “ageing well” and the equality of services, for EU citizens
- Enable health and social care systems sustainability and efficiency
- Enhance economic development with job creation and growth
  - *Health expenditures as an investment*

→ **A Complex System**

- A Multi-stakeholders ecosystem for Innovation
  - Users (citizens, professionals)
  - Providers (multi-sectors industry and services)
  - Decision-makers & funders (public and private)
- A complex implementation process
- A difficult scale-up pathway
Stakeholders

Policy-makers, Governments (European, national/Regional/local)
- Health & Social Dpts
- Research Dpt
- Economic Development, Innovation Dpts
- Municipalities

Funders
- Public/Social Insurance
- Local authorities, municipalities
- Private insurances, mutual & pension funds, banks
- Large companies

Health & Social care providers
- Public and private hospitals
- Primary care representatives (GPs, nurses, paramedics…)
- Housing, care for elderly

Education/Research
- Universities, schools, medicine faculties
- Private training providers, long-life training
- Research centres/institutes
- Engineering, life sciences, medical, social sciences

Connectors
- Incubators
- Business Innovation Centres
- Networks, clusters, agencies

Investors
- Business angels
- Venture capital, risk capital, private equity
- Large industries funds
- Crowd funding organisations

Companies (large, small / industry, services)
- Health: pharma, medical devices, health/social services, eHealth
- Digital: web, IT systems, EHR-HIE-PHR, data management/analytics, algorithms, Telco
- Building industry, architects, Home adjustments
- Urban design, ergonomic
- Tourism, leisure, culture
- Retail, mass market distribution
- Wearable Techs, Wellness, Sport, Fitness
- Nutrition
- Transport: automotive, collective (train, metro, bus)

Citizens, patients representatives
- Citizens, consumers associations
- Disease associations
- Older people associations
- Informal carers, families associations
Boost the innovation

Create your own ecosystem to innovate

Connect the innovators

Companies
large, SMEs, start-ups / multi sectors

Academics
Education and Research organisations, multi sectors

Policy makers

Funders/purchasers
(public and private)

Citizens/Patients/
Families

Design the solutions
with users & customers

Public Innovation
funds
European, National, regional/local

Health & social care
providers
Public/private, primary care, hospitals/housing, social carers

Private investors
Large companies funds, banks, business angels, VCs, private equity, foundations…

Funding
Implement solutions & scale-up

Access to ecosystems to implement & deploy
(at national and regional/local level)

- **Public Policies**
  - Coordinate public policies for Health/social care, labour, innovation/research

- **Workforce**
  - Training & education for professionals, redesign of workflows, incentives models

- **Citizens**
  - Advocacy/communication, human behaviours, incentives models

- **Technical framework**
  - Interoperability, standards, norms

- **Funding models & market access**
  - Proof of concept/Evidence-based models
  - Innovative procurement models
  - Meet the buyers

- **Entrepreneurship**
  - Business strategy support
  - Incubation programmes
  - Fundraising

- **Deployment, scale-up**
  - International Network of Ecosystems, within the EU and beyond (US, China)
Key success factors

*Building trust & relationships*

- **Collaboration of the willing**
- **Quarterly Ecosystem Meetings**
- **Permanent** – not a 6 month project
- **Flexibility** about how each is organised
- **Multi-stakeholders community**
- **Breaks down the silos**
- Being part of the Ecosystem should **enhance your day job**
- **Political buy-in**, support, visibility
- Part of **an international network** - sharing and learning with other Ecosystems
- Encourage, support and promote **best practices** across network....
Needed Services

Learn, meet & debate through events
- Conferences
- Workshops
- Webinars
- Speakers’ Corner
- Meet & Debate tables
- B2B matchmaking
- Informal meetings
- Education sessions

Boost the innovation process
- Smart matchmaking - identify skills, technologies, resources, users
- Participate in European and international projects
- Innovation Funding: identify calls of projects, subsidies, private investors
- Business intelligence: learn on trends, new technologies and markets

Implement solutions through Ecosystems
- Build the local community and define a common strategy
- Design education and training for professionals
- Advocate and communicate to the citizens
- Design & publish tenders
- Prove the concept
- Attract international players

Develop businesses
- Incubation: support for start-ups
- Fundraising: meet the investors through our “Investor Challenge”
- Meet the buyers and design business models
- Internationalise your business and scale-up

Build profiles
- Increase your visibility at European and International levels
- Gain exposure at local, regional, national gatherings for your brand
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<thead>
<tr>
<th>Priority area / Ecosystem</th>
<th>Northern Ireland (UK)</th>
<th>Manchester (UK)</th>
<th>Catalonia (Spain)</th>
<th>Athens (Greece)</th>
<th>Oulu (Finland)</th>
<th>Scotland (UK)</th>
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<td>Medicines Management</td>
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