



inDemand: Demand driven co-creation for public entities

Summary of 3rd inDemand Open call

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This Guide for applicants contains the basic information needed to guide you in preparing a proposal for the third inDemand Open Call and becoming a Sub-Grantee of the inDemand Project. It gives instruction on how to structure your proposal, how to submit it, and the criteria on which it will be evaluated as well as the way the selected projects will be managed.

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1. ABOUT INDEMAND

The main goals of inDemand are:

- Set up and validate a sustainable co-creation model that solves bottom-up challenges identified within public entities.
- Increase the capacity of public entities for systematically identifying needs that can be converted into successful business opportunities for private companies.

inDemand is a new model where Healthcare organizations and companies co-create Digital Health solutions, with the economic support of public regional funds in 3 pilot regions: Murcia Region (Spain), Paris Region (France) and Oulu Region (Finland).

inDemand applies at the same time demand-driven and co-creation approaches. inDemand aims to solve the challenges identified by the customer -the Healthcare organizations- and increasing the capacity of health entities to systematically identify and solve their needs while co-creating opportunities for private companies.

More specifically, inDemand aims to support eHealth projects that meet the challenges identified by the healthcare organisations

inDemand main objective is that SMEs will develop digital solutions with higher success rate -in terms of their application in practice/market uptake- because they have been developed side by side with the client. To this end, inDemand is specifically launching 6 calls, two in each inDemand region.

In this third Call, the best projects from small and medium-sized enterprises (SMEs) will be selected to enrol into a co-creation program where each SME will obtain **a grant up to a maximum of 30,000€**.

Starting on the 1st September 2017, the project has a duration of 3 years and is supported by Horizon 2020 -under H2020 SC6 CO-CREATION 2016 call-, the EU Framework Program for Research and Innovation.

2. THIRD inDEMAND OPEN CALL

inDemand third Open Call for Demand driven co-creation projects in healthcare is seeking applications targeting to the healthcare sector incorporating digital Health technologies and bring society closer to the next generation healthcare system.

Each Solver that generates results owns the attached IPRs and will own results that are not IPRs. Each Solver is responsible for the management and protection of its IPRs and bears the costs associated with this.

All applications must address one of the 3 Challenges proposed for this specific Open Call, which can be found in section 2.1, later in this document.

By applying to the 3rd inDemand Open Call, applicant SMEs will compete to get engaged in the 3rd inDemand co-creation Programme in Paris Region, where up to 3 projects will obtain a grant up to 30.000 € (per project).

The inDemand partners in Paris Region are:

- **Challenger: Resah**
- **Funder: Paris Region Entreprises**
- **Supporter: Medicen Paris Region**

2.1 The challenges to tackle

The third Open Call is open to smart health solutions and seeks proposals to address one of the following proposed challenges:

Challenge 1: Optimisation of continuous monitoring of strokes in Neuro-Vascular Units (OSCAR)

This challenge concerns patients hospitalised following a stroke and is therefore to document non-invasively and continuously the hemodynamic and respiratory anomalies from their arrival at the Emergency Reception Service

until their exit from the Neuro-Vascular Intensive Care Unit (NVICU). This will provide important data on possible anomalies that may require treatment and that would have gone unnoticed.

The objective of our work is to assess within a Neuro-Vascular Unit (> 1,200 strokes/year) the contribution of continuous monitoring of the main parameters (heart rate, blood pressure, respiratory rate, arterial oxygen saturation, temperature, and assess movement) leading to the aggravation of our patients and which can allow the early management of complications occurring immediately after a stroke.

More detailed information on this challenge is available on the web site <https://www.indemandhealth.eu/open-call-for-companies-paris-region/>

Challenge 2: Remote monitoring of real-life patient data to anticipate the occurrence of complications / degradations in health status (SafeFoch)

After patients leave the hospital, hospital practitioners are victims of the "tunnel effect": they do not know what is happening until the next consultation (from 10 days post-surgery until several months in oncological monitoring). Having data on these patients in real time between two visits to the hospital would allow practitioners to anticipate complications, adjust prescriptions, avoid unnecessary hospital visits (emergencies, hospitalisation) and obviously improve the state of the patient's health.

Monitoring must enable data collection via questionnaires to be completed by the patient, measurements of biological constants (temperature...), examination results in structured digital data, hospitalisation records/consultations where appropriate, prescriptions prescribed by physicians and monitoring adherence as accurately as possible, comments added by city health professionals who are also monitoring the patient.

***** **NEW SPECIFICATIONS UPDATED ON 7 MAY 2018** *****

FOCH Hospital decided to focus on the follow-up of transplant patients (renal and pulmonary)

More detailed information on this challenge is available on the web site <https://www.indemandhealth.eu/open-call-for-companies-paris-region/>

Challenge 3: e-consultations in the management of alcohol dependency (e-Prevent)

There is a gap in the monitoring for patients after hospital or outpatient withdrawal, especially when the patient finds himself in his "consumption" environment, but also a lack of contact with his referring addictologist. If the patient is struggling to manage the craving, or if he is drinking, or if he is distressed... He can only go to the emergency room or contact his attending physician, as emergency consultations in addictology are rare (especially in the evenings and on holidays). The management of an alcohol-dependent patient who has been weaned requires close contact, on demand, to prevent frequent relapses, especially in the first 3 months of consumption.

All hospital addiction units could benefit from a platform for e-consultations, accessible to alcohol-dependent patients monitored in the Liaison and Addiction Treatment Teams Unit and to their addictologist physicians, compatible with the telemedicine charter validated by the Order of Physicians.

More detailed information on this challenge is available on the web site <https://www.indemandhealth.eu/open-call-for-companies-paris-region/>

It is also necessary to address the scope of these challenges at two levels:

- **Technical** – [Technology Readiness Level \(TRL\)](#) 7 is required. We are looking to support solutions that have the potential to scale-up in the international market. As critical, the solution must fit with end-user needs and not vice versa.
- **Business model** – Your business model should show how you plan to scale-up your solution to ensure market readiness in your key market(s) and the maturity and the management capacity of the team to achieve this. These markets might include health care providers at one or several of primary, secondary and tertiary levels domestically and/or internationally. To help you achieve this, selected SMEs will be offered a customized service package by inDemand.

2.2 Who can apply? Application requirements

The following eligibility criteria must be complied to, to get through to the evaluation process:

- Applicants must be headquartered in eligible countries legally established as a business and based in an EU member state (Austria, Belgium, Bulgaria, Croatia, Cyprus, Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Ireland, Italy, Latvia, Lithuania, Luxembourg, Malta, Netherlands, Poland, Portugal, Romania, Slovakia, Spain, Sweden and United Kingdom) or H2020 associated country (Iceland, Norway, Albania, Bosnia and Herzegovina, the former Yugoslav Republic of Macedonia, Montenegro, Serbia, Turkey, Israel, Moldova, Switzerland, Faroe Islands, Ukraine, Tunisia, Georgia and Armenia).
- The legal status of the Applicant must be an Small and Medium Enterprise compliant with the [EU definition of SMEs](#). Consortiums are not allowed to apply
- The proposed project must address one of the specific Call challenges, using an e-health solution with a minimum [Technology Readiness Level \(TRL\)](#) of 7.
- Applicants must be legal entities in a situation to receive public funding (Commission Regulation (EU) [No 651/2014 of 17 June 2014](#) declaring certain categories of aid compatible with the internal market in application of Articles 107 and 108 of the Treaty).
- Absence of double public funding. The very same project activities cannot receive other public funds.
- All elements of the Application must be submitted in English and must be completed by containing all requested elements specified in the Guide for Applicants. The uncomplete proposals will not be taken into consideration.
- sub-granted SMEs from inDemand 3rd Call will not be allowed to apply to the next inDemand Call launched by Paris Region in 2019.

2.3 How to apply? Application process

The main steps to apply are as follows:

1. Check compliance with eligibility criteria for participating in the inDemand Open Call provided in this document (see section 3.2).
2. Prepare the application. All SMEs interested in participating in the Call submit their application should use application form & templates available on the web site www.indemandhealth.eu. **Applications must be fulfilled in English.**
3. All SMEs interested in participating in the Call submit their application via the Questionnaire accessible at www.indemandhealth.eu
4. Once your proposal is submitted and validated a confirmation email will be sent to acknowledge the application submission.

Applications will consist of the following items:

- The Proposal must follow the template of the **Application Form** provided for this purpose, that includes the following content:
 - General Information (administrative information, proposal name, addressed challenge, project summary)
 - Section 1 (maximum 3 pages): Your solution (solution description, fit with inDemand Challenge, Technological excellence)
 - Section 2 (maximum 2 pages): Expected impact (objectives and success indicator targets)
 - Section 3 (maximum 3 pages): Workplan (planning of activities, budget breakdown, co-creation expectations)
 - Section 4 (maximum 2 pages): Team experience
 - Section 5 (maximum 2 pages): Business sustainability (market description and commercialization strategy, commercialization potential, business commitment)
 - Ethical issues

- **Declaration of honour duly signed.** The beneficiaries must certify that all information provided is correct. They must also be completely committed to participate in the project that they are submitting and comply with the eligibility criteria. The declaration of honour states also that this very same project proposal does not receive funds elsewhere.

2.4 Evaluation process

The selection and evaluation process initiates after the application submission and consists of the Eligibility Check done by inDemand Consortium members and the qualitative Evaluation performed by a Selection Committee for the eligible proposals.

The Call evaluation process is structured as follows:

1. **Eligibility Check.** The Funder will check all the eligibility criteria to determine the list of eligible proposals to be sent to the Selection Committee.
2. **Evaluation of written proposals.** A Selection Committee will evaluate all eligible proposals. Members of a Selection Committee will evaluate and mark each of the submitted written proposals by filling the Evaluation Template. They are not allowed to contact the applicants at this stage of the evaluation.
3. **Oral presentations.** The two best evaluated applications per challenge will be selected for oral presentations. Each oral presentation will be evaluated by the Selection Committee, using the same evaluation template as the one used for written proposals.
4. **Final results.** The inDemand team will undertake all possible efforts to publish the final results by the **6 July 2018**. A list of beneficiary SMEs per Challenges will be published on inDemand website.

Each eligible proposal will be evaluated by a Selection Committee. Evaluators will score and rank each proposal according to a grid consisting of a quantitative score for each evaluation criteria.

- Solution Excellence: Fit with inDemand particular challenge
- Potential Impact
- Workplan viability
- Team experience
- Business sustainability

The two best evaluated applications per challenge will be selected for **oral presentations**. All oral presentations will be done on **3 July 2018** between 9 AM and 6 PM (Brussels Time) and the exact time of each oral presentation will be communicated to the selected SMEs on the **evening of 29 June 2018** (just after the selection committee meeting).

One or several project participants of each selected SME will deliver an oral presentation at the Funder Office or using a video conferencing service. In any case, the process will be strictly identical for guarantee an equal treatment whether these presentations are done remotely or not: 15 minutes for a presentation of the project followed by 15 minutes of questions/answers.

The selected SMEs that won't be able to deliver an oral presentation on 3 July 2018 at the time given by the Selection Committee, will be automatically excluded from the award procedure.

In order to evaluate more accurately the ability of the project team to speak French (which is essential for the co-creation phase), the only language used as a spoken language during these presentations will be French. Nevertheless, if a project team wants to share slides for its presentation, the slides could be either in French or English.

The SME that has done the best oral presentation for a specific challenge will be proposed for funding..

2.5 Selected teams: Administrative duties

For each Challenge, SMEs ranked in the first position after the oral presentation evaluation will become inDemand Solvers, as considered Beneficiaries of the grant. The administrative tasks for the Solvers, including activity reporting obligations and related documents will be provided during the negotiation and contracting phase.

Selected Solvers will be requested to sign a Sub-Grant Agreement. The main objective of the Sub-Grant Agreement preparation is to validate financial and technical operational capacity from the SMEs teams, and to establish some minimum ground rules for receiving support from the inDemand project.

The Beneficiary Solver is obliged to provide to the Funder one signed sub-grant agreement within 15-calendar days after receiving it. The Solver is to also provide to the Funder the following documents by mail to indemandcall@indemandhealth.eu

- **Legal existence:** Deed or Articles of Association (corporate statutes)
- **Legal representative:** Copy of Power of attorney document (if applicable), National Identity Card
- **Tax Agency Documentation** to evidence the fulfilment of tax obligations
- **Certificate of up-to-date Social Security payments** to evidence the fulfilment of obligations
- **Financial statements:** P&L, Balance sheets (from previous year). In the case that it is the first year of activity, it will not be asked any further information
- **Bank Account information:** IBAN & SWIFT code (if applicable)
- **Additional documents to prove that the company is a SME** compliant with the [EU definition of SMEs](#)

For the Sub-Grant Agreement preparation, all documents (section 3.5.1) need to be submitted in a language that can be processed by the consortium, otherwise, some translations may be requested. Languages that can be processed: English, French, Spanish, Finish)

Contracts with the Sub-Grantees will be managed by inDemand funder. The administrative tasks for the Sub-Grantee, including activity reporting obligations and related documents will be provided during the negotiation and contracting phase.

2.6 Calendar

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| ● Launch the call | 8 March 2018 |
| ● Deadline for applications | 8 June 2018 (17.00 Brussels time) |
| ● Notifications sent to selected SMEs for oral presentations | 29 June 2018 (evening) |
| ● Oral presentations (mandatory for selected SMEs) | 3 July 2018 |
| ● Communication of the results of the call (evaluation report) | 6 July 2018 |
| ● First Kick off meeting with the 3 beneficiary SMEs | 10 July 2018 (afternoon) |
| ● Second Kick off meeting with SME / intrapreneur Team | between 11 July and 20 July 2018 |
| ● Sub-grant agreement signatures (at the latest) | 20 July 2018 |
| ● Co-creation phase (Implementation of pilots) | from 3 September 2018 to 3 April 2019 |

2.7 Funding Scheme

Eligible costs for this InDemand Call will only be:

- personnel costs: researchers, technicians and other supporting staff to the extent employed on the Project
- indirect costs which are overheads and other operating expenses, including travel costs, costs of materials, supplies and similar products, incurred directly as a result of the Project (flat rate of 25% of the total eligible personnel costs. These indirect costs don't need to be justified)

The maximum grant for this InDemand third call is **60% of all eligible costs with a maximum amount of 30.000 € per beneficiary-challenge.**

Grants are fully funded by European Union's Horizon 2020 Research and Innovation Programme - grant agreement No. 763735. It is not possible to accumulate this grant with any other public aid.

First payment: Once the signature of the Sub-Grant Agreement is completed and the Funder has sent one copy back to the Solver, an advanced payment of the 30% of the grant will be bank transferred from the Funder to the Solver. Such an advanced financial support will incentive Solvers to technically interact with Challengers within the co-creation phase.

Second payment: The second and final payment will be made after deliverance of the final report and subject to the inDM validation after Co-creation.

2.8 Language, results and deliverables

Applicants must clearly indicate in their proposal, the expected achievements from participation in the inDemand co-creation Programme. This information will be discussed and validated during the Sub-Grant negotiation, and used during the final reviews, to receive the distributed payments.

Cost reporting on personal costs will be necessary and template will be provided. It will also be compulsory to deliver final project report on project achievements, as described in the Sub-grant agreement, to receive subsequent payments.

Although the working language will be the French, any deliverables needed for reporting purpose shall be in English. Any other internal documents and emails to be shared with the professionals from the challenger should be in French.

2.9 Monitoring teams: Co-creation and Business Support Services

All awarded SMEs will be assigned an inDemand mentor (inDM) who will mentor and guide them through the whole co-creation and business support Programme. They will be discussing with the teams and making recommendations so to align the support with the specific needs of a given team, helping to setup the best possible service package for each team to deliver its objectives.

The inDemand support combines a threefold approach:

- **The grant:** 30.000€ maximum
- **inDemand co creation services.** The Solver interacts with the challenger, more specifically, with the intrapreneur team who proposed the challenge, and the Challenger technological department to co-create the solution further. If considered as needed, the challenger identifies the people as key users who are going to participate closely in co-creation with the company.
- **Business Support services provided by Consortium:** Assigned inDM will mentor and guide is considered as part of the Consortium Services. A non-exhaustive summary of these services will include:
 - Coach by experienced and qualified coaches;
 - Validation with experts of the Business Plan;
 - Support in the definition of a market development strategy and business scaling for target markets;
 - Targeted support to access private capital market;