inDemand: Demand driven co-creation for public entities

FOURTH INDEMAND Open Call (Summary)

CONTENT

The open call contains all the 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 first 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 40,000€.

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. FOURTH inDemand OPEN CALL

The fourth inDemand Open Call will remain open from the 16th January 2019 until 16th April 2019.

inDemand first 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 4 Challenges proposed for this specific Open Call, which can be found in section 2.1, later in this document.

By applying to the 1st inDemand Open Call, applicant SMEs will compete to get engaged in the 1st inDemand co-creation Programme in Murcia, where up to 4 projects will obtain a grant up to 40.000 € (per project)

The inDemand partners in Oulu Region are:

- Challenger: Northern Ostrobothnia Hospital District
- Funder: Council of Oulu Region
- Supporter: BusinessOulu

2.1 The challenges to tackle

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

Challenge 1: Intelligent Screening – Using smart application in patient screening for MRI-scans

The need for magnetic imaging is constantly on the rise. 20 542 MRI studies were conducted in Oulu University Hospital in 2017 and the amount has been increasing at an even annual growth rate of 10 percent. Around 17 000 studies were conducted in

2014. The same trend is also occurring elsewhere in Finland and internationally. The risk information of every incoming patient must be reviewed manually from medical records by practical nurses from the imaging unit. The review includes checking if the patient has foreign bodies that are incompatible with magnets, e.g. implants or stents. Foreign bodies are classified in the MRI-Conditional guide, which describes if and with which device it is possible to image the patient. A high-quality, comprehensive survey of risk information improves patient safety.

Currently, the screening of risk information consumes a significant amount of human resources, so that MRI studies can be conducted safely. For example, the medical records in patient record systems are being screened by staff members. Risk assessment includes checking the information systems of several hospitals for possible medical or other foreign bodies and the makes and models of medical foreign bodies. Sometimes records are searched for from the medical records of other hospitals. The patients themselves can also report possible foreign bodies.

The process involves the manual reviewing of patient records and reading narrative texts. X-ray reports are also read in cases where the patient has had a previous MRI study.

If the risk screening is conducted by a smart application, less human resources are required. Possible implants will show up in the record system and the smart application will analyse the make and model of the patient's implant against an international MRI-Conditional list. The information provided by the application will help recognize if an MRI study can be conducted on the patient, and what is the appropriate magnetic imaging device to use.

Challenge 2: Respiratory Rate Monitor – Machine vision in respiratory rate monitoring

A quick and reliable method of measurement and monitoring of an unmonitored patient's respiratory rate would be particularly useful in a busy hospital emergency room environment. With this new solution, it would be possible to detect and take care of situations such as a sudden crash in a patient's condition or an incrementally decreasing condition of a patient in follow-up. A real-time monitoring of respiratory rate would enable the detection of patients with a risk of deterioration in the waiting area and the urgency of care assessment in the so-called triage area. An instrument, which enables the measurement of the respiratory rate of unmonitored patients would ease and quicken the treatment and urgency of care assessments of patients and increase the safety of patients in queue. A respiratory rate measuring instrument for unmonitored patients would also have numerous other applications in emergency room environments and emergency care.

Challenge 3: Smart Pain Manager

There is a need to develop a Finnish language mobile application, which would enable the following actions: self-assessment of pain through different measures, a toolkit of drug-free pain treatment methods, psychoeducation (explaining the causes of pain alleviates the experience of pain), a trigger function for the timing of medicine consumption, etc. There is also a need for enabling communication between the professional and the patient. A desired function for the application is strong electronic identification. (Optionally, the application could interact with the patient record system.)

The application is a modern part of the healthcare service system and does not replace relationships between healthcare professionals and patients. Using the application is not an obligation for patients, for example in cases where the patient lacks resources for self-assessment.

Challenge 4: Orientation game for healthcare professionals and students

The interactive orientation game could motivate students to actively familiarise themselves with hospital operations, and thus conserve human resources.

The orientation game will feature the contents of the general information sessions. The information content will proceed according to the structures of the hospital's responsibility areas and departments. The game will also contain e.g. a data protection and security exam, pharmacy calculation exercises, a video introduction to the patient record system, an alphabet for documentation, information about collegialism, basic hygiene rules for infection control, a video about hand washing, and a welcome video from the organisation. The application will also have an exam for students and reporting tools, e.g. a printing tool for printing results. Additionally, the game will include checkpoint tasks that must be completed in order to continue to the next section. The application should be available in Finnish and English.

Applicants need to engage one of these specific challenges to be an eligible candidate.

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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.
- 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 6.
- 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 2nd Call will not be allowed to apply to the 4th Call.

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

Applications will consist of the following items:

- The Proposal must follow the templates of the **Application Form** provided for this purpose. Max. 12 pages per project application including the following content:
  - General Information
  - Proposal name and acronym
  - Addressed challenge
  - Detail the idea and overall concept and describe the technology and tools expected to be used,
  - Define the expected impact at European and Global level.
  - Include a short work-plan setting timelines and milestones.
- **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**. A first review will be performed by the Funder, prior to send it to the Committee for evaluation who will check the eligibility criteria.

2. **Proposal evaluation.** A Selection Committee will evaluate all eligible proposals. Members of a Selection Committee will evaluate and mark each of the submitted proposals in its Region by filling the Evaluation Template. They are not allowed to contact the applicants at any stage of the evaluation.

3. **Proposal selection.** The inDemand team will undertake all possible efforts to complete the call evaluation process within a maximum time of one month. The consortium will undertake all possible efforts to publish the final results final ranking by the **29 April 2019.** A list of beneficiary SMEs per Challenges will be published in the project website as well as in the regional Official Bulletin.

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

Each Selection Committee will prepare a Territorial Evaluation Report for each Challenge, including a ranking list, a reserve ranking list and a rejected applications list, together with the reasons of rejection. The Chairman of each Committee will sign the territorial evaluation report. The applicant SME listed in the first position for each Challenge will be nominated as the beneficiary for such a Challenge.

A list of beneficiary SMEs per Challenges will be published in the project website as well as in the regional Official Bulletin. Furthermore, the Funder who will individually notify any applicant by email about the result of the evaluation

The maximum grant for this InDemand first call is 60% of all eligible costs with a maximum amount of 40.000 € per beneficiary-challenge.

3.5 Selected teams

For each Challenge, SMEs ranked in the first position will become inDemand Solvers, as considered Beneficiaries of the grant.

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.

3.6 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 (75% of the total costs claimed);
- overheads and other operating expenses, including travel costs, costs of materials, supplies and similar products, incurred directly as a result of the Project (25% of the total costs claimed).

The maximum grant for this InDemand first 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.

3.7 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 cost 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 FINISH** any Deliverables shall be in English. Any other internal report to be shared with the professionals from the challenger should be in local language.

3.8 Monitoring teams: Co-creation and Business Support Services

All the selected SMEs are entitled to start a co-creation activity and receive Innovation 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:** 40.000€ maximum
- **inDemand co creation services.** The planned steps for co-creation are following:
    1) **Co-creation kick-off.**
    2) **Co-creation framework definition.** After this exchange Solver shares an updated version of its initially proposed work plan.
    3) **Co-creation implementation.** The Solver interacts with the challenger.
    4) **Co-creation follow-up.** When a milestone is reached, a joint assessment takes place and corrective measure, if necessary, are put in place.
    5) **Co-creation reporting.** At the project deadline, the private company delivers the agreed deliverables to Supporter and Challenger.
- **Business Support services provided by Consortium.** Assigned inDM will mentor and guide is considered as part of the Consortium Services. The planned steps for business support are following:

1) **Business support.**
2) **Business support implementation.**
3) **Business support follow-up.** When a milestone is reached, a joint assessment takes place and corrective measure, if necessary, are put in place.
4) **Business support reporting.** At the project end, the SME delivers agreed deliverables to Supporter.

The mere fact of participating in this Open Call means that the participants knows and fully accepts the present rules.