More resource-saving and efficient: innovative partnerships in home care

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Welcome!

Session Agenda

- Welcome & Introduction
- Challenges within the ecosystem
- Pitch Presentations:
  - Pitch 1: Domo.health (Switzerland)
  - Pitch 2: FibriCheck (Belgium)
  - Pitch 3: CardMedic (United Kingdom)
  - Pitch 4: Verbatim (France)
- Closing Remarks

Welcome & Introduction

Who's moderating?

Tim Zebahl

TUTECH INNOVATION GmbH

Advisor Circularity and Innovation

Who's organizing?

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Welcome & Introduction

Let’s play by the rules: smooth sailing for our session!

- **Mute Policy:** Please remain muted unless speaking to avoid background noise.
- **Q&A Time:** After each pitch, there will be 1–2 minutes for questions. Please use the chat to ask questions.
- **Session Recording:** This session will be recorded.
- **Time management**: Pitchers, please keep track of your time. We will inform you if 5 minutes have passed.
- **Technical Issues:** If you encounter issues, use the chat to notify the host.

Introducing the ecosystem

Speaker
Sven Mensen, CEO

Mensen GmbH / Der Pflegedienst Lilienthal GmbH

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Challenges within the ecosystem

The system

Innovations

Economics

Digitalisation and Mobility

Further solutions

Systemic Problems

"*The* German Social Code XI is not suitable for professional care. Structural changes are *necessary.*"

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Obstacles to innovation

“There is a lack of refinancing for modern concepts such as New Work, integration of career changers and specialized instructor positions.”

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Economic challenges

"Increasing minimum wage

vs.

stagnating remuneration rates and the arbitration board process in Lower *Saxony"*

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Digitalization & mobility

"Nursing staff has to work in face-to-face jobs. What incentives could be created for them?"

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Further solutions

"*There is a need* for far-reaching reform, more freedom for innovation and practical changes."

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Book a meeting with: Mensen GmbH

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Geschäftsführer
Mensen GmbH
info@mensengmbh.de

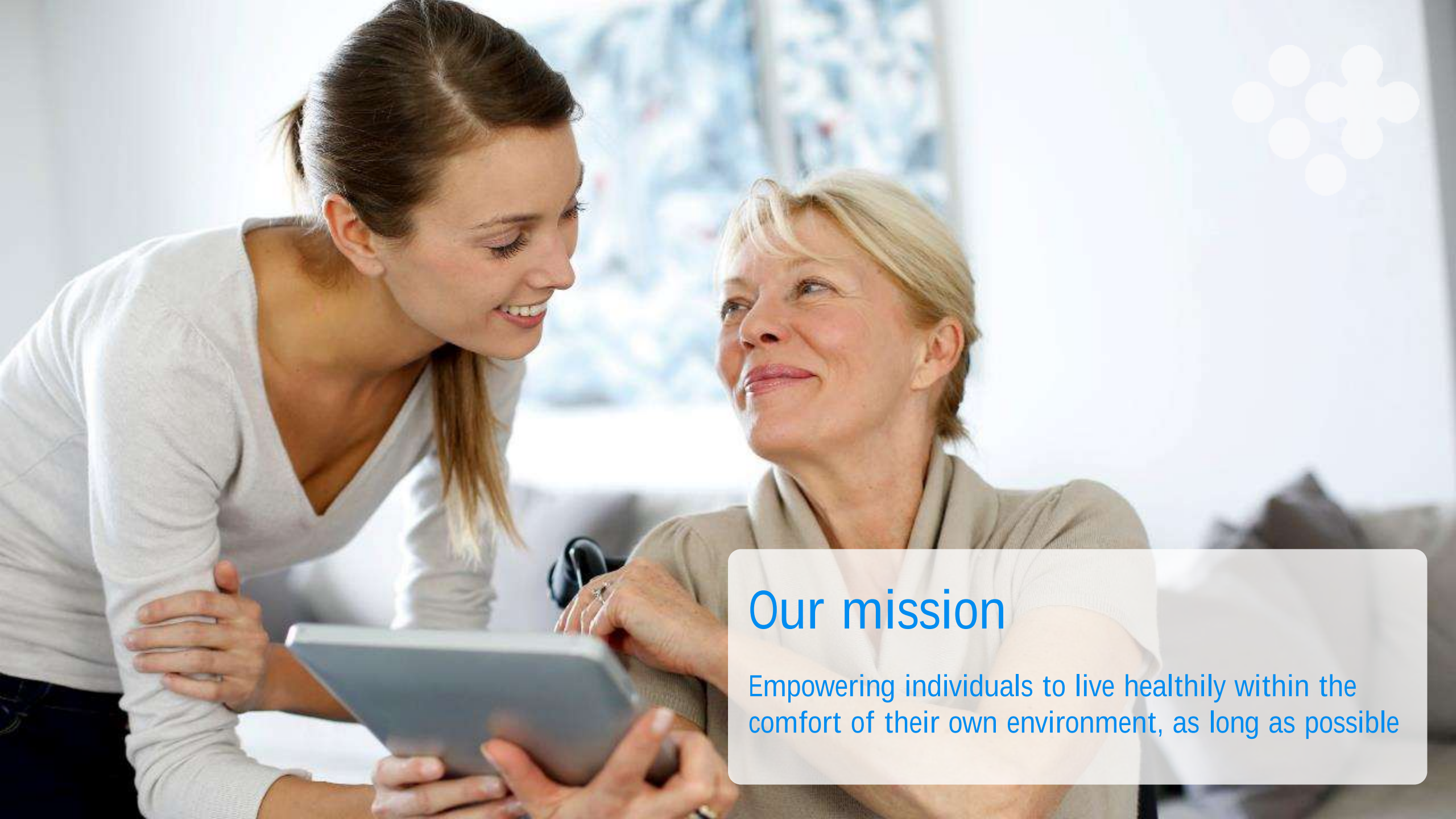
een.ec.europa.eu

AI-Powered digital health platform

domo.health

Guillaume DuPasquier
CEO

SustainableSolutionsMatch

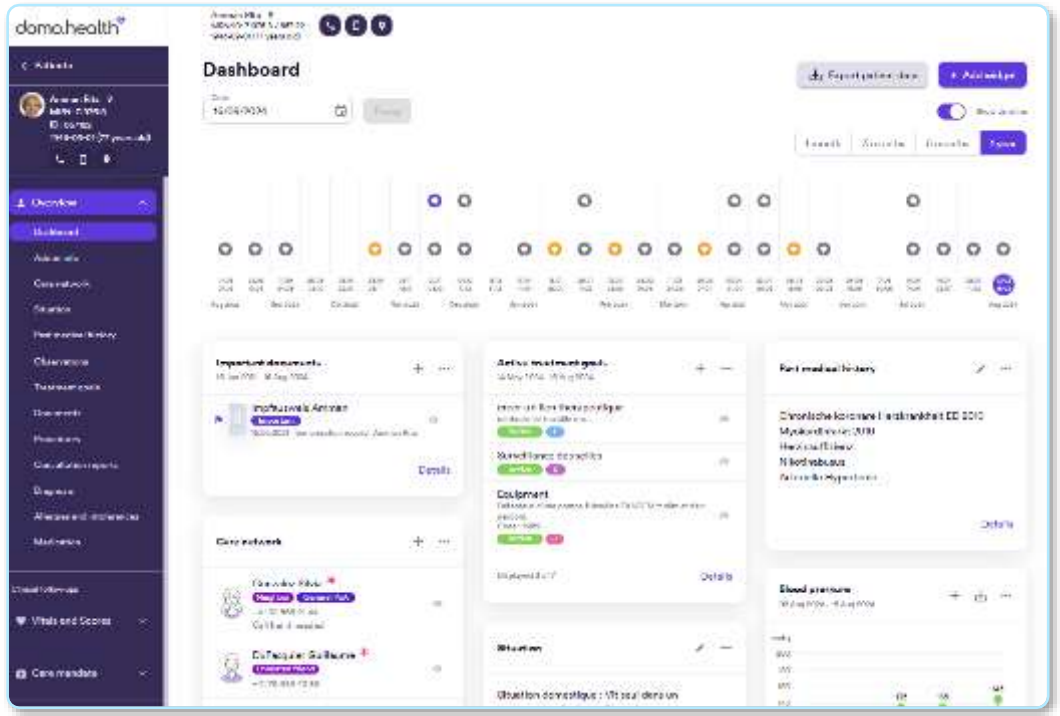


Our mission

Empowering individuals to live healthily within the comfort of their own environment, as long as possible

Our platform is composed of three interfaces

Cloud dashboard for healthcare professionals



Mobile app for home care professionals

Mobile apps for patients

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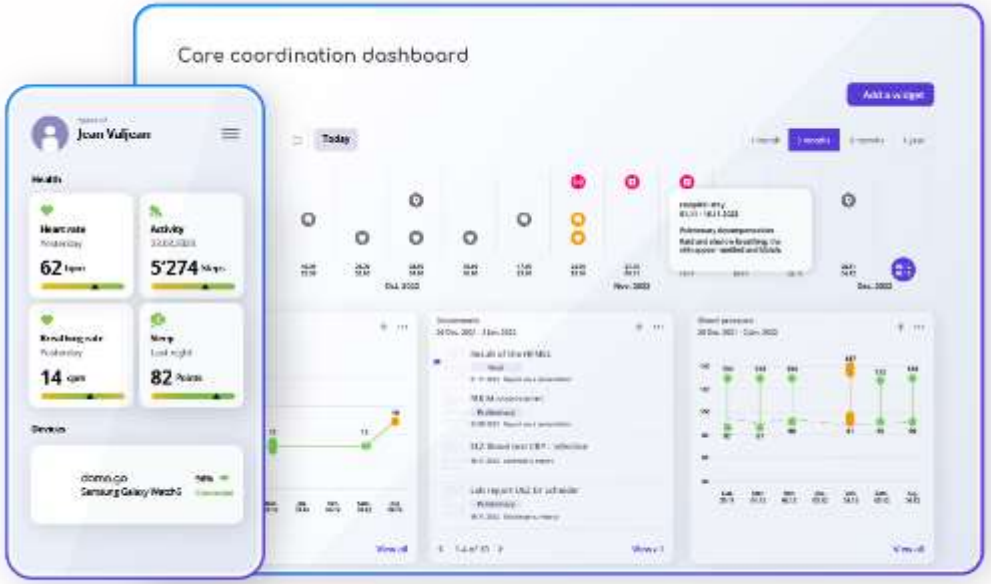
Benefiting all stakeholders around the patient

Patient

Visualize health performances and interact with healthcare professionals



Health and Care providers

Care quality and efficiency

Coordination & Safety

Holistic view of patients' data
24/7 management of emergency situations

Clinical Research

Real World Evidence (RWE)

Family

Peace of mind
Get informed in live during emergency situation

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Your end-to-end digital health platform

domo.health

Prevention

domo.health app
patient app
Health data visualization / alert system 24/7

Diagnosis

domo.health PRO
platform
Integrated care / medication plan

Treatment

domo.health PRO app
Patient management / remote coordination

Monitoring

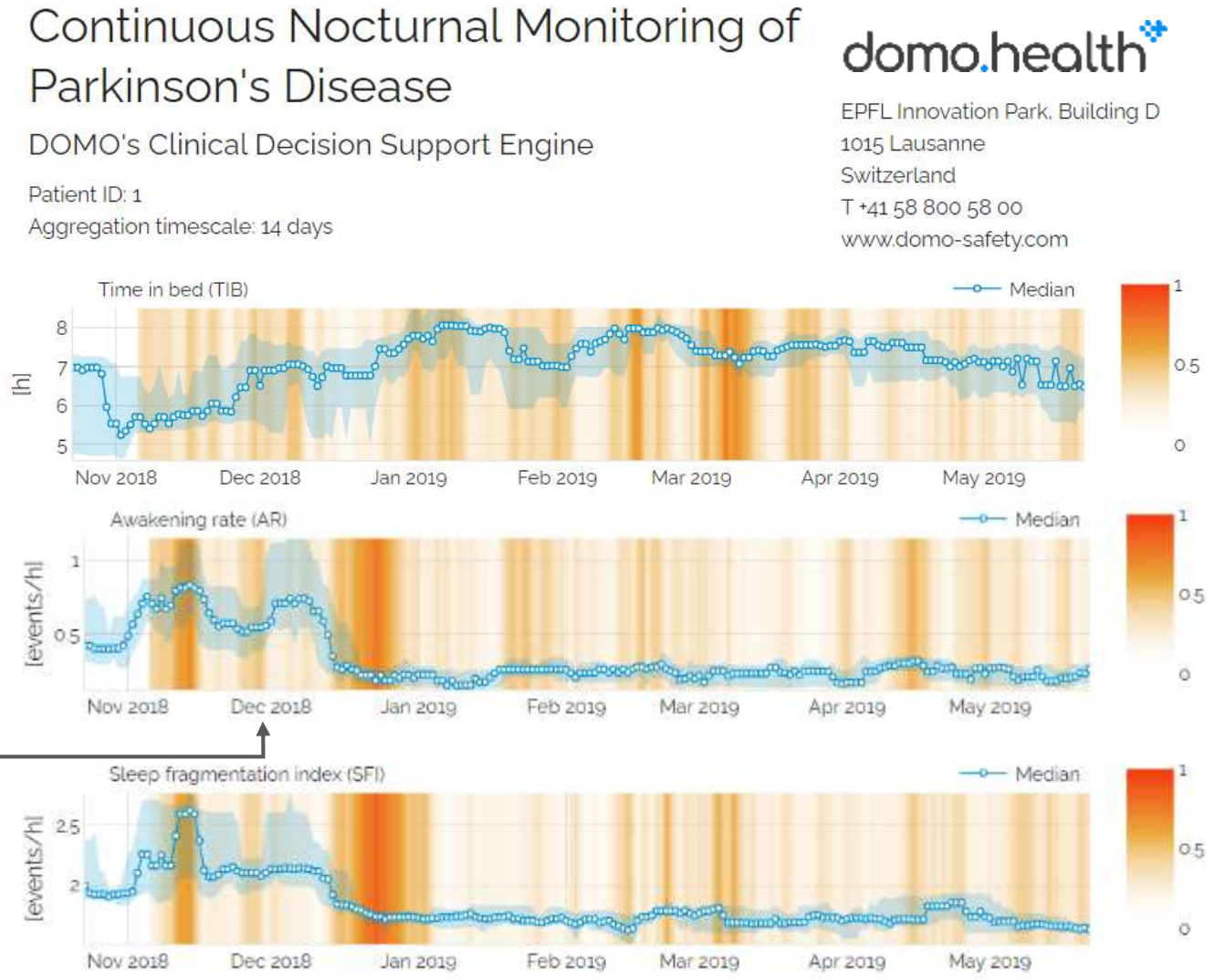
domo.health app
patient app
Medication plan / feedback in real-time

USP: Building digital biomarkers with generative AI

Dr. Julien Bally
Movement disorder specialist

Prof. Philipp Ryvlin
Head of the Dept. of Clinical Neurosciences

Madopar® Roche
Increase dosage 250mg
Outcome: better sleep & qualify of life
Physicians sees direct impact in real life



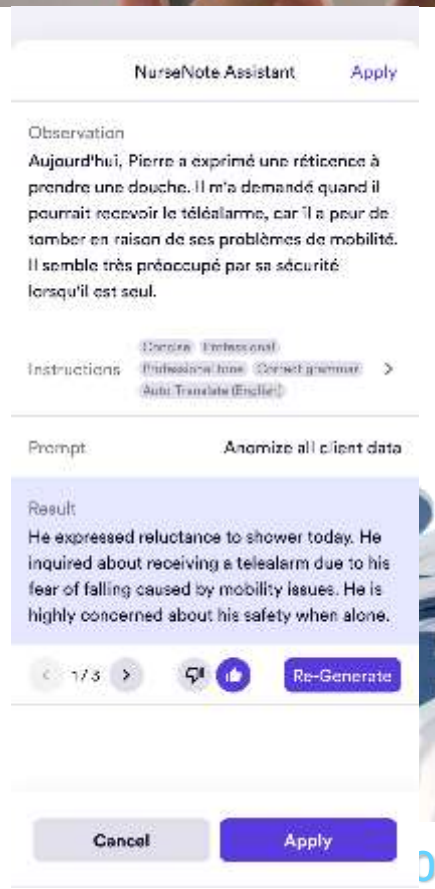
Integrated LLM to collect clinical observations and make the admin work more efficient

Speech to text

Put Bactrim from Friday, after I check temperature 37.5. Did not take blood from that time. I stop it, because nausea heeuu during day.

After gen AI

I started Bactrim on Friday after checking a temperature of 37.5°C. No blood samples were taken since then. I stopped it because of nausea experienced during the day.



Microsoft for AI Tech Accelerator

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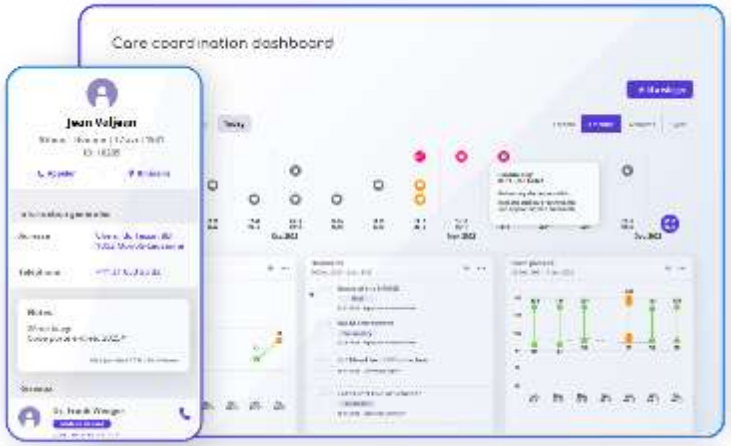
Our customers

domo.health PRO



Recurring licenses based on number of users

Customers

Home Care

Hospital

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Customers and partners

Customers in the healthcare business

Health care platform connecting patients and healthcare ecosystems

MUTUALITÉ FRANÇAISE
MEDI SERVICE
Votre pharmacie spécialisée
SOINS ET SANTÉ
Croix-Rouge suisse
Schweizerisches Rotes Kreuz
Croce Rossa Svizzera
Pflegehilfe Schweiz
Pflegehilfe Schweiz
AsFam
FÜR PFLEGENDE ANGEHÖRIGE
sak
CHUV
Réseau OMERIS
VIVITAS
medicall
FONDATION FOYER-HANDICAP
INSELSPITAL
Spitalzentrum Centre hospitalier Biel-Bienne
prox soins
NHC
HOSPITAL @HOME
SWISSCARE
HIRSLANDEN
DOMI SOINS
medicall
Qualis Vita
PEDIADOM
MediCasa
CESAD

Partners and customers in the industry

Digital health solutions collecting Real World Evidences

Nestlé HealthScience
Roche
Microsoft Azure
SAMSUNG
EMFIT
OMRON
HCI solutions

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FibriCheck®

Transforming cardiac care
Qompium

Bieke Van Gorp, Strategy & Partnerships

Say “Hi” to FibriCheck: unlocking regulated heart health on everyday devices

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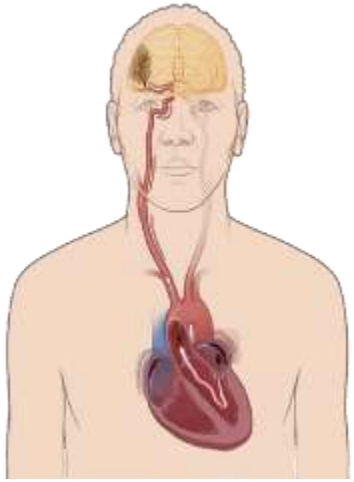
Cardiovascular diseases - Huge growing market under pressure

Market under pressure
Estimated 25% of adults worldwide have some form of cardiovascular diseases

Rising prevalence of AF
1 in 3 lifetime risk for developing AF (for 45+)

Strong link between AF and strokes
5 fold, making it a key driver of recurrent strokes and long-term disability



Undiagnosed AF is silent killer
AF often goes unnoticed, especially in patients recovering from critical illness like stroke or cancer

Palpitations as main symptom
Not everyone experiences them. If experienced, they can be innocent as well

AF in critical Illness patients
e.g. Patients with cancer (certainly those undergoing chemo or immunotherapy) have higher incidence

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Limitations of current medical technologies

Limited to a spotcheck in the doctor's office

Limited in monitoring time

Lacking basic user friendliness

Expensive, often due to specific hardware

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Trusted, proven and scalable with AI at its core

Approved as medical device in Europe, Australia, Middle-East, Singapore and United States

5 patents (4 granted) and +75 peer-reviewed publications

Multi-arrhythmia detection capability, including Atrial Fibrillation (**99,5%**)

Largest annotated PPG dataset: + **20M annotated database** of over **1.200.000 users**

Device agnostic solution with compatibility over 17.500 smartphone models and wearables

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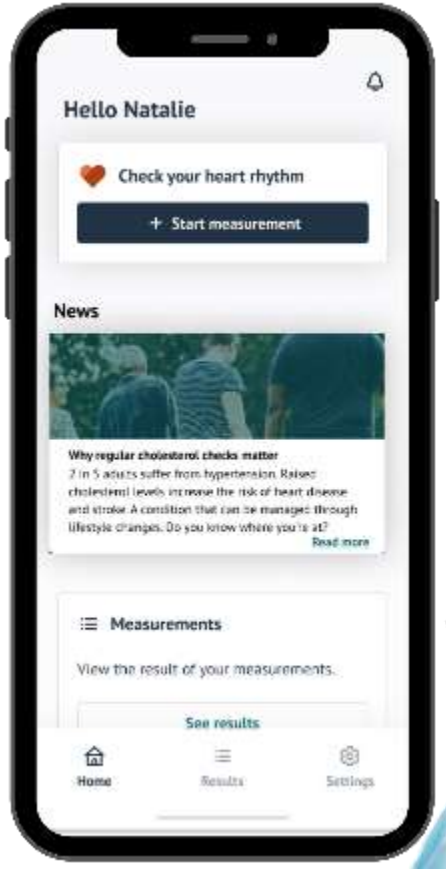
Our extended heart health offering

Heart Rate	Blood pressure logging
Heart Rhythm	Tailored education education
Arrhythmia detection	Comorbidity mapping
Arrhythmia classification	Stroke risk
Arrhythmia patterns	Symptom severity
Symptom logging	Questionnaires
Clinician reports	Extensive user engagement



MHRA CE Class IIa Clearance FDA 510k Clearance Australian Government Department of Health Therapeutic Goods Administration

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Covering the entire patient lifecycle

At risk

Guide unknown patients to the doctor or offer peace of mind

>85% reduction in unnecessary consultations

Symptomatic

Diagnosis

Aid doctors in finding problems they could not find before

5x increased detection yield

Treatment & follow up

Provide diagnosed patients with remote monitoring solutions

Upto 80% reduction in direct monitoring costs

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Fostering real-world impact together with

- Insurance companies (hospital, ambulatory, cash plans, reinsurance)
- Workplace wellbeing providers
- Remote patient monitoring platforms
- Hospitals
- Wearable providers

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Bieke Van Gorp

Strategy & Partnerships

Take a photo to connect with me...

Or book a meeting with FibriCheck via Sustainable Solutions Match!

FibriCheck®

www.FibriCheck.com

/FibriCheck

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...or here to learn more about FibriCheck

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Up2Circ

CardMedic
Fluent in Healthcare

Dr Rachael Grimaldi
rachaelgrimaldi@cardmedic.com
Co-Founder & CEO
Anaesthetist at Great Ormond Street Hospital NHS FT

The healthcare language portal

Transforming access to language services.

TheAHSNNetwork NHS England
NHS Innovation Accelerator

NHS CLINICAL ENTREPRENEUR PROGRAMME

TMC TEXAS MEDICAL CENTER

inableSolutionsMatch

The Problem

30%

82%

69%

89%

- Significant health inequities
- Increased morbidity & mortality
- No cost-effective solutions

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The Solution

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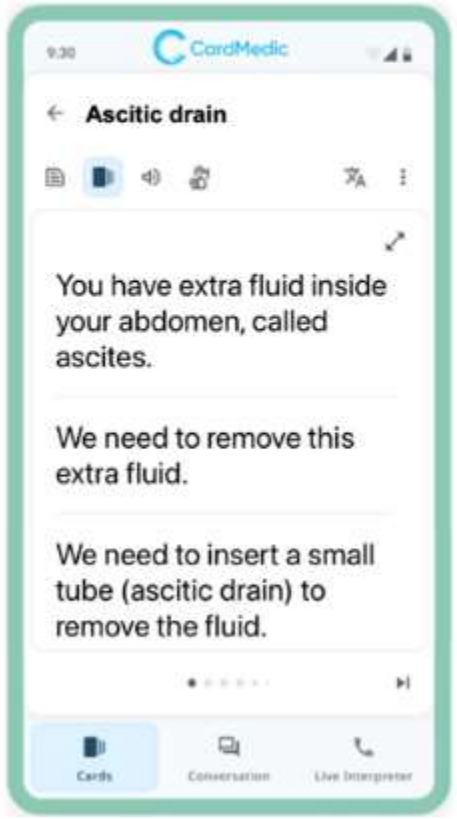
CardMedic, is ***the*** **1-click language services portal**. Clinically led and co-founded by an NHS Anaesthetic Doctor.

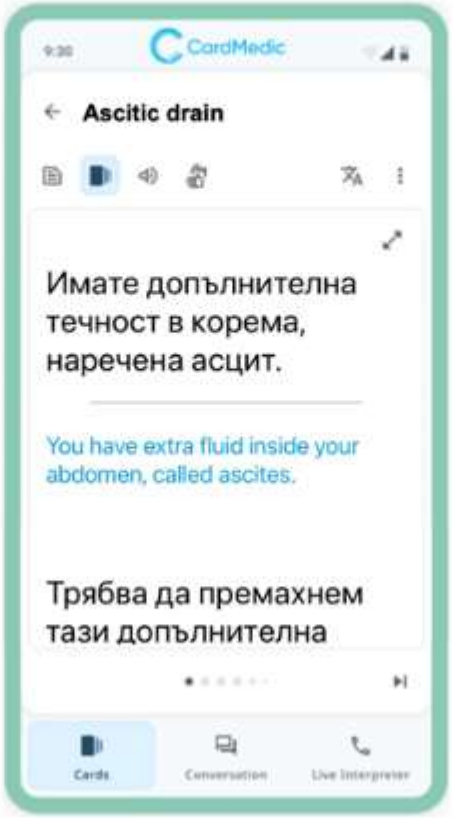
Available **on any device in any healthcare setting**, CardMedic seamlessly connects **all caregivers** and patients to essential language services at the point of need, all on one platform.

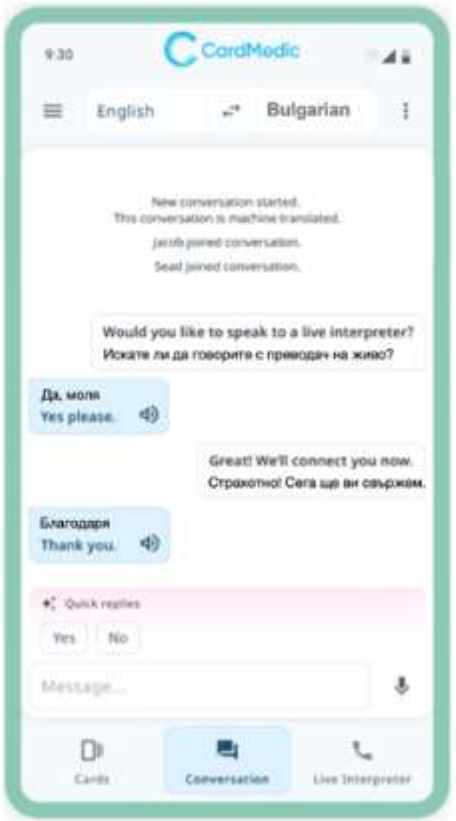
A **global solution to a global problem** – CardMedic supports **social sustainability** in remote environments, those significantly impacted by social determinants of health, and refugees/ asylum seekers.

CardMedic drives **environmental sustainability** with **increased virtual interpreter uptake, reducing carbon footprint.**

Connecting with an Interpreter







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Working With

25+ NHS hospitals & 2US hospitals

NHS The Christie NHS Foundation Trust
Mid and South Essex Integrated Care System
NHS Lewisham and Greenwich NHS Trust
CW+
Nor-Lea Hospital District
NHS University Hospitals Sussex NHS Foundation Trust
North West London Integrated Care System
NHS Southend University Hospital NHS Foundation Trust

Accelerators & Collaborations

MC MASSCHALLENGE
TMC TEXAS MEDICAL CENTER
SCALE
Ignite Health
NHS CLINICAL ENTREPRENEUR
TheAHSNNetwork NHS England NHS Innovation Accelerator
MSE Innovation
NHS Mid and South Essex NHS Foundation Trust

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Case Studies

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The Ask

- Connect with digital health providers working in the health inequalities and patient communication space
- Connect with healthcare settings (e.g. community, social, primary, secondary) interested in improving patient experience and safety, and streamlining language support services to increase sustainability and realise financial efficiencies

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CardMedic are committed to improving communication for those who are underserved, isolated and marginalized. I look forward to the work we are doing together to change care for such communities.

Benash Nazmeen, Midwife, Migrant, Educator, Specialist in Equality Diversity & Inclusion

Since using CardMedic, we can be reassured that we are communicating with patients effectively and sensitively, which is essential in cancer care.

Bethany Allen, Senior Oncology Nurse

NHS
The Christie
NHS Foundation Trust

Amazing innovation and a vital resource for our patients.

Prof Rob Galloway, Emergency Medicine Attending

NHS 75
University Hospitals Sussex
NHS Foundation Trust

CardMedic flashcards ease patient fears in all scenarios making it a game-changer in healthcare.

The BBC

BBC

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Book a meeting with: CardMedic

Dr Rachael Grimaldi

Co-Founder and CEO, CardMedic

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CardMedic
Fluent in Healthcare

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1. Old or young, everyone would prefer to live well and long at home (well-ageing primary prevention)

2. Dr CS / Terra Firma developed “Verbatim” (Ambient Assisted Living, Innov’Up, Evidence-Based Medicine, …); but such service needs partners: strategic, financial, political expertise, … ones

3. EEN is the best to make Verbatim an European success!

4. “Verbatim= a web-platform / e-service for ageing-well at home

„Verbatim for improved caregiving“

Dr Christian Schoen
Medical director

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Well-ageing is not natural so Verbatim = primary prevention

- For users, what is “the” ageing-well solution?

- During AAL, French experience, …, DrCS developed Verbatim: an open web platform: with Evidence-based medicine (EBM) interactive solutions for aged-related, most-frequent and at-risk 1500+ events, situations, wording, and locations

- Verbatim is ready to be deployed if completed, disseminated, financially supported (Terra Firma = SME)

*Verbatim = adequate wording
**Primary prevention = when is the right time to start caring / to be cared to prevent increasingly disabling events, situations, location-related behaviour, …?
***”HeureuScope” = accept / reveal your status as (active) carer

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1) 6 thematics

2) i.e. location = in/out home

3) Home = room / furnitures, …

Sources / EBM partenaire

4) Quiz (current: 1500+) = 1 quiz = 4 QCM / 4 solutions (Ie. = falling risk vs medical bed)

5) Solution / 1 QCM and « To learn more »

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Verbatim (www.verbatimaidants.com) is

- An online, open, Evidence-based medicine**, … web service by and for everyone concerned by long-term well-ageing at home**

- A "simple" Web platform but with Evidence-based medicine content, adequate structure, semantic support, networking process, link to "learn more", …

- With an expected subscription for personalization = "use and/or add" contents for the community

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Differential value = primary prevention, real-life semantic, “tested and approved” (Europe/ France) = “immediate” positive and sustainable impact, for all (cared / caring and “supporters”)

- **Evidence-based medicine sources and processes = use and expected benefit confidence**

- **Primary prevention = preventing risks (no disease “cure”)**

- **Context (epidemiology) = increasing ageing population vs decreasing family carers**

- **Results of passed experience (Europe, France); 3-years experience (AAL project)**

- **“free” for users and beneficiaries**

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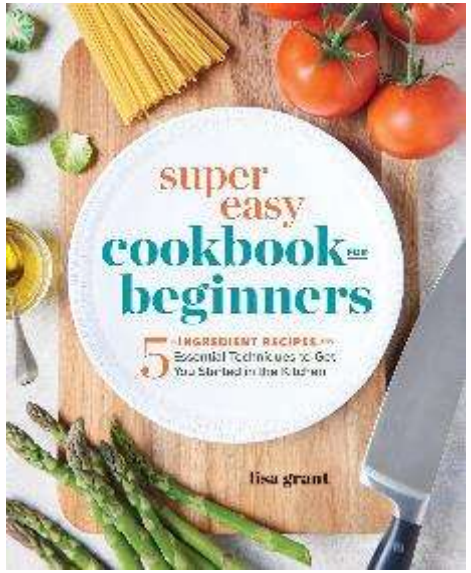
Market/Target audience

Worldwide and growing market with increasing users, beneficiaries, supporters, services' providers, payers, politics, … and growing market = active carers (and their employers / social supports)

An open web-service with Evidence-based medicine process = 100% potential users at 0 cost for them!

Other target audiences = disability, adolescents' carers, General Practitioners (as health supporters and / or carers)

Co-lateral audience = "young" professional carers (lack of caring experience)



Partnering and cooperation needs / primary prevention (easy to read / understand / use / benefit of)

- Promoters and payers (public institutions and/or private employers because of well-ageing = political and social issues)

- Public supporters = EEN (expertise, networking, “go-between”)

- Sustainability = networking and active co-participation, and “immediate” “Return-on-beneficial use”

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Book a meeting with: Verbatim

Dr. Christian Schoen
Medical experts
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Christian.schoen@terrafirma.fr

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Closing Remarks

A big thank you to all pitchers and attendees!
We appreciate your participation today.

If you'd like to connect with any of the pitching companies, please use the matchmaking tool to **book a meeting**!

Need support? **Enterprise Europe Network is here to help!**

Reach out to your local Network partner:

https://een.ec.europa.eu/local-contact-points

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Thank you!

Name session lead
Role
Organisation
Email

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