

# SOLUTION MATCH

Dompé Pharma is looking for innovative digital health solutions to help people adopt healthier eating habits and live better lives.



**Dompé**

# Dompé Farmaceutici & Innovation



**SIDE BY SIDE  
FOR INNOVATION**

Innovation is part of Dompé Farmaceutici's DNA. The company is always looking for project partners sharing its vision for an ecosystem that leverages new ideas and collaborations to develop the therapeutic solutions of the future.

Dompé Farmaceutici is currently bringing together universities, independent researchers, spin-offs and start-ups to promote innovations in two key areas:

- **Ophthalmology**
- **Nutrition & Wellbeing**

With the SIDE BY SIDE FOR INNOVATION program and competition, Dompé Farmaceutici offers knowledge, assets and financial support to boost the co-creation process.

This current Call4Ideas aims to identify new molecules, new targets, but also **new technologies and digital health solutions.**

# THE NEED

Nutrition is the ultimate area where the 4P medicine (personalized, preventive, predictive and participatory) can transform healthcare and society. Committed to promoting a healthy culture of wellness, Dompé Farmaceutici wants to empower people to adopt healthier nutrition habits by supporting the development and adoption of innovative digital solutions. Dompé Farmaceutici is looking to partner with entrepreneurs and start-ups proposing an alternative to traditional nutrition approaches (consumption of food substitutes) and offering solutions to monitor people lifestyles and to engage them in long-term behaviour change.

## Why apply?

- Give your company a chance to integrate a **dynamic ecosystem** that will support you **from ideation to commercialization**
  - Selected initiatives will **receive up to 20 000 EUROS** to boost their development
- The report from this call published through the EU-funded eHealth Hub project will be widely disseminated to the market

# SOLUTION REQUIREMENTS

## **MUST-HAVE requirements:**

- Any nutrition solution featuring an innovative technology such as sensors, wearables, Artificial Intelligence (AI) or blockchain would fit the basic requirements.
- This call for applications is particularly aimed at projects from conception to early development stages (i.e. digital solutions with a technology readiness level or TRL < 6).

## **NICE-TO-HAVE requirements:**

- Provide clinically validated nutritional information and services.
- Propose solid engagement mechanisms to support long-term behaviour change.
- Offer personalized dietary advice taking into account personal customer profiles (age, sex, lifestyle, religion), personal food preferences, allergies and intolerances, and pre-existing conditions such as diabetes or Crohn's disease.
- Propose programs targeting healthy individuals as well as individuals with one or more health conditions.
- Be adaptable to various dietary environments and languages.

*No specific regulatory requirements are requested at this stage.*

## **The Ideal Candidate**

All start-ups presenting an innovative idea pertaining to the 2 research verticals (nutrition and ophthalmology) will be considered.

The ability of the start-ups to work with academic research groups or those belonging to public and private research centres is a plus.

## **Possible Business Relationships**

Dompé Farmaceutici is open to partnering with any start-up proposing digital solution for nutrition and wellbeing. The exact terms of the business relationships will depend on the selected projects, their stages of development and their own business models and objectives.

## **Desired outcomes:**

- Engaging people to live better lives
- Promoting general wellbeing and healthy ageing
- Preventing non-communicable diseases
- Exploring and defining new business models



# PROCESS AND TIMELINE



**CALL FOR APPLICATIONS OPENS**

**28th September 2018**



**CALL FOR APPLICATIONS CLOSES**

**31st October 2018**



**REVIEW OF APPLICATIONS BY DOMPE FARMACEUTICI**

**End of November 2018**



**FINAL FEEDBACK FROM DOMPE FARMACEUTICI  
AND SELECTION OF PROGRAMME PARTNERS**

**End of December 2018**

## THE INFORMATION YOU WILL NEED TO APPLY...



**APPLY NOW**

- ❖ Name of your organization
- ❖ Your main area(s) of activities
- ❖ Your specialization(s)
- ❖ Number of employees
- ❖ Headquarters' location
- ❖ Website URL (or LinkedIn profile)
- ❖ Project Title
- ❖ Brief solution description (max 650 words)
- ❖ Intellectual property overview
- ❖ Development stage of your solution
- ❖ Plans and options to further develop the solution
- ❖ How the 20 000 EUR grant would be used (2 pages)
- ❖ Link to a video presentation (optional)
- ❖ CVs of the team (up to 5)



European eHealth business support

## Your contact:

**Sylvie Donnasson**

Partner, [édito]Health

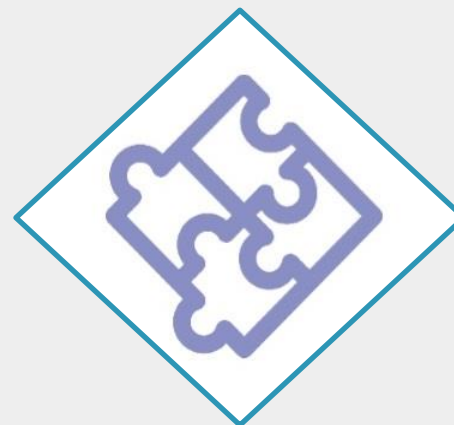
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BUSINESS MODELLING



ACCESS TO PRIVATE FINANCE



**COMMERCIALIZATION**



LEGAL & REGULATORY  
GUIDANCE

## About eHealth Hub:

*Boosting The EU Digital Health Ecosystem!*

eHealth Hub is an EU-funded project with the mission to provide long-term support to eHealth stakeholders and address key challenges facing European SMEs in that space.

## About Solution Match:

Solution Match is one of 5 services offered by eHealth Hub, which focuses on accelerating the commercialization of European digital health solutions.

Working closely with demand-side stakeholders, Solution Match supports care providers, pharma companies, insurance groups and large IT vendors with the scouting and filtering for fit of solutions responding to their very specific needs and requirements.



## About **Dompé Farmaceutici**

Dompé is an Italian bio-pharmaceutical company that focuses on innovation, where a long tradition in the field of personal wellness goes hand in hand with a commitment to research and development to meet hitherto unsatisfied therapeutic needs.

Established in 1940 in Milan, Dompé continues to have its headquarters in this city. In Italy, it also has offices in L'Aquila, with an industrial and biotech research hub, and in Naples, where the Company has an R&D division. Dompé also has branches in the United States (in Boston) and in Europe (in Barcelona, Berlin, Paris, Slough (UK) and Tirana).

Dompé is strongly committed to R&D investing every year 15 % of a turnover of around 250 million euro.

Dompé Primary Care operates through two distinct lines - ethical drugs and self-medication. Dompé, with its products offered at over 10,000 pharmacies in Italy, is engaged in the development and distribution of ethical drugs and self-medication, adjuvants, medical devices and cosmetics, and in the fields of vitamin and mineral supplements and personal hygiene. The therapeutic areas include cardiovascular, gastrointestinal, paediatrics, neurology, urology, ophthalmic, stomatology and respiratory.

The Biotech unit is a manifestation of Dompé commitment to meeting unsatisfied patient needs all around the world.

The company pursues this ambitious goal through its commitment to Research and Development in fields characterized by high therapeutic need, using an "open innovation" logic that finds Dompé collaborating with 200 international research centres of excellence in the search for therapeutic solutions to health needs that have yet to be resolved.

The Biotech Unit focuses specifically on the rare diseases field, such as ophthalmology, for instance, an area in which the company has developed and marketed the first ophthalmic product-based on rhNGF (the molecule discovered by Nobel Prize winner Rita Levi Montalcini) for patients suffering from neurotrophic keratitis.