

eHealth HUB Smart Guides

FIND YOUR WAY THROUGH THE EHEALTH MARKET

Solution Match Report

“Neonatal care solutions”



The eHealth Hub project has received funding from the European Union's Horizon 2020 Research and Innovation Programme under Grant Agreement No727683



Solution Match

START FROM YOUR NEED, ASK EUROPEAN SMEs FOR A SOLUTION





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“NEONATAL CARE SOLUTIONS”

SOLUTION MATCH REPORT



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1 About us

We are here to support European eHealth businesses

[eHealth HUB](#) - European eHealth business support is the new EU-funded initiative, cross-border and focused on the digital health vertical. eHealth HUB's goal is to provide high-quality business-oriented services tailored to the needs of European eHealth startups, SMEs and stakeholders. We use a demand-driven approach to promote new business and collaboration opportunities for SMEs and key ecosystem stakeholders including healthcare provider organizations, investors, insurers, pharma and med-tech.



info@ehealth-hub.eu

www.ehealth-hub.eu

From Business Modelling to Regulatory advice: exploit our services

eHealth HUB offers FREE services to support European eHealth SMEs, healthcare providers and ecosystem stakeholders on the following key areas:

Business modelling



Business model clinic *One-on-one Support*

The Business Model Clinic supports the best promising entrepreneurs and startups offering personalized coaching on business proposition, customers and go-to-market strategies.



Lean Startup Academy *Learn to be Lean*

The Lean Startup Academy provides eHealth SMEs with the opportunity to mature their business by systematically testing their ideas against the market.

Commercialization



Solution Match *Start form your need, ask European SMEs for a Solution*

Solution Match supports healthcare providers, insurers, pharma or medtech companies looking for a concrete digital health solution to be implemented in their organization.



eHealth Roadshow *Pitch your solution, Jump into European market*

eHealth Roadshow offers an opportunity for selected eHealth SMEs to expose their digital health solutions in front of a Committee of key stakeholders in the eHealth European market.

Access to private finance



Investment readiness training & pitch *Make eHealth SMEs ready to make their business*

eHealth Hub Investment Readiness prepares European early-stage startups and SMEs to approach and collaborate with investors.



eHealth Hub Platform *The place to be for eHealth SMEs and Investors*

The eHealth Hub Platform features SMEs, investors, healthcare organizations, legal and regulatory service providers. By registering, health stakeholders can get easily in touch with each other.

Legal issues & Regulatory and reimbursement guidance



Legal Support *A compass to navigate legal services through Europe*

eHealth Hub Legal Network offers good quality, affordable legal advice for eHealth SMEs as well as free workshops detailing current legal issues of eHealth SMEs interest.



Regulatory Guidance *Regulatory and Reimbursement Guidance for eHealth SMEs*

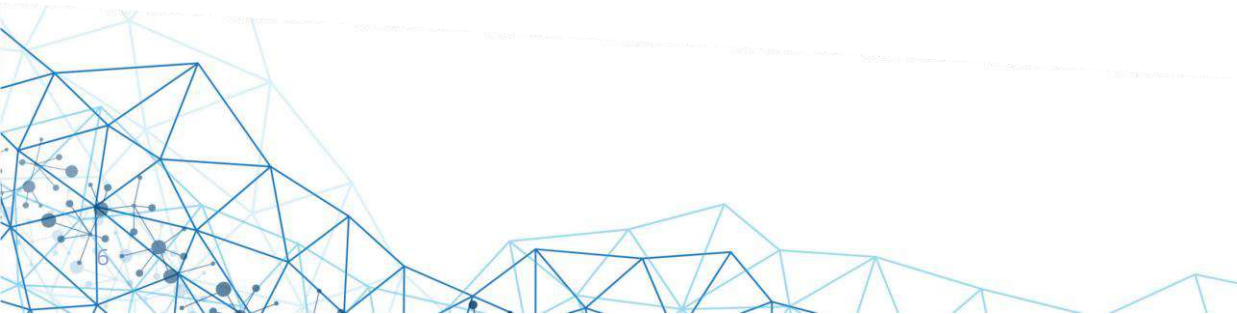
eHealth Hub Regulatory Network helps European eHealth SMEs to be compliant with regulatory requirements and develop reimbursement strategies across the European Union.

Let's find the best way to work together



Jorge González,
eHealth Hub coordinator
and eHealth Hub team

“At eHealth HUB, we believe that health organizations, public administrations, private companies, professionals, and patients all form a huge ecosystem: we cannot ‘grow’ without each other. That is why eHealth HUB works as a network of relevant stakeholders within the eHealth ecosystem to work together in order to boost eHealth in Europe. Therefore, if your business is in digital health, contact eHealth Hub. We’ll find the best way to work together”.



Solution Match

One of the services offered by eHealth Hub is called Solution Match. It specifically focuses on:

a

Engaging healthcare providers, insurers, pharma and Medtech companies looking for a concrete ehealth solution and ready to implement it.

eHealth Hub helps them clarify their requirements, research the offering and connect with the most relevant SME solutions on the market.

b

Accelerating commercialization by outsourcing for free the filtering for fit of relevant digital health solutions in a rapidly moving ecosystem.

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Why this report?

eHealth organized a Solution Match service for Chiesi. They were looking for SME partners and solutions to improve and innovate premature environment for better life and development. We did a public call for applications and received 19 answers. The following report displays the results of that call for applications, presenting in a synthetical way all the companies that applied and their main features.

Who is that report for?

▶ SME's looking at implementing one or more neonatal care solution(s)

▶ Companies specifically interested in a neonatal care solution

**Chiesi is looking for
SME partners to
revolutionize
neo-natal care.**

APPLY BEFORE: *18th April*





Companies



alchemypharmatech

devices that deliver



<http://alchemypharmatech.com>

FOUNDED 2012

COUNTRY United Kingdom

CONTACT Ian Harrison,
Chief Scientific Officer,
ian.harrison@alchemypharmatech.com

SPECIALIZATION

- Medical devices

[VIDEO](#)

Solution Description

Our clinical advisers recently brought to our attention to a potential neonatal need that saves many lives in preterm infants.

There is a medical consensus to use caffeine citrate to prevent and treat neonatal apnea. It is generally administered orally as an aqueous solution.

Caffeine Therapy in Preterm Infants, H Hadel-Hady et al, World J Clin Pediatric, 2015 Nov8 4(4) 81-93.

Dosing is titrated to gestational age.

Intranasal delivery has been shown to act as quickly as IV. TA Wolfe and DA Baude, Intranasal Medication Delivery for Children: a brief review and update, Paediatrics, September 2010 vol 126 (3)

Neonatologists and respiratory clinicians have advised us that oral solutions suffer a key disadvantage: unpleasant taste leading to medication being squeezed back out of the mouth. The consequence is that dosing cannot be relied upon to be swallowed or absorbed buccally.

● Main area of activities

- New drug delivery platform for neonatal apnea
- Nasal device development (combination products) and formulation

● Most important markets

Our intranasal dry powder formulation and devices can be used for:

- Pain control, particularly breakthrough pain in cancer (\$2bn)
- Chemotherapy-induced nausea and vomiting (\$1bn)
- Controlled reversal of sedation (\$267mn)
- Portfolio can include Parkinson's supplement
- Short acting anesthesia
- Narcolepsy
- Opioid reversal
- Locations: US, EU, Asia



<http://www.avanix.it/>

FOUNDED 2014

COUNTRY Italy

CONTACT Michele Maltese,
Co-Founder & CEO,
michele.maltese@avanix.it

SPECIALIZATION

- Wearable and Wireless electronic device

[VIDEO](#)

Solution Description

PaciBreath is an electronic pacifier that monitors the baby's respiratory rate and position through sensors.

● **Main area of activities**

- Baby-parents communications

● **Most important markets**

- Location: Italy



<http://www.bambi-medical.com/>

FOUNDED 2016

COUNTRY Netherlands

CONTACT Fabio Bambang Oetomo,
CEO,
fabio@bambi-medical.com

SPECIALIZATION

- Medical devices

Solution Description

The Bambi Belt Solution is a wireless neonatal vital sign monitoring system that measures temperature, respiration (diaphragmatic EMG) and ECG. The complete Bambi Belt Solution consists of a skin-friendly single use belt, a sensor module and a portable monitor. No more adhesive electrodes will support stress and pain reduction for the baby and no more wires will allow for easier handling of the baby by parents and medical staff and will allow for more optimal Kangaroo Mother Care.

● Main area of activities

- Baby-parents communications
- Reduction & prevention of skin damages
- Stress reduction
- Vital sign monitoring for preterm babies in NICUs.

● Most important markets

- Locations: Benelux, Germany and Scandinavia



<https://www.beibamboo.com/>

FOUNDED 2009

COUNTRY Finland

CONTACT Nina Ignatius
CEO,
nina@beibamboo.com

SPECIALIZATION

- NICU safe and pain-free thermo-regulating clothing

[VIDEO](#)

Solution Description

It is proven that parents' assistance in their own child's care in NICU is very efficient in aiding in a faster and safer recovery. Beibamboo® offers:

A) Award-winning Hospital-wear for preemies and newborns without the need to remove any IV-lines or tubes for dressing

Our "SmartDesign" can be fully opened, helping NICU-RNs and parents safely and dress a prematurely born infant while improving the therapeutic care given. This means a pain-free clothes-changing for the baby and a virtually zero risk for bacterial or viral transmission.

- Dressing can be done by one person alone; this means time-saved for the care staff too. Dressing is possible even if baby is in an incubator.
- Our bamboo/organic cotton clothes help regulate temperature, as bamboo works like silk; cooling down when it is hot and warm when it is cold.
- The clothing has fold-over socks and mitts that help protect babies from any possible self-harm to the skin or tampering cannulas.

B) Kangaroo Mother Care top (KMC) that works even with babies with tubes and wires

It is well known that giving KMC is extremely beneficial for both baby and parent, providing it is done without causing pain or stress to either party. KMC promotes breastfeeding and baby-parent bonding. The Beibamboo® KMC top is unique foremost because it takes into account possible numerous wires also to a baby's feet. Step-free size adjustability and fast undressing in case of emergency. Generous lapels offer breastfeeding in privacy.

SUMMARY of benefits

Beibamboo® innovations aid sick babies, their parents and nursing staff. The cumulative benefits can be seen on a national level, as all measures taken to avoid infection and to lower stress gives babies a better chance to grow up and thrive without long-term disabilities.

- Stress reduction (parent and baby) increases parental interaction; dressing and/or giving KMC, increasing the baby-parent bonding.
- Hygienic high-temperature wash, essential in a NICU environment, especially as preemies lack any kind of immune system.
- Our designs require no user manual. This means parents can participate in NICU "integrated family care" programs to care for their baby.
- The fabric is ecologically-friendly soft, suitable for a preemies paper-thin skin.
- Help in infection control.
- Reduction & prevention of skin damages. Our clothing has very few seams with no scratchy labels on the inside.
- Baby-parent bonding and increased breastfeeding due to easier and longer lasting KMC.
- Ease of workload for nursing staff.

● Main area of activities

- We design non-invasive apparel that alleviates parents stress, allowing pain-free basic care and makes parenting possible in NICU.

● Most important markets

- Our most interesting geographical markets are the USA and China due to population size. To date, Finland and its neighboring Scandinavian countries have provided the biggest revenue.



<http://www.dofren.com>

FOUNDED 1996

COUNTRY Italy

CONTACT Emiliano Lepore,

R&D Director,

emiliano.lepore@dofren.com

SPECIALIZATION

- Medical devices
- Voice recognition
- Softwares

Solution Description

The innovative JUMPAIR system offers a complete anti-decubitus system, using the bed frame and the mattress and including the anti-decubitus massage. The anti-decubitus massage has a double action: it decreases the pressure on the areas at risk and improves the blood supply, useful both to reparative processes and to prevention, without causing an increase of body temperature (harmful for Decubitus Ulcers – DeU). Furthermore JUMPAIR introduces the innovative presence of air between the patient and the mattress with a multi-parametric bio-markers approach, together with the high accuracy of medical equipment.

● **Main area of activities**

- Next generation of incubator
- Reduction & prevention of skin damages
- Dofren, a pioneer in the field of guided relaxation, under the supervision of physiotherapists and experts, developed a convenient and effective solution to get rid of stress in few minutes, releasing muscle tension and restoring elasticity to the spine thanks to the revolutionary system "Kinetic Onde di Benessere", which is patented by Dofren. The "Kinetic Onde di Benessere" massage gives benefits at muscular, skeletal, circulatory and mental level and is integrated in all Dofren's products, that range from furniture field to medical field, passing through wellness and sport field.

● **Most important markets**

- Health
- Wellness
- Furniture
- Sport



<http://www.iodofolin.it/gilnat/>

FOUNDED 2017

COUNTRY Italy

CONTACT Gianfranco Gilardelli
Doctor,
gianfranco.gilardelli@gilnat.it

SPECIALIZATION

- R&D
- Commercialization of innovative products in Human and animal health care

Solution Description

In the last few years, the applicants invested in the development of an applicative concept that can be very useful in the diagnosis of sub-clinical situations (both pathological and emotional) that correlate to specific variations in the expression profile of certain molecules detectable in biological fluids. This biological signaling could be detected with a non invasive and extemporaneous approach, designed specifically to monitor and transfer a signal alert to the person in charge for the care. To our intuitions and preliminary analysis, when a new-born baby has certain kinds of a need, a specific biological profile quickly changes; this change is different depending on the needs and the emotional status. Our idea aim to better explore this differences and use this biological signaling to set up a dictionary that can translate the quali/quantitative expression of a biological profile in a specific request related to an emotional need or physical distress. By combining this biological language with advanced molecular biology techniques and innovative technologies, it would be possible to realize new devices able to promote a more clear interpretation of new-born status and so potentiate the interaction between them and their infant caregivers. This approach is not invasive, painless and it doesn't interfere with the spontaneous status of the subject: just passively detects signals. Further details are available under the signature of a secrecy agreement.

● Main area of activities

- Baby-parents communications
- GILNAT is currently marketing and perform R&D project in the following areas: Zootechnical Feeding, Hygiene and Disinfection Zootechnics, Research and Development for Nutraceutical Supplementation.

● Most important markets

- The main areas of market are the Agronomic-Veterinary one and that of the human Nutraceutical Supplementation. Concerning the first we produce complementary and premixed feeds, additives for zootechnical feeding, stabilizers of intestinal flora, disinfectants and sanitizers, relative to the second we produce nutraceuticals containing IODIUM.



<http://www.hugotechnology.co.uk/>

FOUNDED 2001

COUNTRY United Kingdom

CONTACT David Juggins,
Commercial Manager,
davidj@hugotechnology.co.uk

SPECIALIZATION

- Medical devices

Solution Description

Hugo Technology works in the Health Care Sector partnership with global original equipment manufacturers (OEMs) and / or their approved distributors. Hugo supports the management of the OEM's medical devices by essentially offering a range of services; to service / repair, manage, support and advise in managing their medical devices throughout the United Kingdom, Europe and the United States.

● Main area of activities

- Containment & transportation devices
- Next generation of incubator
- Service support on medical devices.

● Most important markets

- Patient Monitoring, all areas / aspects of Hospital, UK, USA & Europe, Field and B2B
- Ventilation, UK B2B and Field
- Ultrasound, UK B2B and Field
- Liver Transplantation, Theatres, UK and Europe, Field and B2B
- X-Ray / Imaging – CT Injection Equipment – UK, Field and B2B
- Endoscopy, a 3 in 1 camera, laser, light source and scope repair – UK and Europe, Field and B2B
- Oncology, Electrochemotherapy device – UK and B2B
- Burns Units, Spray System, UK and Europe, Field and B2B
- Cardiac, Intra Aortic Balloon Pumps (IABP), UK and Ireland, Field and B2B
- Renal Dialysis Equipment (Homecare, B2B, Field)
- Suction Oxygen Therapy (Hospital wide)
- Enteral Feeding Pumps (Community and Hospital)
- Vascular, Vascular positioning systems, UK and Europe, Field and B2B
- Pre-Commissioning Services
- Surgical diathermy equipment
- Medical device support



www.i-maginary.it

FOUNDED 2004

COUNTRY Italy

CONTACT Lucia Pannese,
CEO,
lucia.pannese@i-maginary.it

SPECIALIZATION

- Serious Games
- VR
- Enabling technologies
- Gamification
- Software development

[VIDEO](#)

Solution Description

The Neonatal Resuscitation Game was developed with the scientific support of the Singapore General Hospital. They observed that after a specialist training, competences already start deteriorating after 3 months and completely fade away after 8. Their objective was to have a solution contrasting competences obsolescence and that could be used via the web in specialists' spare time. A game based simulation was created starting from some medical scenarios, re-creating faithfully the operation theatre, the equipment, procedures and giving the player the possibility to make decisions. A detailed report aimed at self-evaluation and self-assessment is giving feedback at the end of the game. Reports for tutors to debrief game sessions are also available. In the end, they found out that with a team of 2.300 staff they could save about 700.000€/yearly already with the first 2 available game scenarios. Actually more than 15 scenarios are now available.

● Main area of activities

- Neonatal Resuscitation Training for Specialist Team
- Rehabilitation games
- Game apps for children with special diseases
- European research activities in the serious games area

● Most important markets

- eHealth
- Training
- Wellbeing



<http://www.incereb.com/>

FOUNDED 2012

COUNTRY Ireland

CONTACT James Roche
CEO,
jroche@incereb.com

SPECIALIZATION

- Medical device development

[VIDEO](#)

Solution Description

Clinical seizures occur in approximately 5 per thousand live term births, 27 per thousand in preterm births. Based on population studies only sub clinical seizures are estimated to be 3 x that number.

EEG is the only test which can detect sub clinical seizures, and the test takes approx. 1 hour to set up, and require specialist trained neurology staff.

For maximum effectiveness, the EEG test should be commenced within 6 hours of birth.

The neon devices are the first EEG devices designed & manufactured specifically for the neonatal market, these devices can reduce application time from 1 hour to 2 minutes without the need for trained specialists, enabling clinicians to monitor brain activity quickly and accurately.

● Main area of activities

- Neonatal EEG Brain Monitoring: the Incereb neon device is used for EEG (brain) monitoring of the infant in the Neonatal Intensive Care Unit. Infants which suffer a lack of Oxygen to the brain during delivery and prone to seizures and brain damage if untreated. The EEG test picks up abnormal brainwaves, and detects seizures. It needs to be performed within 6 hours of birth. Infants with Seizures are cooled for 3 days with continuous EEG brain monitoring which tells the clinician if the number of seizures reduce or disappear completely.

● Most important markets

- US market via partnership with Lifelines Neuro, based in Illinois. Lifelines distribute the Incereb device via a sub distribution network across the US. The Incereb device connects seamlessly to the Lifelines iEEG system for continuous EEG monitoring in the NICU, streaming data in the cloud. Lifelines also provide EEG monitoring solutions for Pharma trials across the world.

KUARTISMED

<http://www.kuartismed.com>

FOUNDED 2012

COUNTRY Turkey

CONTACT Ahmet Saracoglu

CEO

ahmet.saracoglu@kuartismed.com

SPECIALIZATION

- Medical device development
- Software development
- Machine learning
- Signal processing
- Electronic design

Solution Description

PREMADES is a medical diagnostic device, developed to provide health care practitioners an objective yet noninvasive means for the assessment of feeding maturity, by analyzing the swallowing and respiration patterns acquired using sensors placed non-invasively on the neonate. It is also intended to monitor the improvements by regular measurements and analysis of feeding maturity in the preterm infants and compare past evaluations. This non-invasive design will be painless for infants and user friendly for the medical staff.

Currently, in practice, doctors utilize observational, trial-and-error techniques or nursing assessment for identification of feeding skills in preterm infants, which are mostly subjective. Efforts aimed at more objective assessment techniques have focused on invasive, pressure measurement methods that can be particularly painful for infants. However, such methods are not well suited for regular and real-time monitoring of feeding maturity, thus are not preferred in practice.

● Main area of activities

- Stress reduction
- Feeding Assessment: currently developing a non-invasive mobile diagnostic device for the assessment of feeding maturity of preterm infants.

● Most important markets

- Hospitals and Health Institutes with Neonatal Intensive Care Units in the World
- Public and Private Payers

MEDILOGY

CONNECTING HEALTH

<http://www.medilogy.it/html//home.asp>

FOUNDED 2010

COUNTRY Italy

CONTACT Massimo Mangia

Technical director

m.mangia@medilogy.it

SPECIALIZATION

- Software development

Solution Description

We have created a system that supports the communication of information on the state of health to parents. Our evolution includes a hardware and software system to support parents' dialogue with staff involved in the care and assistance to the newborn both during the hospitalization phase and in the subsequent follow-up phase, through the adoption of decision support systems.

To do this, the proposal provides for the implementation of an application that allows: Have access to daily information about your child during hospitalization (health status, nutrition, diagnostics etc.); Have the Service Card available for the hospitalization department of your newborn, with useful information to simplify the difficult period of hospitalization; Have access to useful information material for the care of your child so as to be "protagonists" with the nursing medical team in the care of the newborn; To consult informative databases on the pathology of your child; Provide useful information to support the management of your child even once discharged home.

Another characteristic of the proposed application is that of adapting to the psychological and stress conditions of the parents, constructing in real time personalized informational paths for each single parent in relation to the patient's pathology.

Main area of activities

- Baby-parents communications
- MEDILOGY designs and manufactures innovative solutions for health system network consisting of software and ICT services for primary care, local health authorities and hospitals, thanks to an intense research activity carried out in collaboration with leading research institutions, scientific companies and health industry associations. We connect Evidence Based Medicine to everyday clinical practice, by providing software and tools to access filtered and graded contents according to patient history. We select the best content providers, and we connect their knowledge base to our software, which can be used either as a stand-alone application or to interface CPOE or EMR software. Our goal is to make the use of EBM easy, fast and efficient. We develop EBM navigators for medicine. Our applications are multi-platform and run with the same user interface on Windows, Linux and Mac computers, Apple iOS, Android and Windows tablets. They can be used as stand-alone apps or as EMR / CPOE front-end interfaces. We interconnect through ICT, doctors, pharmacists, nurses and patients making use of a healthcare network model based on collaboration and sharing of information and processes at point of care.

Most important markets

- Location: Italy



<http://www.momincubators.com/>

FOUNDED 2014
COUNTRY United Kingdom
CONTACT Matthew Khoory
Co-founder
mkhoory@momincubators.com

SPECIALIZATION

- Medical device development

[VIDEO](#)

Solution Description

The mOm Transport Incubator is a collapsible, light-weight and portable system that is being designed to meet international standards for transport incubators (BS 60601-2-20). As it is collapsible and will weigh a fraction of what current infant incubators do, it will provide a more accessible solution for health providers and ambulance services. The solution will be designed to support intra-hospital (moving within the same facility e.g. NICU to Radiology) as well as inter-hospital (moving to different facility) transfers.

As well as controlling temperature and humidity, the mOm Transport Incubator will be designed to reduce the effects of environmental noise and vibration during transit to provide an improved user and patient experience.

● Main area of activities

- Containment & transportation devices
- We develop neonatal incubators from concept to market and in the future intend to branch out into other medical device solutions in the fetal medicine field. Our first product, a static, low cost, easy to use and repair incubator is currently undergoing testing for CE marking and will soon be on the market. The early user and usability research conducted by us to inform product development has highlighted the need for a similarly low cost, simplified, Transport Incubator to provide a stable safe environment for the transportation of neonates intra-hospital, inter-hospital, and transport of pre-term neonates from rural areas. We have recently won a grant from the UK Government (Innovate UK) to develop such a Transport Incubator.

● Most important markets

- We will initially be focusing on Western Europe, however due to its low-cost and portability, our solution is applicable in many markets. We have had interest from providers and ambulance services in the US, South Africa, Korea and beyond. The mOm transport incubator will provide a solution to a need for safe easy transport of clinically stable babies in all areas of the world from high tech Western hospitals to sub-Saharan outreach health centres and the outback of Australia.



<http://newborn.solutions>

FOUNDED 2015

COUNTRY Spain

CONTACT Javier Jimenez

CEO

javier.jimenez@newborn.solutions

SPECIALIZATION

- Medical device development

[VIDEO](#)

Solution Description

New Born Solutions develops first-in-class medical devices for quick, easy, painless and efficient detection of infections, with our focus being on Infant Meningitis.

Our solution is Neosonics, a first-in-class medical device to non-invasively screen for infant meningitis to provide quick, easy and cost-effective detection of infant meningitis.

The device is placed in the fontanel of the baby, the area of the head where the bones are not closed yet, and in a matter of seconds it measures the white blood cell (WBC) count in the cerebrospinal fluid (CSF) right below. Because CSF WBC diagnostic levels are well defined for meningitis, only if CSF WBC is high will specific treatment and hospitalization be provided to the baby. Currently, 95% of babies suspected with meningitis do not have meningitis but undergo anyway invasive, painful and difficult procedures while are unnecessarily medicated and hospitalized.

The device, based on high-resolution ultrasounds, consists of:

- A base and a probe with a replaceable tip (or consumable) that needs to be changed after use in each patient. This tip minimizes contamination risk between patients and needs replacement after each measurement on a patient.
- Proprietary algorithms that enable accurate measurement and that, in addition, can detect tips needing replacement and prevent a new measurement until a new tip is applied. Because it is non-invasive the device will also be used to monitor patient's treatment response by means of tracking CSF WBC evolution, which decays with a positive response.

Main area of activities

- Given the unique know-how that we are generating, our business model is based on in-house R&D and IP protection (currently a PCT patent has been filed), product, consumable and data sales, and business escalation via addressing the different infections within our scope.

Most important markets

- Given the unique know-how that we are generating, our business model is based on in-house R&D and IP protection (currently a PCT patent has been filed), product, consumable and data sales, and business escalation via addressing the different infections within our scope.



<http://about.plusimple.com/>

FOUNDED 2015

COUNTRY Italy

CONTACT Claudio Piccarreta
CEO
claudio@plusimple.com

SPECIALIZATION

- Software development

Solution Description

Plusimple mission is to improve and simplify the patient's experience connected to the "health continuum" online. Allows patient's and caregivers empowerment through a complete and simple web tool that put the patient health at the centre of the same room with all the common health stakeholders. Plusimple connects users with same needs, patients associations, health professionals and health facilities related with the therapeutic disease area. On Plusimple users gain a daily support entering in a certified communities managed by patients associations and facilities, where to find info and share experiences. Here caregivers can discover professionals and facilities that can help them, deep information about skills experience, and stay in contact with them.

● Main area of activities

- Baby-parents communications
- Plusimple is a web based platform built to meet the specific needs of the healthcare's world. It offers to health professionals and medical facilities a smart solution to increase their online visibility and get in touch with patients, associations and collaborators in an organized and safe way. All the information and messages shared with patients caregivers and collaborators arrive from only one channel, which is the Plusimple platform, reducing the risk of losing information and time. The relation between doctors and patients is mediated by Plusimple that, keeping the communication on one source only, avoids any privacy invasion and ease the pressure over health professionals. Baby Careteam: Each healthcare professional and medical facility, by getting included in the patient's CareTeam, is updated about the patient's health conditions and can keep in touch with parents and collaborators directly. Plusbox: Professionals or facilities, inviting their caregiver patients on Plusimple, offer them full time access to a reserved area, safe and organized, area to keep personal documents and information and making them always reachable by cloud. Direct Messaging: The internal messaging system gives to professionals the opportunity to share direct communications with caregivers and collaborators, with the highest respect of privacy. Community: Professionals and facilities can take part and create their own community to share information and mutual support.

● Most important markets

- Digital Health Market Size to Grow at Over 25.9% CAGR to Reach \$379bn by 2024: Global Market Insights Inc. We're in a platform economy where we are moving more from discrete technologies to platforms. Actually our market is health professionals, health facilities and patients that relate with them. We connect them with the first native healthcare app.



GRUPO PULSO
Knowledge in Health

<https://www.pulso.com/>

FOUNDED 1979

COUNTRY Spain

CONTACT Joan Escudero

Business development and
Innovation manager
j.escudero@pulso.com

SPECIALIZATION

- Software development

VIDEO

Solution Description

The proposed BornCare project departs from Pulso's MoodRecord (MR) solution. MR is a mhealth solution to manage patients with bipolar disorder. It consists on an App for gathering patient input and a website for clinician monitoring of the patients. BornCare will include a small camera, microphone and speaker (Blink) integrated inside or outside the incubators. Camera and microphone will provide video and audio files of the baby to parents. MR includes Emotion Recognition model that provides patients' emotions from a video file. With the skills of the computer vision group, specialized in facial recognition, different algorithms will be created (skin colour and skin damage detection). MR analyses the mood of the patient from the voice with speech pattern techniques. Again, using the experience of the group, algorithms targeted to neonatal case related to voice recognition will be applied. Data will be received by parents and health professionals. Parents will be able to send their child audio files. Parents will have a dashboard for visualizing the baby state and also some FACTS for training. Communication tools of MoodRecord (chats, calls, forum) will provide communication between parents and clinicians too. Forums will enable different parents share experiences. MR would be adapted for neonatal care enabling nurses monitor all health parameters of the baby from a centralized control desk. In the future, decision support systems and prediction algorithms could be included.

● Main area of activities

- Stress reduction
- Reduction & prevention of skin damages
- Baby-parents communications
- We are focus on four main areas of business development:
 - Patient Support Programs- HealthCare Services with 360° vision
 - m-Health and e-health combined with advanced features.
 - Needs Identification - Needs exploration for ICT solutions identification
 - Smarter Health - Health Consultancy for administration, professionals and patients' empowerment

● Most important markets

- PULSO has 3 clearly defined markets with different strategies, but in synergy with all of them and with a common base that is health. These markets are:
 - the pharmaceutical industry: Continuous medical education, M-health, Patient Support Programs, Needs identification (cocreation), Smarter Health
 - Medical societies: Continuous medical education, Medical congresses services, Societies services, Needs identification
 - Public health organizations: Continuous medical education, M-health, Needs identification, Smarter Health
- PULSO focuses in two main users: health professionals (users and co-designers) and patients (patient centered model, improve experience).
- Pulso market has also presence in Portugal, Mexico and Colombia.



<http://ranenko.com/>

FOUNDED 2012

COUNTRY Ukraine

CONTACT Oleksandra Balyasna
Founder
o.balyasna@gmail.com

SPECIALIZATION

- Care of premature babies

Solution Description

We offer incubator covers that protect the baby against loud sounds, bright light and heat loss . Manufactured from a flame-retardant material they also won't slide. Have special holes to use the lamp for photo therapy without taking the cover off. We are specialized nests producers that are important for babies cuddling especially when they are preterm, Kangaroo clothes that help mothers to have the babies fixed and practice skin-to skin therapy in the NICU and also safe and natural clothing without any laces for the babies starting with 800 grams.

● Main area of activities

- Stress reduction
- We create: together with neonatal experts and parents we elaborate convenient nests for premature babies, covers for the incubators and small heating beds, clothes that would be necessary at NICU and during long-term care. We care: we take care of the smallest issues and details at our work. We communicate: we have a wide range of communication tools to educate doctors and parents. We have launched a number of programs to support parents with information and psychologically at the premises of NICU and also we work closely with Premie Parent Association of Ukraine.

● Most important markets

- Ukraine
- Kazakhstan
- Belarus
- Latvia



RI.MOS.
Disposable
Medical Products

<http://www.rimos.com/fr/>

FOUNDED 1988

COUNTRY Italy

CONTACT Maria Giorni
CEO

f.tomasini@rimos.com

SPECIALIZATION

- Medical device development

VIDEO

Solution Description

Effective products for the treatment of Epidermolysis Bullosa (EB), already under a specific clinical trial at OPBG. RI.MOS. has developed a new line of topical MDs that effectively promote wound healing related to different kind of skin diseases and disorders (Class Iib). These products, of vegetal origin, are based on a patented technology. These MDs (defined as MULTIFUNCTIONAL SELF-SUFFICIENT ADVANCED) appear to be Revolutionary for their effects and because they do not require primary dressing. In 2016, Ospedale Pediatrico Bambin Gesù (OPBG, Rome) contacted RI.MOS. proposing a partnership aimed at better understanding the potential of the use of Hyperoil® in patients with EB, since they supposed that it could really ameliorate the disease symptoms in pediatric patients (the hospital had casually already obtained and used some samples of the product). A specific clinical trial started in Spring 2017 and is still ongoing. Preliminary results seem to be very encouraging and at least two little patients have already suspended the protocol after a few months for satisfying resolution of the symptoms (details available through the signature of an NDA).

Strong of its experience, RI.MOS. believes that Hyperoil® can be further optimized to lead to a second generation of products that can even better meet the needs of patients with EB and, possibly, been registered as orphan drugs. This is the reason why a partnership/collaboration with Chiesi could be a win-win situation.

● Main area of activities

- Reduction & prevention of skin damages
- RI.MOS. is currently manufacturing and marketing the following ranges of products: disposable devices for gynecology (GINRAM); disposable devices for assisted fertilization procedures (FERTIRAM); disposable multi-injectors for mesotherapy (MESORAM); disposable needles for soft and hard tissue biopsy (AGORAM). Moreover, RI.MOS. produces and markets HOLOIL SYSTEM, a brand that groups all Neem and Hypericum based products whose main purpose is to assist the healing treatment for all kind of lesions.

● Most important markets

- Location: EUROPE, RUSSIA, MIDDLE EAST, FAR EAST
- Targets: Private and Public Hospitals, Clinics, Military Hospitals, Pharmacies, Drugstores, Doctor's Office/Surgery, Herbalist Shops, Non Medical Institution Based Settings, Assisted Health Care, Home Care, End User (online).



<https://www.onnicare.com/>

FOUNDED 2012

COUNTRY Finland

CONTACT Satu Niemelä

COO, Co-founder

satu.niemela@sepsolutions.fi

SPECIALIZATION

- Wireless video and audio monitoring
- Growth, development and baby care tracking

[VIDEO](#)

Solution Description

The Onni Care IoT baby monitoring solution is a wireless system that enables real-time, secure remote video and audio monitoring, growth and development tracking and most recurring baby care activity recording (breast feeding/bottle feeding, sleeping and diaper changes).

Initially developed to help new parents to keep an eye on their baby anytime, anywhere with any connected device and stay up to date about baby care as well as the child's growth and development, the solution has great potential in the healthcare space to help boost baby-parent bonding in the NICU and to help physicians automate a crucial, labour-intensive part of colic diagnoses in hospitals and clinics.

● Main area of activities

- Two-way, real-time, hard-to-hack baby-parent audio and video communications platform to boost bonding
- IoT solutions that helps physicians diagnose colic, saves in overall care costs and alleviates parental stress
- Remote access video baby monitoring, growth and development tracking and recording of most recurring daily baby care activities to enable establishing patterns and pinpointing changes that may warrant closer analyses

● Most important markets

- NICUs, hospitals and clinics in Europe and beyond

VS Health Technologies

FOUNDED 2017

COUNTRY Germany

CONTACT Oliver von Stein
Founder and CEO
odvonstein@gmail.com

SPECIALIZATION

- Medical devices

Solution Description

Current baby monitors are not able to warn parents if a problem arises with child breathing/heart rate, position ..etc. LUMMA can and within seconds. This is particularly important due to increased SIDS awareness.

● Main area of activities

- Baby-parents communications
- Development intelligent wireless biometric devices for monitoring key human parameters from infants to the elderly to detect abnormalities indicative to a range of disorders

● Most important markets

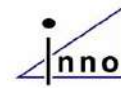
- First Time Mothers



Queen Mary
University of London



UNIVERSITY OF AMSTERDAM



info@ehealth-hub.eu
www.ehealth-hub.eu



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