

Raisoft: landing in Portugal



“ Thanks to the eHealth Roadshow and the excellent opportunity to expose our innovation to a highly professional panel, we were able to receive valuable feedback and suggestions.” “



Raisoft



Kataysa Cabrera, Account Manager



www.raisoft.com/en



Finland

My challenges

Our main goal before the eHealth Roadshow was to get in contact with possible future clients in the field of social health technologies in Spain and Portugal. As we are already present in many European countries and some communities in Spain, Portugal for example was a new market for us. Thus, we mainly participated in the congress in Cascais. To be in the same room as experts from all over the world and to exchange experiences and knowledge was really benefitting for Raisoft.

eHealth HUB support

VII eHealth Roadshow [Cascais, July 2018]. “The event was more international than we expected, and we met new interesting contacts during the roadshow. **This helped us a lot to broaden our network in Spain and Portugal especially.**”

The possibility to have a pitch about our assessment tools was really great as it is a good way of informing and convincing experts about our solution.”

The eHealth Hub team was a great help prior , during and after the event, as they have provided us with detailed information in preparation to our event. The guide on “[How to Effectively Pitch to Commercialize your eHealth Solution](#)” was definitely worth a look as well!

The company

Raisoft provides software to measure an individual's functional performance as well as quality and effectiveness of care. The software is used in multiple care settings, for example in home and long-term care for elderly, in mental care for all ages, in assistance for the physically impaired and in preventive care.



eHealth HUB *Stories*

Learning points ●

“The possibility of making a pitch in front of very important personalities in the world of eHealth technologies was a wonderful experience. Our main learning lesson was to listen to other companies pitch and learn about what they are working on – especially in different countries”.

Kataysa Cabrera, Account Manager

eHealth HUB services



eHealth Roadshow

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.



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