

## Dompé Pharma: well-being solutions



“ **DOMPE has good connections in the field of ophthalmology but is less familiar with nutrition and wellbeing. eHealth Hub network of innovators across Europe and their previous experience with AXA in the nutrition and wellbeing area was of great interest for us.** ”



Dompé Pharma



Marco Mazzolla, Knowledge Transfer Senior Specialist



<http://www.dompe.com/en/>



Italy

### My challenges

The major challenge we are facing is probably the real understanding of the business potential of the innovation proposed by the startup ecosystem. Ideas are often appealing and robust from a scientific point of view, but the market must validate the rise of these new business models. DOMPE was 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.

### eHealth HUB support

**Solution Match [2018-2019].** “The company had to first understand which kind of solutions were available on the market and which one could answer their needs.

The Solution Match experience was an excellent opportunity to reach a panel of digital health startups that had already been validated by European experts, reducing the risk of weak projects and teams.

The team is professional and well qualified. The support was continuous and the value was evident since the very first talks. eHealth Hub was very attentive to the corporate’s needs and always available.

Thanks to the eHealth HUB wide network, Dompé found several interesting start-ups to collaborate with. And surprisingly, it was for free.”

### The company

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. 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.



# eHealth HUB *Stories*

## Learning points ●

*“The main challenges that Solution Match addressed were understanding the type of solutions available on the market and how to engage with collaborators. The company has not such a large network as eHealth Hub.”*

**Marco Mazzolla**, Knowledge Transfer Senior Specialist

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## eHealth HUB services



### Solution Match

A personalized service for healthcare providers, insurers, pharma or medtech companies looking for a concrete digital health solution to be implemented in their organization. Solution Match helps to clarify their needs and requirements, research available solutions and pre-select the best matches.



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[www.ehealth-hub.eu](http://www.ehealth-hub.eu)



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