

Stage 0: An opportunity to EVOLVE your proposal

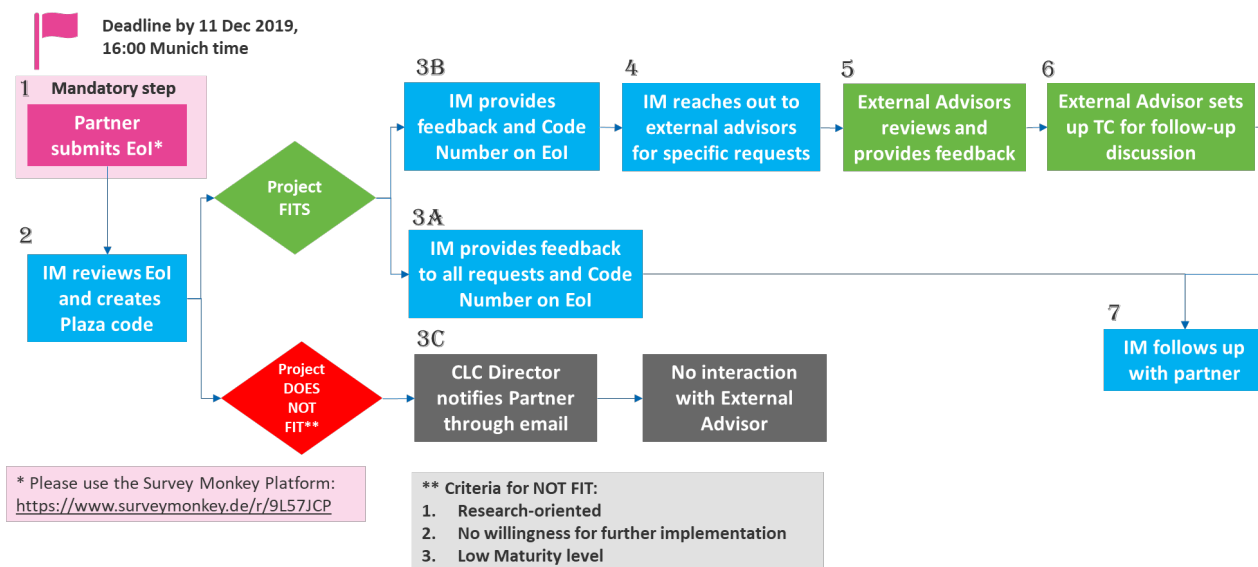
What – A service provided by EIT Health and External Advisors to improve the quality of your proposal during the preparation. You will receive first feedback from CLC / InnoStars Innovation Manager (IM), and potentially receive further feedback from External Advisors.

Who – Any partner or startup invited by partners who is interested to apply in the Innovation Call for Proposal BP2021.

How- Partners should submit the Expression of Interest (Eoi) through Survey Monkey Submission Platform ([LINK](#)). Then corresponding CLC / InnoStars Innovation Manager will reach back to you with the feedback and following instructions.

When – Stage 0 service starts on 1 October 2019. Deadline of Eoi submission is **4pm Munich time on 11 December 2019**. There's no limitation for how many times you could receive the support. All support could be extended until 25 March 2020.

✓ How to trigger Stage 0?



1. Partner submits Expression of Interest (Eoi) to Survey Monkey Submission Platform ([LINK](#)) by 11 December 2019, 4pm Munich time (Mandatory step).

The template of [Expression of Interest \(Eoi\), can be downloaded here](#) and on [Connections](#). We encourage you to submit the Eoi earlier, not waiting until the deadline.

2. CLC / InnoStars IM reviews Eol first and if required engages with the Partner for the follow-up discussion.
3. The CLC / InnoStars reaches back to Partner with the feedback and instructions.

The following scenarios are possible:

A. All questions from Partner are addressed by CLC / InnoStars IM. No external support is initiated.

CLC / InnoStars IM provides first feedback on the Expression of Interest (Eol) and Proposal Number on Plaza back to partner. CLC / InnoStars IM encourages Partner to start working on final proposal template first and request the support as early as Partner can.

B. Part of questions from Partner are addressed by CLC / InnoStars IM and the remaining questions are reverted by External Advisor. External support is initiated.

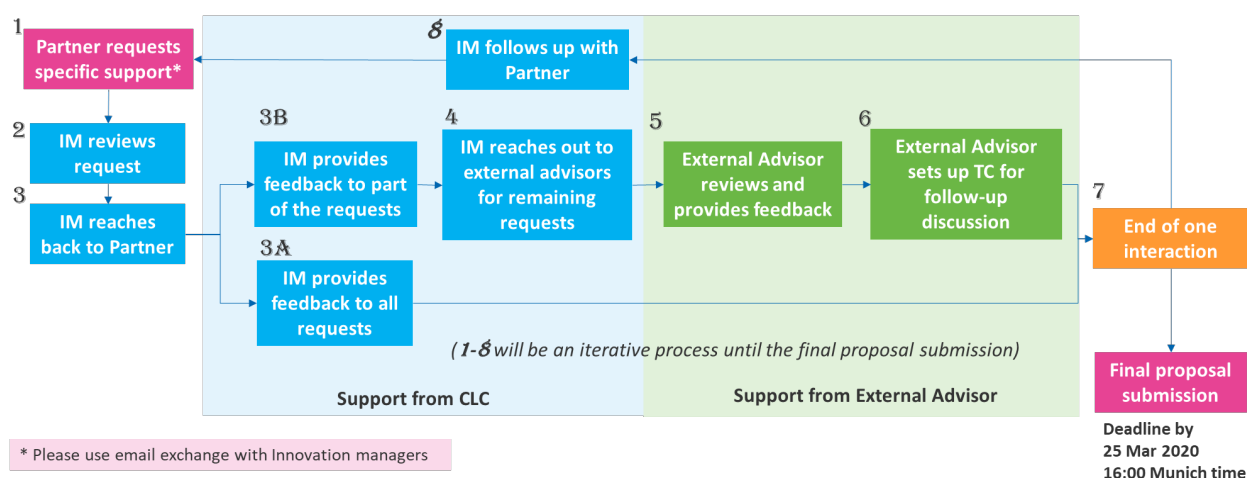
CLC / InnoStars IM provides partial feedback on the Expression of Interest (Eol) and Proposal Number on Plaza back to partner. CLC / InnoStars IM initiates the process of seeking for External Advisor's support.

C. The project does not fit the scope of EIT Health Innovation Project.

CLC / InnoStars Director sends out notification letter to partner with the recommendation not to apply and Eol with the Proposal Number on Plaza.

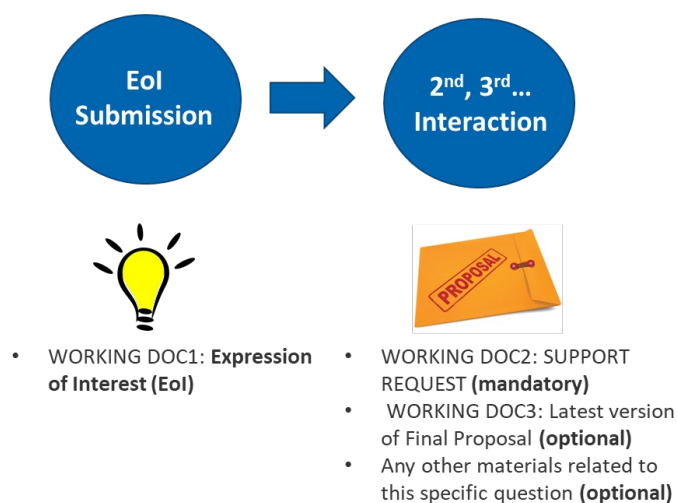
Please note that you still have the right to submit the proposal at the later stage but without getting access to the external support.

✓ **How to trigger the additional support after Eol submission?**



After receiving the first feedback and Proposal Number from IM on Eol, Partner can request additional support at any stage by submitting the necessary documents to CLC / InnoStars IM through email. CLC / InnoStars IM continues supporting Partners by providing suggestions to the request and if necessary initiates the process of seeking for external support (except for scenario c above).

- Necessary documents:
 1. **SUPPORT REQUEST:** Please download it [here](#) and fill in specific questions. **(mandatory)**.
 2. **WORKING DOC3:** Latest version of Final Proposal **(optional)**
 3. Any other materials related to this specific question **(optional)**



✓ **What to expect in Stage 0 in terms of support?**

1. **Content:** (Both CLC / InnoStars Innovation Manager and External Advisor)

For all partners participating in Stage 0, CLC / InnoStars Innovation Manager and External Advisor will assist in the development of their proposal by providing objective, independent and impartial feedback. This feedback will be supportive and collaborative in tone considering the strengths of the unmet need, novelty of the solution, commercial viability, which could be covered by the following categories but not limited to:

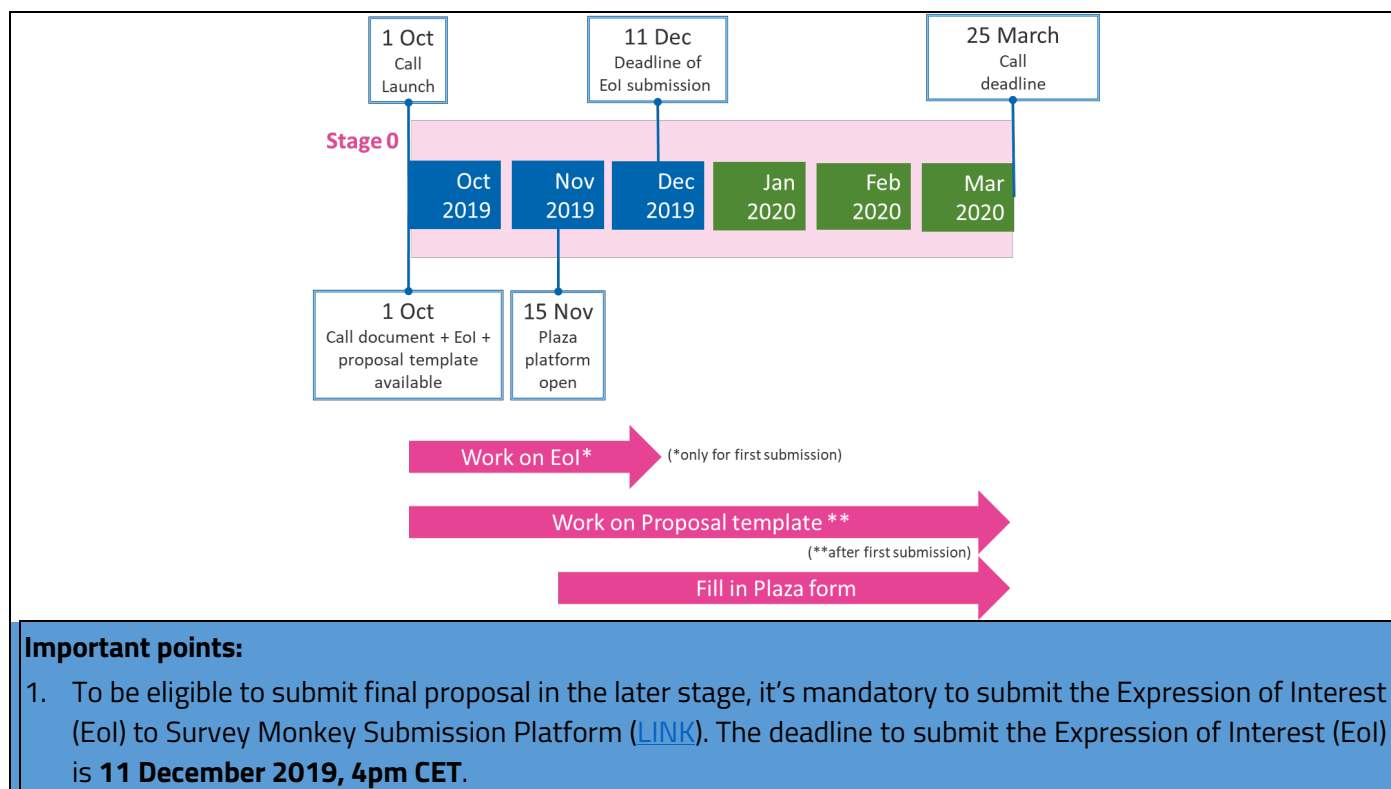
- a. Business Validation
Eg. Market sizing, Business Model, Market Access Strategy, Competitor analysis / Value Proposition, Public/private procurement processes to buy-in the solution, Behavioral change, Reimbursement strategy
- b. Technology Validation
Eg. Intellectual Property (IP), Health economics / health technology assessment, User experience design
- c. Clinical Validation
Eg. Setup of clinical trials, Workflow adoption
- d. Regulatory
Eg. Regulatory pathway

2. **Seeking for partner:** (Mainly on CLC / InnoStars Innovation Manager)

Given that EIT Health creates resourceful ecosystem to cover different expertise, CLC/InnoStars Innovation Manager could assist you to find the right candidate to join the consortium and lead different expertise such as Technology, Clinical, Regulatory, Business Lead.

3. **Submission Instruction:** (Mainly on CLC / InnoStars Innovation Manager)

CLC/InnoStars Innovation Manager would provide further instruction or additional reference on specific submission topics such as KCA and budget allocation.



✓ **Who is the External Advisor from the independent 3rd party?**

The independent 3rd party, a company with significant experience in the field and that will be selected by EIT health e.V. after an EU-wide public tender. Please note that there's non-disclosure-agreement signed by the 3rd party to make sure all the submission is confidential without any conflict interest. Also, **all the External Advisors from this independent 3rd party won't be in the following evaluation process. Therefore, it should not be considered as a pre-evaluation in any way.**

For further information, reach out to your CLC/InnoStars Innovation Manager:

Name	CLC	E-Mail
Julia Palma	Spain	julia.palma@eithealth.eu
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Annex: General FAQs

What is Stage 0?

Stage 0 is a service that EIT Health is proposing to support Partners increase the value of their project. It can be considered as a Project Preparation tool.

Who can benefit from Stage 0?

All KIC Partners (Core or Associate) in the partnership as well as Startups applying as lead in the frame of the Startup Amplifier.

Who will be providing this service?

This service will be conducted by both CLC Innovation Managers and an Independent third party, a company with significant experience in the field and that will be selected by EIT Health e.V. after an EU-wide public tender.

Does it have any additional cost for partners?

No, it does not. EIT Health e.V. is contracting the third party.

What are the key dates to keep in mind?

Deadline to benefit Stage 0 support as well as submission of the Expression of Interest (Eoi) as first step of the Stage 0 is the 11 December 2019, 16:00 CET (Munich time).

Is Stage 0 mandatory?

The Stage 0 first step, consisting of the submission of the Expression of Interest (Eoi) by 11 December 2019, is mandatory in any case to allow the submission of a full proposal and to benefit from the supporting service. The follow-up step which consists of a supporting service proposed to partners is not mandatory.

What happens if partners do not submit the Expression of Interest (Eoi) by 11 December 2019?

Partners will not be eligible to submit their full proposal on 25 March 2020.

What to expect once partners submit the Expression of Interest (Eoi)?

Once partners submit the expression, CLC Innovation Managers will engage Partners and provide the Code Number after reviewing the document. After receiving the code number from CLC Innovation Managers, partners could start working on final proposal.

How will Innovation Managers at CLCs/InnoStars be involved in the Stage 0 process?

The IMs at CLC/InnoStars will be the main contact of the partners through the whole Stage 0 process. After reception of the Expression of Interest (Eoi), each CLC/InnoStars IM will make the first assessment

round to estimate the level of maturity of the project. The IMs at CLC/InnoStars will then discuss with Directos at CLC/InnoStars case by case. IMs at CLC/InnoStars will initiate the further process of seeking for external advisor.

Will any of the people from Third Party working with the Partners in Stage 0 be part of the evaluation process?

No, they will not. In order to avoid conflict of interest and as stated in evaluators' contract, evaluators (remote and hearings) will be different individuals than the consultants who will execute Stage 0.

What if partners have in-house advisor, they would like to use for Stage 0?

Partners can use their in-house advisors to prepare their proposal. In general, partners should use any resource that are available to them to improve the quality of their project. But those in-house advisors cannot replace formally the third party selected by EIT health e.V. to execute Stage 0.

What if partners would like to have other external advisors for Stage 0 than the third party selected by EIT health e.V.?

Partners can use any resources that are available to them to improve the quality of their project. But only third parties selected by EIT health e.V. to execute the Stage 0 can fulfill the requirements of the Stage 0. Any others can and will not be financially supported by EIT Health e.V.

What if a partner prepares a very good proposal which does not require a Stage 0 support?

All proposals should go under the step 1 of the Stage 0 process meaning the submission of the Expression of Interest (Eoi) to CLCs by 11 December 2019 . Innovation managers at CLCs/InnoStars, after the first-round assessment, will be the one who are deciding the necessary support to be brought to partners by the third party selected by EIT Health e.V. to execute Stage 0.

What is the Expression of Interest (Eoi) containing?

The initial document should include the basics for an initial review by the CLC/InnoStars Innovation Manager and follow the approved template. The same or an enhanced version after preliminary conversations with IMs can then go to the third-party consultants, if this step is implemented.

When to transfer into Proposal submission system (Plaza)?

Please note that the proposal submission system (Plaza) will open on 15 November. The Proposal form will be created by EIT Health under the Proposal Number provided by CLC / InnoStars IM. Partner can start working on filling in Plaza form as of 15 November.

How to go from Expression of Interest (Eoi) to full proposal during Stage 0?

The Expression of Interest (Eoi) serve as an intro to developing full scope of your Innovation Project proposal. Once the CLC/InnoStars Innovation Manager provides the first feedback to you, you could start

working on the final proposal template which you may find the questions are supposed to extend the description from the Expression of Interest (EoI). As the conversations evolve between the partners and the IMs or the third party, new elements of the proposal will be validated and incorporated in the document.

How many times can the Partners avail of the Stage 0 review?

There are no maximum times. There is only a minimum time: the partners need to send the Expression of Interest (EoI) by 11 December 2019 to initiate the process.