

Health Innovation Space

Apply for your testbed environment in
Hannover, Germany!

User oriented product development including a reimbursement perspective

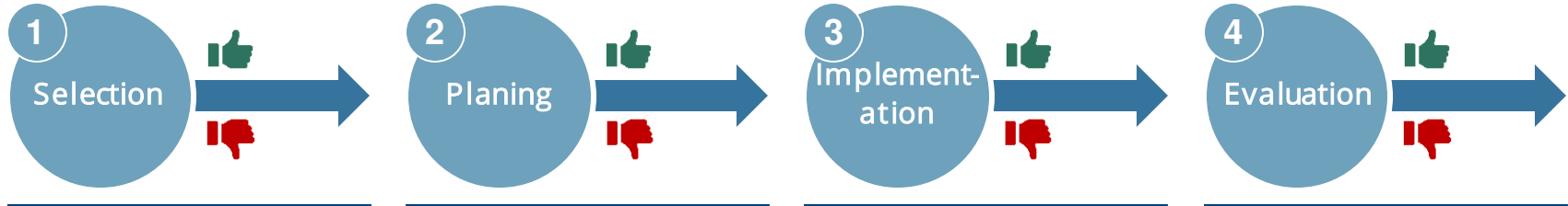
The Health Innovation Space (InnoSpace) supports healthcare companies in their product development for the **German market**. User experience from medical staff, caretakers and patients from real life conditions is as important as an early stage developed reimbursement strategy for a successful market entry.

The InnoSpace offers a **testbed environment** within a hospital or care institution as well as **feedback from a statutory health insurance**. A guided process through four stages includes the selection phase with pitching opportunity to all partners, a carefully developed planning process, the project implementation and a final evaluation of the project.

Companies can use all gained insights for negotiating further steps such as an elective contract, a broader study or direct sales.

The Health Innovation Space is part of Digital Health City Hannover.

4 project phases



Three-stage selection process:

- 1) **Pre-screening**
- 2) **"Innovation Pitch"** – 5 minute online Pitch & 15 minutes questions from the jury
- 3) **Workshop** – 60 minutes presentation & discussion with project partners and likely team members

2 - 3 months

- **Development of a project charter** supported by InnoSpace project managers
- **Results** of the pilot should take into account the following objectives (1. quality outcomes 2. patient satisfaction 3. employee satisfaction 4. cost effectiveness)
- **Possible contractual arrangements** ("service contracts, NDAs etc")
- **Development of the test protocol**
- **Training** of the users

1 - 2 months

- **Implementation of the product** in the testbed environment
- Guided project phase by the InnoSpace project management team

3 - 6 months

- **Evaluation** of the projects results
- Formulation of possible next steps

1 month

Needed solutions & selection criteria

InnoSpace project partners look in particular for solutions in the following areas:

Outpatient care & Day clinics & Pre-clinic & Follow-up care, Prevention

Focus on: patient value, process innovation, patient journey, cross sector solutions

Specific topics:

- Telemedicine
- New technologies in the field of ergonomics and other functional areas
- Cleaning robots that provide support during the day

Required formalities:

Final process of CE application

The company has sufficient funding for German market entry

Projectpartners for Spring 2023

AOK Lower Saxony

The AOK is the largest health insurance company in Lower Saxony (with a market share over 38 percent). Over 2.9 million health insured people can rely on the protection of a strong community. They are represented at over 100 locations between the North Sea and the Harz Mountains. The AOK employs around 6,800 people. The budget for health and long-term care insurance contains around 14 billion euros.

Sophienklinik

As one of Germany's largest and oldest occupancy hospitals, we offer our patients high-quality all-round care in a modern infrastructure. We see ourselves as a center for health and recovery. In our ten specialist departments, competent and experienced physicians from over 50 practices work hand in hand with our qualified nursing staff. This enables us to provide highly qualified all-round basic care with maximum patient safety.

Wahrendorff

The Wahrendorff Clinic consists of an acute hospital with the specialist departments "General Psychiatry", "Addiction Medicine", "Young Adults", "Geriatric Psychiatry", "Psychosomatic Medicine", 11 day clinics, 16 outpatient clinics and several nursing homes, where people with psychological, physical and mental disabilities of varying degrees live. More than 1,400 people work for us. Doctors, psychologists, curative education nurses, nurses, geriatric nurses, social workers, occupational therapists, physiotherapists, sports therapists and other professional groups accompany. For psychiatric and psychosomatic illnesses, we offer 352 full inpatient and 340 day-care treatment places. The residential area is home to about 1050 residents

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Application

Please provide us the following information by
December 31st. 2022

Application - Factsheet

Company name:

Product name:

Your name:

Number of employees:

In which countries are you already operating?

Do you have an office in Germany?

What is your current funding status?

Is your product CE-certified, if yes through which regulation?

Please answer all questions
on the left side and attach
this slide as cover to your
pitchdeck

Application - Company pitch

Questions

- What problem are you solving?
- Who is your target customer? Who will use your product/service?
- What is the current gold standard in your field technology wise & in terms of competition?
- What is your technological approach?
- What are the use cases?
- What is your USP?
- What is the current status of your project and what are your next steps ?
- What does your company expect from us?

Maximum slides: 8

Please hand in a short pitch deck to introduce your company and your product by answering all the questions beside

Contact

Please send your complete application to
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Deadline: December 31st 2022



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