



Second Open Call to access to the Cross4Health Acceleration Programme

FREQUENTLY ASKED QUESTIONS

FAQ 2nd Open Call

1. What is CROSS4HEALTH about?

Cross4Health project aims at promoting and supporting collaborative health innovation solutions generated by Aerospace, Energy and Creative Industry SMEs together with Health-related SMEs from sectors such as Biotechnology, ICT and Medical Devices. The Cross4Health consortium consist of partners with expertise in these areas and innovation management; Norway Health Tech (coordinator), EuroB Creative, Health Cluster Net, Aerospace Valley, Innovation Skåne, Cluster de Salud de Castilla y Leòn and Zenit.

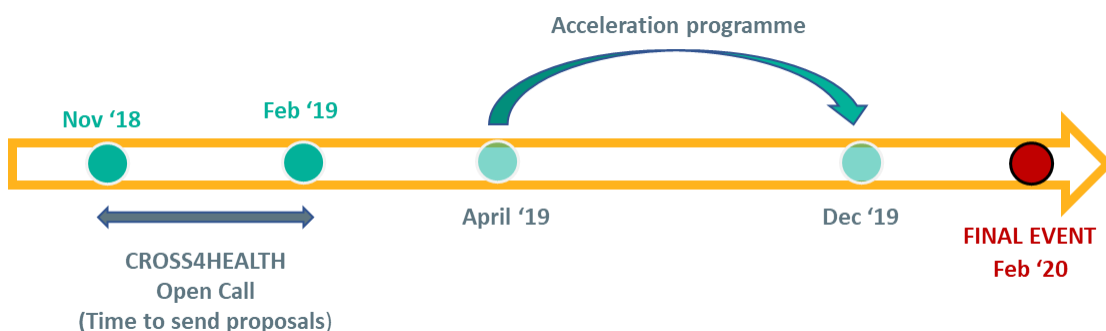
The goal is to unlock the collaborative potential of SMEs in sectors such as Aerospace, Energy and Creative Industry sectors, the latter with sub-sectors such as audio-visual (e.g. AR, VR techniques) gaming, multimedia and design, leveraged on Biotechnology, ICT and Medical Devices sectors for the generation of cutting-edge Medical Devices that enhance patient-centred personalized care. Funding and supporting SMEs delivering disruptive healthcare products, processes and services.

2. What do the Open Calls entail?

The Cross4Health project aims to implement an innovation funnel approach via two Open Calls. Up to 20 projects led by small and medium-sized enterprises (SMEs) will be selected to enrol into an acceleration programme. For the 2nd Open Call, 40 SMEs will obtain support worth up to €55000 per SME.

All details are available in the [2nd Open Call Guide for Applicants](#).

3. What is the timeline for the 2nd Open Call and the accelerator?



4. What are the challenges to tackle?

These are the 3 main challenges to be addressed in the 2nd Open Call and are further detailed in the Guide for Applicants:

- **Early detection and diagnoses**
- **Remote patient support**
- **Patient management process**

More details are available in the [2nd Open Call Guide for Applicants](#).



5. How long will the Call be open?

CROSS4HEALTH second Open Call will open on 16th of November 2018 and close on the 18th of February 2019 at 17:00, CET (Central European Time).

6. What is a team?

A team is composed by, at least, two legal entities which must come from different sectors of the value chain.

- Teams must be composed by at least two legal entities: a leading SME and an additional entity, both located in different EU member or an associated country.
- Project consortiums can be composed of up to 4 legal entities.
- Project consortiums may have more than 2 SMEs in the team, but maximum 2 SMEs will receive direct funding. In this case, recipients must be clearly stated the project proposal.

7. Can Cross4Health help me find a partner for my team?

Yes, a matchmaking portal for the search of partners is available on the Cross4Health website and matchmaking events are organised locally by each partner and online by the consortium.

Applicants are also encouraged to use the [Enterprise Europe Network](#) as an opportunity to search for potential partners for their projects.

8. What do I need to submit to apply for the Cross4Health 2nd open call?

To apply, you need to submit:

- Max. 10 pages application form composed of: Cover page + summary + 10 pages proposal + 1 page Lean Canvas.
- Max. 10 slides pitch composed of: Cover page + 10 pages slide.
- A Declaration of Honour for all SME team members and attached in the same submitted file. This is a compulsory eligibility check.
- A short video (2 min) presenting the team is not mandatory but highly recommended.

English is the official language for the open calls. Non-English applications will be rejected. All details on these documents are available in the [2nd Open Call for Applicants](#).

9. What are the criteria for eligibility?

To participate in the Cross4Health 2nd Open Call process, participants must comply and take into account the following requirements and key aspects:

- The Open Call is open to **teams led by an SME** (under de EU definition)¹ **and composed of minimum two legal entities, legally based in two different EU member states** (Austria, Belgium, Bulgaria, Croatia, Cyprus, Czech Republic, Denmark, Estonia, Finland, France,

1

What is an SME? (http://ec.europa.eu/growth/smes/business-friendly-environment/sme-definition_en)



Germany, Greece, Hungary, Ireland, Italy, Latvia, Lithuania, Luxembourg, Malta, Netherlands, Poland, Portugal, Romania, Slovakia, Spain, Sweden and United Kingdom*) or **H2020 associated country** (Iceland, Norway, Albania, Bosnia and Herzegovina, the former Yugoslav Republic of Macedonia, Montenegro, Serbia, Turkey, Israel, Moldova, Switzerland, Faroe Islands, Ukraine, Tunisia, Georgia and Armenia).

- Beyond the minimum requirement to have one SME as lead partner, the consortium might consist of **up to four legal entities**. The other partner(s) may be an end user, a large enterprise an additional SME, etc, so long as they are a legal entity based in an EU member state or H2020 Associated country. It is however important to note that **support can only be offered to SMEs** and, irrespective of the composition, the team leader remains responsible for driving the project and reporting on progress.
- For project teams with more than two SME's participating, only two will receive direct financial support. In this case, the consortium needs to indicate on the application stage which two SME's will receive direct financial support.
- It is a requirement that teams demonstrate the implementation of ideas and solutions from either aerospace, energy or creative industries sectors leveraged on ICT, bio-technology or medical devices sectors in addressing the specific healthcare challenges listed in the call text.
- A [Technology Readiness Level \(TRL\)](#) 5 (in the sector which the technology is being transferred from) is required. In addition, the selection will be based on the excellence of the proposed idea to address the identified healthcare challenge, the maturity and the management capacity of the team to drive project to the market, and the potential of the proposed solution to scale-up in the international market.
- Already existing products without a clear advance or innovation beyond the state-of-art will be rejected.
- Project activities that have already been funded or are being funded will be rejected. Double funding is not allowed.
- SMEs can be part of more than one application but can only be funded in one of those.

** In the event that the Brexit process takes effect on the 30th of March 2019 without an agreement being reached which gives UK's SME's access to the H2020 program, SME beneficiaries participating in the 2nd Open Call, will no longer be eligible for any funding or support by the Cross4Health Consortium.*

10. What is the evaluation process?

The 2nd Open Call evaluation process is structured in the following way:

- Eligibility Check

A first review will be performed by the Consortium (completeness of documents submitted, the compliance with the call requirements in terms of scope, and teams' composition) and curation of the documents to pages limit before passing them to three independent external evaluators.

All proposers will be informed if they have met or not the eligibility criteria and passed to the next phase in the evaluation.

- External Expert's Evaluation

Three external evaluators will review each proposal and overall process and specific cases be overseen by Cross4Health Consortium.



The results from the evaluation are foreseen to be communicated within two months from the closing of the call.

11. Is there a required TRL?

A minimum technology Readiness Level (TRL) 5, in the sector which the technology is being transferred from, is required.

A TRL of 5 implies that the technology/solution' prototype has been tested and validated in a relevant environment, in the sector of origin.

12. What are the evaluation criteria for selecting Cross4Health proposals?

Proposals will be evaluated based on the following criteria (over 200 points in total)

1. Innovation of the idea (30 points)
2. Potential Impact (40 points)
3. Growth plan during and beyond and beyond Cross4Health support period (40 points)
4. Short-term Implementation plan for the Cross4Health support period (40 points)
5. Fit with Cross4Health priorities (20 points)
6. Team and competitive advantage (20 points)
7. Overall impression and presentation (10 points)

Further details of the evaluation criteria and weighting can be found in the [Guide for Applicants](#).

13. How will I be informed that my project is going to be funded?

The Committee will develop a ranking list according to the results of the experts and communicate the results to the Cross4Health applicants, via email. In case of any unforeseen issues or cancellation there will be kept a reserve list until the Sub-GA is signed by each awarded project.

14. What happens after being selected?

Selected teams from the 2nd Open Calls applicants will be requested to sign a Sub-Grant Agreement. Teams will have to submit proof of:

- Legal existence: registration, tax certificates
- Financial statements: Profit and loss statement, Balance sheets (from previous year). In case it is your first year and you lack a previous balance sheet, you will not be asked for any further information
- Bank Account Information
- Founders IDs
- Existence of an Internal Consortium Agreement between the sub-granted project participants

All documentation for grant preparation is to be submitted electronically via email. The Cross4Health consortium may request translation of documents submitted in a language



that cannot be processed by the consortium partners. Languages that can be processed: English, French, German, Spanish, Italian, Portuguese, Norwegian, Danish, Swedish, Finish.

15. What is the Acceleration Process?

Once the administrative formalities are ready, teams will be able to benefit from the innovation services and support provided by Cross4Health to develop their idea and bring it closer to the market.

The Acceleration Period is foreseen to start in April 2019 and last 9 months. During this time, a designated Cross4Health Key Account Manager (KAM) will follow and advise the team in designing a service package fit to their needs.

The acceleration program is non-residential; all collaboration with teams will, a priori, be done remotely unless geographical proximity permits otherwise.

16. What does direct funding mean?

Direct funding will be equity free. You will not be asked to deliver a financial reporting. The direct funding will be distributed in three payments, accordingly:

Acceleration Process payments distribution		€
M 1	1 ST pre-financing payment	10 000
M 5	Mid-term payment	10 000
M 10	Final payment	5 000

Funds will be disbursed to each awarded SME of the project. Teams will have to provide a breakdown of the distribution of funds among the SMEs in the team; only SMEs can be beneficiaries. It is important to note that European funding cannot be used to obtain any profit of the project execution. All projects will have to spend their provided funding during the timeline of the project execution and in the activities proposed.

17. What is the maximum funding a team can win?

A team formed by 2 or more SMEs, could receive up to 55 000€ per SME, up to a maximum of 110 000.

Maximum Funding per SME	€
Direct Funding	25 000
Innovation Services (by Consortium Partners)	15 000
Innovation Vouchers (by external 3 rd Parties)	15 000

18. What do Innovation Services (by Consortium Partners) include?

The consortium services will be delivered by the Cross4Health consortium partners. The following services are delivered:



- Business Plan Drafting and Elaboration
- Product design and development, Market and technology evaluation and analysis
- Regulatory assistance
- Coaching by SME owners
- Travelling to selected events
- Public funding leverage
- Private funding leverage

19. What does an Innovation voucher include?

The innovation voucher is an ‘allowance’ which can be used to purchase innovation services provided by third parties, from a list of qualified providers selected by the Cross4Health consortium.

- IPR Consultancy on Innovation protection and patenting;
- Regulatory assistance for transferring an Aerospace/Energy/ICT technology or know-how into the Health sector;
- Coaching by experienced SME Owners and qualified coaches;
- Technology transfer from Universities and Research Centres;
- Ethical and Legal Data Protection Support and Monitoring;
- Access to Large Scale Demonstrators

These services need to be discussed and agreed with the KAM before being hired; reimbursement of these costs will be done at the end of the accelerator period – all details are available in the [2nd Open Call for Applicants](#).

20. Can an SME submit more than one application to Cross4Health 2nd Open Call as main beneficiary but with different project ideas?

Yes, but only one will be funded.

21. Can an SME be a beneficiary in 1st OC and in 2nd?

Yes with 2 different projects. The 60k€ limit in provided support will apply, so a further financial validation of the assigned funding distribution will be necessary to ensure this condition.

22. Can an SME receive a prize and be a beneficiary in the Open Calls?

Yes. The 60k€ limit does not apply to prizes.

23. Can an SME submit a proposal to both Cross4Health and another INNOSUP project?

Yes, but the idea and the service being supported cannot be the same. Consortia managing INNOSUP projects will pay very close attention to avoid double funding.

24. How are documents to be submitted?

All documentation for Sub-Grant Agreement preparation is to be submitted electronically via email. The Cross4Health consortium may request translation of documents submitted in a language that cannot be processed by the consortium partners. Languages that can be processed: English, French, German, Spanish, Italian, Portuguese, Norwegian, Danish, Swedish, Finnish.

