



Cross4Health

Frequently Asked Questions

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Document History

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FAQ Open Call

1. What is Cross4Health about?

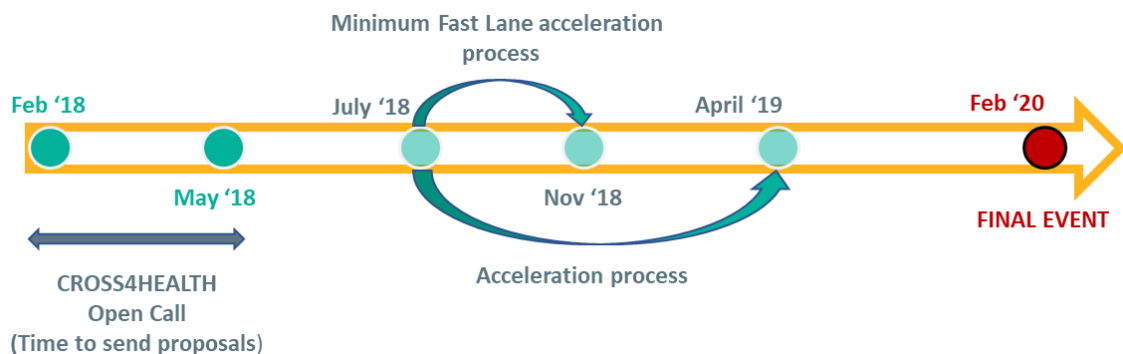
Cross4Health project aims at promoting and supporting collaborative health innovation solutions generated by Aerospace and Energy SMEs together with Health-related SMEs from sectors such as Biotechnology, ICT and Medical Devices. The goal is to unlock the collaborative potential of Aerospace and Energy SMEs 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?

Cross4Health project aims at implementing an innovation funnel approach via two Open Calls. Maximum 10 best ideas from small and medium-sized enterprises (SMEs) will be selected to enrol into an acceleration programme where each team will obtain support worth up to €60,000 per SME.

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

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



4. What are the challenges to tackle?

These are the three main challenges to be addressed in the 1st Open Call and are further detailed in the Guide for Applicants:

- **Provide safe remote care**
- **Optimised care environment of hospitals and other care institutions**
- **Faster process from sample to result**

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



5. How long will the Call be open?

Cross4Health first Open Call will open on 15th of February 2018 and close on the 16th of May 2018 at 17:00, CET (Central European Time).

6. What is a team?

A team is composed of, at least, two legal entities which must come from different countries and sectors of the value chain covered by Cross4Health. Teams must be led by an SME and composed of minimum two SMEs.

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.

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

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

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

To apply, you need to submit:

- Max. 10 pages application form
- A one-page Lean Business Canvas (as Annex I) for which a template is provided
- Max. 10 slides pitch
- Declaration of Honour
- A short video (2 min) presenting the team is not mandatory but highly recommended

English is the official language for the open calls.

All details on these documents are available in the Open Call [Guide for Applicants](#).

9. What are the criteria for eligibility?

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

- The Open Call is open to teams composed by, at least, two legal entities from different countries and sectors of the value chain covered by Cross4Health
- Teams must be led by an SME and composed of minimum two SMEs
- All team members must be based in an EU member or an H2020 associated country
- It is a requirement that teams demonstrate the implementation of ideas and solutions from aerospace and energy 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.
- 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 elsewhere 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



10. What is the evaluation process?

The 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)
- External Experts' Evaluation
Two external evaluators will review each proposal and in case of large difference in scoring a third one will be called upon.

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

1. Innovation of the idea (30 points)
2. Potential Impact (40 points)
3. Growth plan during and beyond and beyond Cross4Health support period (40)
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)

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. Ineligible proposals will not be contacted directly but the respective proposals will be marked in the Cross4Health portal.

14. What happens after being selected?

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

- Legal status: 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, Bulgarian, 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 July 2018 and last 9 months. During this time, a Cross4Health Key Account Manager (KAM) will follow and advise the team in designing a service package fit to their needs.

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

16. What is the Fast Lane Process?

The Fast Lane Accelerator follows the same structure than the normal accelerator, where the same support will be provided, but just in a minimum 5 months period. This Fast Lane Accelerator will be available for a maximum of 3 teams whom express interest in it and demonstrate sufficient maturity level. These teams will receive an additional €5,000 support per SME.

17. What means direct funding?

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 the team leader (an SME) of a project. Teams will have to provide a breakdown of the distribution of funds among the SMEs in the team; only SMEs can be beneficiaries.

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

A team formed by 3 or more SMEs, opting for the Fast Lane Acceleration Programme could receive up to €60,000 per SME, up to a maximum of €180,000.



Maximum Funding per SME	€
Direct Funding	25,000
Innovation Services (by Consortium Partners)	15,000
Innovation Vouchers (by external 3 rd Parties)	15,000
Extra Cash Fast Lane Accelerator	5,000

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

- Business Plan Drafting and Elaboration;
- Market and technology evaluation and analysis;
- EU funding consultancy, preparation of proposals to EU funding: SME Instrument, Eurostars, Fast Track to Innovation and others;
- Regulatory assistance for transferring an Aerospace/energy/ICT technology or know how into the Health sector;
- Coaching by experienced SME owners and qualified coaches;
- Partnering, networking and travelling to selected events.
- Company's evaluation on readiness for private capital
- Company's evaluation on readiness for public funding

20. 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
- Design of clinical trials and Health Technology Assessments
- Health technology design, manufacturing and usability assessments

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 Open Call [Guide for Applicants](#).

21. Can an SME submit more than one application to Cross4Health 1st Open Call as main beneficiary but with different project ideas?

Yes, but only one will be funded.



22. Can an SME be a beneficiary in this first Open Call and in the 2nd Open Cal?

Yes with two different projects. The €60.000 limit in provided support will apply, so a further financial validation of the assigned funding distribution will be necessary to ensure this condition.

23. Can an SME receive a prize in a Cross4Health event and be a beneficiary in the Open Calls?

Yes. The €60.000 limit does not apply to prizes.

24. 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.

25. 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, Bulgarian, Portuguese, Norwegian, Danish, Swedish, Finnish).

