First Open Call to access to the Cross4Health Acceleration Programme

GUIDE FOR APPLICANTS

This Guide for applicants contains the basic information needed to guide you in preparing a proposal for the first Cross4Health Open Call, and becoming a Sub-Grantee of the Cross4Health Project. It gives instruction on how to structure your proposal, how to submit it, and the criteria on which it will be evaluated as well as the way the selected projects will be managed.

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1. Cross4Health Overview

Cross4Health is a 2.5 year, €5 million project, funded by the European Commission Framework Programme for Research and Innovation Horizon 2020. During this period, a total amount of €3,5 million will be invested directly in SMEs, in order to foster collaboration, transfer of knowledge and opportunities among European SMEs coming from Aerospace and Energy leveraged on Biotechnology, ICT and Medical Devices sectors.

The mechanisms envisaged for ensuring this purpose are based on the concept of Open Calls and specific related events (Ideas Contest Events, Hackathons, Workshops, etc.).

During the lifetime of this project are foreseen:

- 2 Open Calls,
- 2 European Innovation Ideas Contest Events,
- 3 Hackathons,
- 1 Innovation Bootcamps
- Additional Workshops

This document explains how to prepare a proposal for the 1st Cross4Health Open Call.

2. First Cross4Health Open Call

The First Cross4Health Open Call will remain open from the 15th of Feb 2018 until the 16th of May 2018 at 17:00, CET (Central European Time).

Cross4Health **1st Open Call** is seeking project proposals looking into technology and know-how from the **Aerospace, Energy, Biotechnology, ICT, and Medical devices sectors** for the generation of innovative solutions for Healthcare.
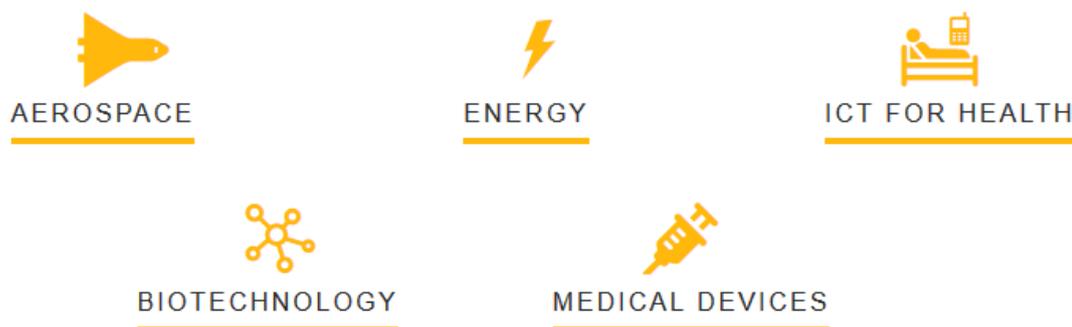
All applications must address one of the Challenges proposed for this specific Open Call, which can be found in section 4, later in this document.

By applying to the 1st Cross4Health Open Call, you will compete to get engaged in **the 1st Cross4Health Acceleration Programme**, where up to **10 projects (a maximum of 20 SMEs) will obtain support worth up to €60,000** per SME partner in the project (no restriction on the number of SMEs but funding is limited to max 180.000€ per project) and distributed as follows:

- **€25,000 in Direct Cash Funding per SME partner** (more information in sections 9).
- **Up to €30,000 Per SME partner in Innovation Services**: conceived as a seamless service package, including services provided by Consortium Partners and external providers (Innovation Vouchers), a unique value proposition for the selected projects and assigned as follows:
    - Up to €15,000 **Per SME partner** in Innovation Vouchers to be used in services provided by external providers validated by Consortium.
    - Up to €15,000 **Per SME partner** in additional services provided by Consortium Partners.
- **€5,000 additional cash funding per SME, for Projects joining the Fast Lane Programme,** which will be more mature and will be doing a demonstration in the course of the project

3. First Cross4Health Acceleration Programme

The whole **Acceleration Programme** will last a maximum of 9 months, indicatively, from **July 2018 to April 2019**. Plus, a maximum of 3 teams who request it and demonstrate sufficient capabilities and maturity level, could join a **Fast Lane Programme**, a minimum of five months of execution with intense support and the additional €**5,000** of support per SME participant involved in the demonstration. If you are willing to enroll the Fast Lane Programme you should specify this fact during the electronic application.

The Cross4Health acceleration programme is non-residential; all collaboration with teams will, a priori, be done remotely unless geographical proximity permits otherwise.
The following figure illustrates the timelines for both options.
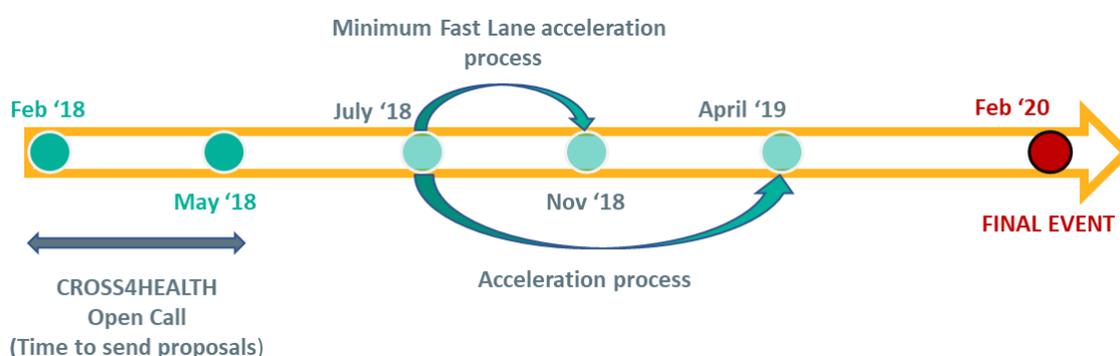
Figure 1: CROSS4HEALTH Open Call / Acceleration Programme Duration

Selected teams from the Open Call will become Cross4Health project Sub-grantees, and will be required to sign a **Sub-Grant Agreement** with the Cross4Health Project Coordinator. All documents that need to be submitted are listed in section 8. During the Sub-Grant Agreement definition, care will be taken to establish the milestones that each team is committing to fulfil, to ensure the alignment of deliverables and milestones. The 10-page proposal will become an attachment to the Sub-Grant Agreement.

Once all the administrative formalities are ready, teams will be able to benefit from all the Cross4Health support activities: Direct Funding, Innovation Services, Key Account Managers mentoring, webinars, etc.

As a first step, a Key Account Manager (KAM) will be assigned and will mentor and guide the team through the whole Acceleration Programme. Each KAM belongs to one of the Cross4Health Consortium Partner entities and will be carefully monitoring the project status. He/she will be discussing with the teams and making recommendations so as to align the innovation services with the specific needs of a given team, helping to setup the best possible service package for each team to deliver its objectives.

Secondly, the **Direct Funding** will be managed. It is perceived as an investment to help SMEs to achieve their planned milestones. It will be **equity free** and no cost reporting will be required. The budget earmarked is distributed in three payments and is subject to progress being achieved – for this, the teams have to submit mid-term and final reports on project advancement and milestones achievement.

Funds and support will be disbursed directly to each SME in the team, up to the established maximum of €60,000 per SME and €180,000 per project (as defined in section 2 above). Teams will have to provide a breakdown of the distribution of funds among the SMEs in the team; only SMEs can be beneficiaries.

Acceleration Programme payments distribution		€
M 1	1ST pre-financing payment	10,000*
M 5	Mid-term payment	10,000*
M 10	Final payment	5,000*
M 10	Innovation Voucher	Up to 15,000*

* Per SME

1. The first payment will be done once the Sub-Grant Agreement is signed and the first KAM meeting has taken place.

2. The second payment will be released after the mid-term report delivery and KAM validation.

3. The third and final payment will be made after delivery of the final report and subject to the KAM validation.

All along the Acceleration Programme, Sub-Grantees may use its assigned Innovation Vouchers and apply for services by external providers, as well as benefit from the services delivered by Consortium partners (Services delivery procedure is explained in detail in section 11). Sub-Grantees need to pay in advance the Innovation Vouchers, that will be reimbursed in M10 after all the requirements, explained in section 11, are fulfilled.

The different categories of Innovation Services offered during the Cross4Health Acceleration Programme are listed in Figure 2:

Innovation Services provided by Consortium Members	Third Party Vouchers provided by External Entities
• Business Plan Drafting and Elaboration; • Market and technology evaluation and analysis; • EU funding consultancy, preparation of proposals to 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	• 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

Figure 2: Innovation Services offered during the Acceleration Programme

By the end of the Cross4Health project' lifetime, there will be a **Final Workshop in Sweden**, where all the project teams involved in the Cross4Health Acceleration Programmes will be welcomed to attend. During this event, the best performing team will be awarded with the **Final Prize worth €8.000.**

4. First Open Call Challenges to tackle

This 1st Open Call is open to cross health solutions based on a combination of different sectors – the actual combinations are up to the SMEs that apply. These solutions should help meet the needs of health care providers in Europe. Connected care, innovations from aerospace and energy sector can be a catalyst for such solutions.

Based on the initial analysis of health challenges and subsequent interviews with Cross 4 Health cluster partners the following three key challenges are proposed:

1. **Provide safe remote care:**
    * *The challenge is to help patients to undertake shared management of chronic diseases in order to remain independent and active in their communities using connected care solutions along the continuum of care.*
    * Health innovations in aerospace and the oil & gas industry have the potential for crossover. Solutions might focus on: telemedicine/ telemetry; remote monitoring & diagnostic tools; satellite technology as a medical tool e.g. monitoring balance disorders, muscle disuse atrophy and reduction of immune response; related to this could be body monitoring based on aerospace

structural health monitoring technologies. For use in the health sector these solutions will need to be interoperable and secure. And the product and/or service should be accessible to individual consumers (patients and informal carers) and to institutional health care providers.

2. **Optimised care environment of hospitals and other care institutions**:
   - *This challenge is looking for solutions for more efficient care environments that support an approach to care that is predictive, preventative, personalised and participatory.*
   - As people age they become more frail and susceptible to chronic diseases and co-morbidities (e.g. cancer and diabetes) and need more efficient care environments.
   - Products and/or services that facilitate this might focus on one of the following: multiple source data management, improving resource allocation, digitalisation of processes, operating room automation, emergency and ICU optimisation, and preventive environments acting against e.g. healthcare related infections. In practical terms the benefits range from better informed clinical decisions to empowered patients and from more efficient care services to preventive healthcare environments.

3. **Faster process from sample to result:**
   - *The challenge is looking into solutions allowing for faster, more affordable, less invasive and more reliable sampling, testing and diagnosis.*
   - Currently, tests are often performed on complicated, bulky lab equipment that is time consuming and labour intensive. While this might be needed for some biopsy and sample types, we are looking for more affordable solutions that offer one or more of: less invasive blood and biopsy tests; faster delivery of risk-stratified results of testing at point-of-care; chain of custody solutions (between primary care and hospitals) that draw on radio frequency identification (RIFD) technology from the aerospace or energy sectors; useable mobile interfaces for clinicians to larger omics (such as genomics, proteomics or metabolomics) and imaging datasets generating more accurate treatment options for patients with rarer cancer conditions; and control tools to assist pre-surgery preparation for complex interventions.

It is also necessary to address the scope of these challenges at two levels:

Technical – In order to maximise the utility of aerospace or energy innovations for use in personalised care, these will need to be adapted through collaboration with partners in the Biotech, ICT or Medical Devices sectors.

We are especially interested in solutions that, to date, have shown good results under small scale pilots and are now ready to crossover or have crossed over but have not yet been tested in large-scale demonstrators. The former will need to create collaboration with a SME(s) from one of the health-related sectors while the latter will have already done this.

A minimum technology Readiness Level[1] (TRL) 5 in the sector (aerospace or energy) which the technology is being transferred **from**, is required i.e. proof of concept shows that the product/service works. Crossover to the health sector will likely mean that the product/service is starting again at a lower TRL in the new sector. C4H will help crossover collaborations at both stages of development to speed up end-user validation in health settings.

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[1]http://ec.europa.eu/research/participants/data/ref/h2020/other/wp/2016-2017/annexes/h2020-wp1617-annex-ga_en.pdf

Projects are expected to improve and arrive at a stage in which the innovative solutions are actually tested under real-life conditions; this should demonstrate the value of the cross-sectoral linkages and whether there is merit in supporting them to create new value chains.

Taking the above technical pre-conditions into account, solutions will be selected based on the excellence of the proposed idea to meet end-user needs when addressing the identified healthcare challenge and the potential to scale-up in the international market.

Business model – Your business model should show how you plan to scale-up your solution to ensure market readiness in your key market(s) and the maturity and the management capacity of the team to achieve this. Relevant primary or secondary markets will include the silver economy and institutional health care providers domestically and/or internationally. To help you achieve this, selected SMEs will be offered open innovation space coaching by Cross4Health partners and test beds.

Applicants need to engage one or more of these specific challenges in order to be an eligible candidate.

5. Who can Apply?

The following **eligibility criteria** must be complied to, in order to get through to the evaluation process:

- The Open Call is open to **teams composed by**, at least**, two legal entities which must come from different countries and sectors of the value chain covered by Cross4Health (entities can be SMEs or other organizations relevant to the technology cross-over).**
- **Teams must be led by an SME** (under de EU definition)[2] **and composed of minimum two SME's**, legally established as a business and **based in an EU member state** (Austria, Belgium, Bulgaria, Croatia, Cyprus, Czech Republic, Denmark, Estonia, Finland, France, 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 two SME's in the team, 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
- 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. In addition, the selection will be based on the excellence of the proposed idea to address the identified healthcare challenge, the maturity and the

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

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

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

CROSS4HEALTH also provides support for partner search and team building.
This can be done:

1) By attending the Cross4Health events where first-hand support and potential collaborators can be found.
2) By registering on the Cross4Health website, where a "Matchmaking Tool" is available and might lead you to collaborative partners willing to apply for CROSS4HEALTH Open calls.

A more detailed guide on how to register and use the matchmaking tool can be found at the end of this document (Annex II).

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6. How to Apply?

First Cross4Health Open Call will be launched on the 15th February 2018 and will be closed on 16th May 2018 at 17:00, CET (Central European Time).

All applicants must register on the Cross4Health website where they must complete their profile and upload all required documentation.

Applications must be submitted by the leading SME, who will also declare the consent of other team members' participation. However, all team partners must register at the Cross4Health website before applying.

The main steps to apply are as follows:

1. Register at the Cross4Health website (www.cross4health.eu) and complete the application electronically in English before May 16th 2018 **at 17:00, CET (Central European Time)**. All applications will be processed through the private website.
2. Check compliance with eligibility criteria for participating in the Cross4Health Open Call provided in this document (see section 5).
3. All the proposed projects should address one of the Open Call Challenges (see section 4), providing somehow solutions to the defined problems.
4. Prepare the electronic application - you will be able to update or revise your uploaded proposal until the closing date.
5. In case your team intends to opt for the Fast Lane programme, you should check the corresponding box in the electronic application form.

6. If there are ethical issues to be considered in your proposal, a specific box will need to be checked during the electronic application.
7. Submit a complete proposal via the Cross4Health private website.
8. Once your proposal is submitted and validated a confirmation email will be sent to acknowledge the application submission.

Applications will be submitted via the Cross4Health [website.](#) This application process involves the following aspects:

- 10 pages application form. It should detail the idea and overall concept, including the advance the proposal would provide beyond the state-of-the-art. In addition, the proposal should describe the technology and tools expected to be used, as well as the expected impact at European level. Finally, a work-plan must describe and explain the methodology and milestones to develop and implement the project within the acceleration period.
- 10 slide pitch deck. Briefly describing the project idea, much like a 'sales pitch'.
- Short video presenting the team. Not mandatory but highly recommended that teams upload a short video to present the consortium. Two minutes per company/entity is considered enough for presenting the team, key personnel involved in the project and the complementarity of the profiles.
- Declarations of Honour – each applicant has to sign one to certify that all information provided is correct. Applicants must also be fully committed to participate in the project and comply with the eligibility criteria.
- Declaration of an internal Consortium Agreement (CA). It is mandatory that all consortium partners sign between them a CA to establish the main rules, roles and obligations on the internal management of the project. It includes rules on dissemination and IPR issues.

English is the official language for the open calls. Submissions done in any other language will not be evaluated.

7. Evaluation Process

The **Open Call evaluation process** is structured as follows:

1) **Eligibility Check.** A first review will be performed by an Evaluation Committee, composed by Consortium Partners, whom will check the documents submitted, the compliance of call requirements in terms of scope, and teams' composition, etc.

2) **External Experts Evaluation.** Two external evaluators will review each proposal in a cross-national system, consisting of two non-local reviewers. In case of large difference in scoring a third one will be called upon. General rule, the two scores which are more aligned will be used but the Evaluation Committee will deliberate on more specific cases.

3) **Cross4Health Evaluation Committee** will oversee and validate the evaluation process, and will check there is no conflict of interest, fraud, double funding, or any partner exceeding the 60.000€ threshold. If there are ethical considerations, the proposal will be carefully studied, and an Ethical Voucher might be required.

Finally, the Evaluation Committee will develop a ranking list according to the results and will communicate the results to the Cross4Health applicants, via e-mail.

4) **Sub-Grant Agreement preparation process.** SMEs teams will need to validate their financial and technical operational capacity Teams will have to submit proof of: legal existence; financial statements; bank account data; founder's IDs; and declare they have an internal Consortium Agreement.

For the Sub-Grant Agreement preparation, all documents need to be submitted in a language that can be processed by the consortium, otherwise, some translations may be requested. Languages that can be processed: English, French, German, Spanish, Catalan, Italian, Bulgarian, Portuguese, Norwegian, Danish, Swedish, Finish)

The Open Call evaluation process is foreseen to be completely finished within a maximum of two months from the closing date of the Open Call. The consortium will undertake all possible efforts to publish the final resultsby mid-July 2018.

The full selection and evaluation process is described in the following Figure:

Figure 3: First Open Call Selection and Evaluation Process.

Independent External Evaluators selection is carefully done through another Cross4Health Experts Open Call. Among all the applications to become an Cross4Health experts received, the most relevant and reliable are selected and validated by the Project Management Committee. Moreover, all of them will be asked to sign a Declaration of Impartiality.

Each proposal will be evaluated base on the previously defined criteria. Evaluators will score and rank each proposal according to a grid consisting of a quantitative score for each evaluation criteria (Figure 4 and Figure 5).

	Criteria	Evaluation Marks (0 – 10)									
1	*Innovation of the Idea*										
1.1	Soundness and feasibility of concept and methodology	1	2	3	4	5	6	7	8	9	10
1.2	Progress beyond state-of-art; min TRL 5	1	2	3	4	5	6	7	8	9	10
1.3	The Applicants have a good understanding of the competitive environment they will realise their idea in	1	2	3	4	5	6	7	8	9	10
2	*Potential impact of the solution*										
2.1	Positive impact on targeted audience	1	2	3	4	5	6	7	8	9	10
2.2	Respect of the social sustainability, environmental sustainability, data ethics and privacy	1	2	3	4	5	6	7	8	9	10
2.3	Effectiveness of the exploitation measures proposed	1	2	3	4	5	6	7	8	9	10
2.4	Market opportunity	1	2	3	4	5	6	7	8	9	10
3	*Growth plan during and BEYOND the Cross4Health support period*										
3.1	Marketing strategy fitting to business plan	1	2	3	4	5	6	7	8	9	10
3.2	Revenue model is solid	1	2	3	4	5	6	7	8	9	10
3.3	Development barriers (legal/market/users' acceptance, etc.) well identified and mitigation measures proposed	1	2	3	4	5	6	7	8	9	10
3.4	Investment potential	1	2	3	4	5	6	7	8	9	10
4	*Short-term implementation plan for the Cross4Health support period (the upcoming 9 months)*										
4.1	Clear and realistic objectives	1	2	3	4	5	6	7	8	9	10
4.2	Soundness of milestones	1	2	3	4	5	6	7	8	9	10
4.3	Feasibility of the work plan	1	2	3	4	5	6	7	8	9	10
4.4	Added value from Cross4Health support is clearly explained and is adequate to the situation	1	2	3	4	5	6	7	8	9	10
5	*Fit with Cross4Health priorities*										
5.1	Proposal in line with the Cross4Health priorities and call challenges	1	2	3	4	5	6	7	8	9	10
5.2	Cross sectoral approach to the benefit of healthcare	1	2	3	4	5	6	7	8	9	10
6	*Team and competitive advantage*										
6.1	Management capability	1	2	3	4	5	6	7	8	9	10
6.2	Competitive advantage	1	2	3	4	5	6	7	8	9	10
7	*Overall impression of the idea and the presentation*										
7.1	Overall impression of the idea and the presentation	1	2	3	4	5	6	7	8	9	10
	FINAL MARK										

Figure 4: 1st Open Call Evaluation Criteria

Marking Scheme:

0		The pitch fails to address the challenge proposed or cannot be judged due to missing or incomplete information
1 - 2	**Very poor**	Criterion is addressed in an unsatisfactory way
3 - 4	**Poor**	There are serious weaknesses related to the criterion in question
5 - 6	**Fair**	The criterion is addresses broadly, but there are important weaknesses that need to be corrected
7 - 8	**Good**	The criterion is addressed well although several improvements are possible
9 - 10	**Excellent**	All significant aspects of the criterion in question are addressed successfully. Any possible defect found is minor.

Figure 5: 1st Open Call Marking Scheme

8. Administrative Duties

Selected SMEs will become Cross4Health Sub-Grantees.

Contracts with the Sub-Grantees will be managed by Cross4Health coordinator, Norway Health Tech. The administrative tasks for the Sub-Grantee, including activity reporting obligations and related documents will be provided during the negotiation and contracting phase.

Sub-Grant Agreement Preparation Process

Selected teams from Open Calls applicants will be requested to sign a Sub-Grant Agreement; the team leader shall sign the Sub-GA while the other team members sign an accession form to the Sub-GA to ease the process. The main objective of the Sub-Grant Agreement preparation is to validate financial and technical operational capacity from the SMEs teams, and to establish some minimum ground rules for receiving support from the Cross4Health project.

Each SME will have to submit proof of:
- Legal existence: registration, tax certificates
- Financial statements: P&L, Balance sheets (from previous year). In case it is their first year and their lack of previous balance sheet, no further information will be asked.
- Bank Account information
- Founders IDs

Existence of an Internal Consortium Agreement between the Sub-Granted Project participants (A Consortium Agreement Template can be found at:
https://cross4health.eu/opencall/C4H_1stOpenCall_ProposalTemplates.zip)

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, Catalan, Italian, Bulgarian, Portuguese, Norwegian, Danish, Swedish, Finish).

9. Funding Scheme

The following payment scheme will apply to the Direct Funding:

- The first €10,000 will be provided when the contract is signed and first KAM meeting has taken place.
- Based on the positive evaluation of the mid-term report, another €10,000 will be transferred by the Cross4Health project coordinator.
- The remaining €5,000 payment will be carried out following the formal approval of the final report and corresponding validation by the KAM
- Payment of vouchers is detailed in section 11 below.
- The extra €5,000 for the companies in the Fast Lane will be paid at mid-term, given sufficient progress by the team;
- Funds will be disbursed directly to each SME. Teams will have to provide a breakdown of the distribution of funds among the SMEs in the team; only SMEs can be beneficiaries.

10.   Results and Deliverables

Applicants must clearly indicate in their proposal the expected achievements from participation in the Cross4Health Acceleration Programme and propose milestones to follow-up progress. This information will be discussed and validated by the KAM, and used during the mid-term and final reviews, in order to receive the distributed payments.

No cost reporting will be necessary, but it will be compulsory to deliver a mid-term review and a final project report on project achievements, in order to receive subsequent payments.

11.   Innovation Services Delivery Model

All the selected SMEs entitled to receive Innovation Services will be allocated to a KAM (Key Account Manager) who will mentor and guide them through the whole process.

The assigned KAM will evaluate each project team needs and will recommend the most suitable services, provided either by Consortium or external providers, to overcome each project challenges or difficulties.

The Innovation support services offered by the consortium and external providers are listed in section 3 and will be managed in different ways:

1)   Innovation Vouchers, services provided by external providers:

All Services by external providers will be collected in a living catalogue, available in the Cross4Health private website. To receive these services, SMEs will need to:

1. Negotiate the exact type, duration, scope, cost and expected result of the services provided.
2. Submit a 2 pages request detailing the selected service to their KAM, whom needs to validate it before the service is contracted.
3. Once the service is provided, SMEs need to submit a Short report of results and impact achieved on the project, compared with the expected ones to the KAM for validation.

At the end of the acceleration period, each SME submits a cost claim with a compilation of the services hired from external providers, accompanied by invoices and proofs of payment. A template will be made available for this purpose.

Once the documents have been validated the Cross4Health project coordinator will transfer the money to the SME.

A maximum of €15.000 in innovation vouchers (external providers' services) is foreseen. If the selected services exceed this amount, the difference will be covered by the SME. Teams can bundle their innovation vouchers and source one service which is of value to the whole team – each SME still has to make their individual cost claim as mentioned above.

If an SME decides to receive services by consultants or entities not included in the Cross4Health catalogue, they will need to present an extra document explaining their decision to the KAM. The extra-catalogue service provider will be reviewed by the Monitoring Committee and, if validated, subsequently included in the living catalogue.

2) Additional Services provided by the Cross4Health Consortium:

Assigned KAMs will belong to one of the Cross4Health Consortium Partners entities. Its mentoring and guidance is considered as part of the Consortium Services. Based on the needs of the sub-granted projects the KAM will assist the SME to access services provided by Cross4Health consortium partners. A non-exhaustive summary of these services will include:

- Business Plan Drafting and Elaboration;
- Market and technology evaluation and analysis;
- EU funding consultancy, preparation of proposals to 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 coachers;
- Partnering, networking and travelling to selected events.
- Company's evaluation on readiness for private capital
- Company's evaluation on readiness for public funding

12.   Other Considerations

The maximum support that an SME can receive as a Sub Granted EU project is 60.000€ in total. This limit does not apply to prizes. This limitation has to be seriously taken into account during the team building process. If any of the partners is likely to breach this funding threshold, the whole team will be rejected during the Evaluation Process.

Data Protection

Cross4Health partners are committed to protect and respect applicants' privacy. The personal data collected in the context of the present Open Call will be processed in accordance with the Data Protection Directive 95/46/EC with regard to the processing of personal data and on the free movement of such data. Applicants files will be retained in Cross4Health archives until the end of the project activities for which the applicants submitted a proposal idea. It is possible to exercise your access, rectify, cancel or opposition rights through the private profile of the entity (delete profile) or by contacting Cross4Health data controller by sending an email to info@cross4health.eu.

Useful Documents:

All the Open Call Templates can be download as a package in the following link:
https://cross4health.eu/opencall/C4H_1stOpenCall_ProposalTemplates.zip
The Open Call Templates package contains all the following documents:

- Open Call Proposal Template
- Open Call Lean Canvas Template
- Open Call Pitch Deck Template
- Open Call Declaration Honour Template
- Open Call Consortium Agreement Template

All relevant documentation for the Open Call can be download as a package in the following link:
https://cross4health.eu/opencall/C4H_1stOpenCall_BasicDocumentation.zip

This Open Call Documentation package contains all the following documents:

- Open Call Summary
- Open Call Fact Sheet
- Open Call Guide for Applicants

The Open Call Guide for Applicants itself can be download at:
https://cross4health.eu/opencall/C4H_1stOpenCall_GuideForApplicants.pdf

Questions?

Please check out the FAQs document in the Cross4Health website or download it from:
https://cross4health.eu/opencall/C4H_1stOpenCall_FAQs.pdf

The mere fact of participating in this Open Call means that the participants knows and fully accepts the present rules.

ANNEX I: Cross4Health Open Call Registration Guideline

1. Register at Cross4Health website:

In this section, it is explained how to register your organization on the Cross4Health website. If you are already registered on Cross4Health website you can go directly to the next section (Apply for the 1st Cross4Health Open Call). Otherwise follow the steps described hereunder.

If you are a new user and you do not have access to the CROSS4HEALTH private website:

I.   Enter the following URL address in your web browser:
        https://cross4health.eu/private/login.html
II.   Click on the "LOGIN" button in the top-left corner of the screen.
III.   In the LOGIN Cross4Health screen displayed, click on the "Register HERE" link, as shown underneath.
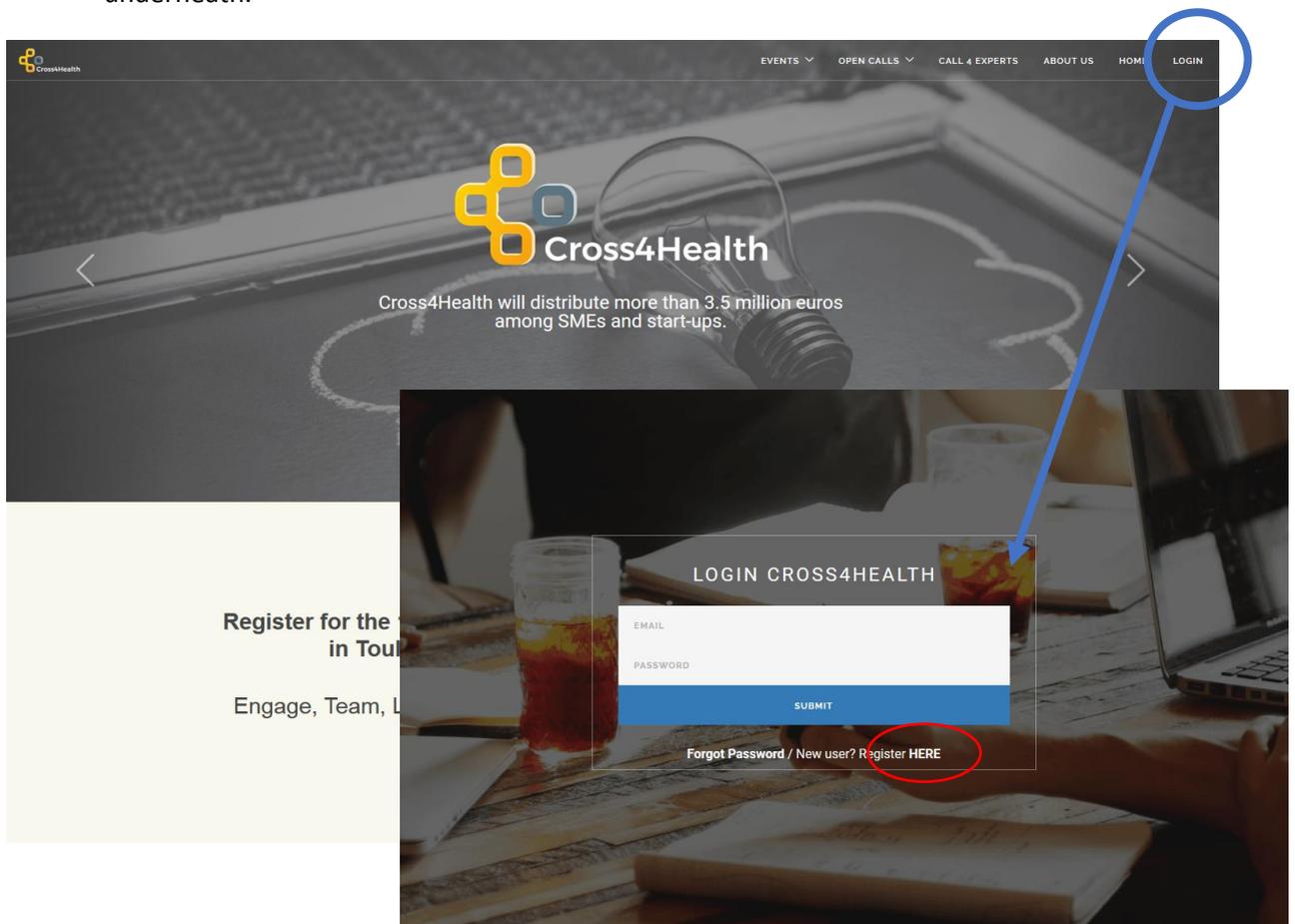
IV.   In the CROSS4HEALTH REGISTRATION screen displayed, fill in all the fields in order to create your new Cross4Health account and click on the "SUBMIT" button.

V.   Automatically you will receive a confirmation e-mail with a link and a button. After clicking either of them you will be redirected to the CROSS4HEALTH LOGIN website.

VI.   After logging in at the Cross4Health website a "COMPLETE REGISTRATION" form will display. Please fill in all the mandatory fields, marked with a *, and click "SAVE".

VII.   Once you have completed your registration and after your details validation, you will receive a confirmation email allowing to access the Cross4Health private website.

2. Apply for the 1st CROSS4HEALTH Open Call:

Applications for the 1st Cross4Health Open Call have to be submitted electronically through the CROSS4HEALTH website: https://cross4health.eu/opencall.html

There are two menu options to access the Open Call Application website:

a) At the top of the home screen, in the menu bar, select the "Open Call" option and click on the "APPLY NOW" button. If you are already logged in you will access directly to the Open Call application screen, if not you will be asked to log in first.

b) Log in at the CROSS4HEALTH website with your username and password to access the mane page of your private area. There you will find a reminder of the time left to apply for the 1st Open Call and an "APPLY NOW" button.

c)
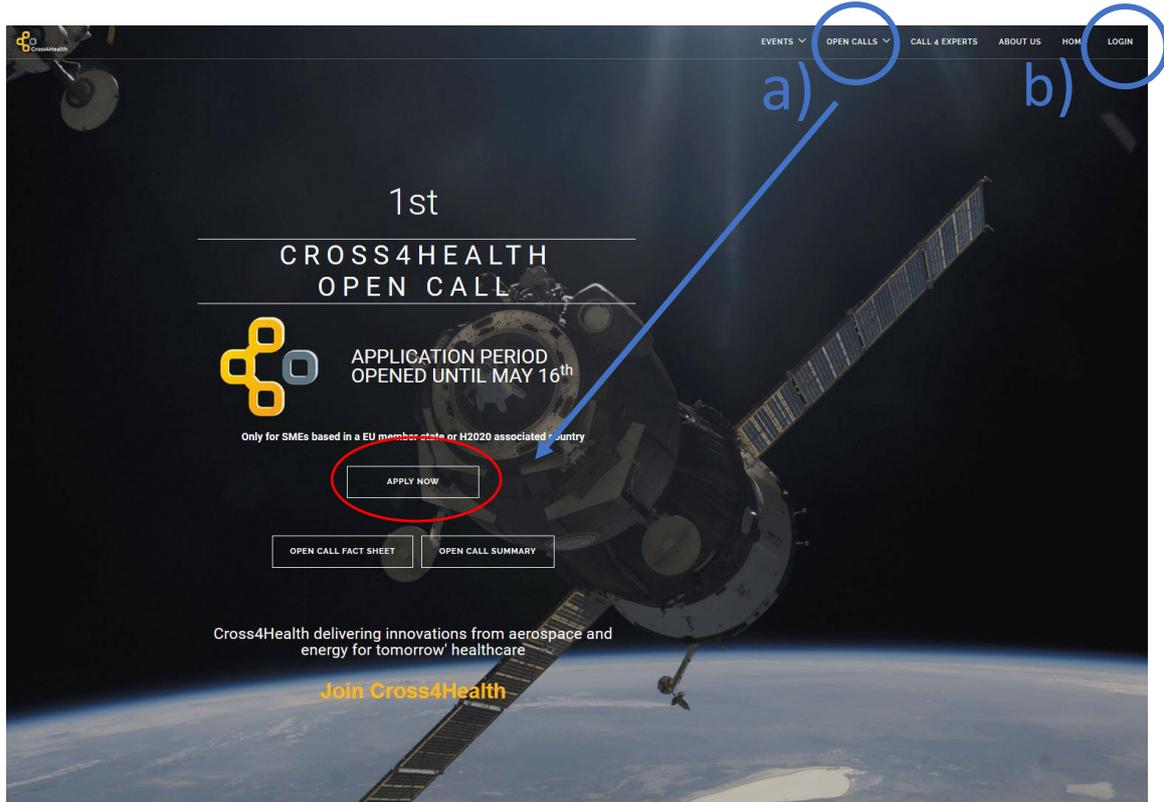
Once you are logged in and after clicking the "APPLY NOW" button, you will be redirected to the 1st Open Call application webpage.

In order to submit your application, you need to fill in the formulary, upload the documentation and click on the "Submit" button. Do not forget to mark one or both checkboxes in case is necessary:

- ✓ The "Fast Lane checkbox", in case you want to access the 3-month Acceleration Programme.
- ✓ The "Ethical Issues checkbox" if you project involves any ethical issue.

At this screen, you can also upload all the required documentation:

I.   Proposal: A PDF document containing the 10 pages application plus the Lean Canvas as Annex I. (5MB maximum)

II.   Pitch Presentation in PDF (5MB maximum)

III.   Video file (20 MB maximum and with .avi or .mp4 extensions)

IV.   Declaration of honour signed and in PDF (5MB maximum)

Once the form is filled in and the documents uploaded, click on the "Submit" button.

You can modify your application details and documentations as many times as you want until the closing deadline.

ANNEX II: CROSS4HEALTH Matchmaking Tool Guideline

After logging in, you will access to your private site, where you can select between two sections. One of them is called "My Matchmaking" and on it you can:

- I.   Announce your entity or project in order to be contacted by other users,
- II.   Search for a project to collaborate with
- III. Search for a user, potential partner to team up with.
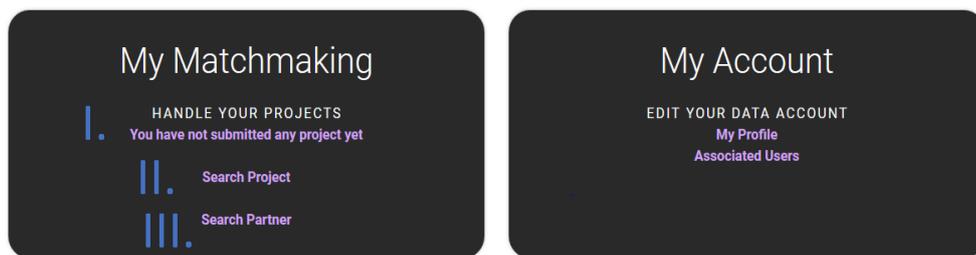
I.   PUBLISH YOUR IDEA

By clicking on "You have not submitted any project yet" you will access to a screen where you can publish your idea. This can be done by fulfilling all the requested details. This will give you the option to be found by other possible partners.

II.   SEARCH PROJECT
III.   SEARCH PARTNER

You can directly search for a project /partner in order to set up the most suitable and competitive team to apply for the Open Call. This tool gives you the option to search through different parameters:

PROJECTS can be sought by:
-   Country (User Countries of origin)
-   Partner Desired (End User, SME, Other)
-   Event (C4H Events)
-   Topic (Challenge applied to)
-   Introducing a: Name or Key words

PARTNERS can be sought by:
-   Country (User Countries of origin)
-   Organisation Type (SME, Start-Up, Other)
-   Sector of the User (Aerospace, Energy, ICT, etc.)