InnoMatch
Powered by EIC BAS Innovation Procurement Programme

Unlocking AI & Digital Health Innovation with Medtronic Iberica

Combined with an info session for OC2 for EIC Awardees

12 March 2026

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AGENDA

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01 **EIC Innovation Procurement Programme: InnoMatch & SPIN4EIC**

02 **Open call for EIC Awardees**

03 **MATCHMAKING: Innovation challenge: Unlocking AI & Digital Health Innovation, Medtronic Iberica**

04 **Q&A**

Housekeeping Rules

This webinar will be **recorded** & uploaded on the InnoMatch website

All participants are **muted during the presentation**

Ask your questions in the **Q&A part**

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01

InnoMatch in a nutshell

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InnoMatch Concept

InnoMatch

InnoMatch is a component of the **EIC Innovation Procurement Programme** and aims to facilitate the faster commercialization of cutting-edge technologies through procurement. InnoMatch will run for 36 months, starting from September 2024.

InnoMatch will support the **pilot testing** or **proof-of-concept demonstration** of innovative solutions provided by **EIC Awardees** for **Buyers** (public and private customers). Each pilot will run for 6 months.

38 pilots will be selected through a competitive process. InnoMatch will launch 3 types of Open Calls, providing 2.28M EUR in total, or **60K EUR per pilot.**

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BUYERS
(public or private)

EIC AWARDEES

Innovation challenge
(Buyer)
Tailored solution
(EIC Awardee)

Open Calls:
Pilot a solution with **60K€**
(EIC Awardee)

InnoMatch Programme
Expert Support

HIGH POTENTIAL FOR ADOPTION

COMMERCIALISATION

InnoMatch: de-risking innovation procurement!

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InnoMatch Benefits

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EIC Awardees

- Access to strategic customers
- Test, improve & validate solution
- **Potential early adoption**

BUYERS

- Address free of charge your innovation challenge(s)
- Collaborate with top-notch innovators
- **Risk mitigation**

FINANCIAL SUPPORT (60K EUR per PILOT / PoC) granted to the **EIC Awardee**

IN ADDITION

- **Matchmaking**
- Networking & Engagement
- Promotion & Visibility
- Growth services & Expert Support

InnoMatch Partners

InnoMatch

CONNECT WITH US

innomatchproject.eu
@innomatchproject
https://ec.europa.eu/eusurvey/runner/SPIN4EIC_NewsletterSubscription

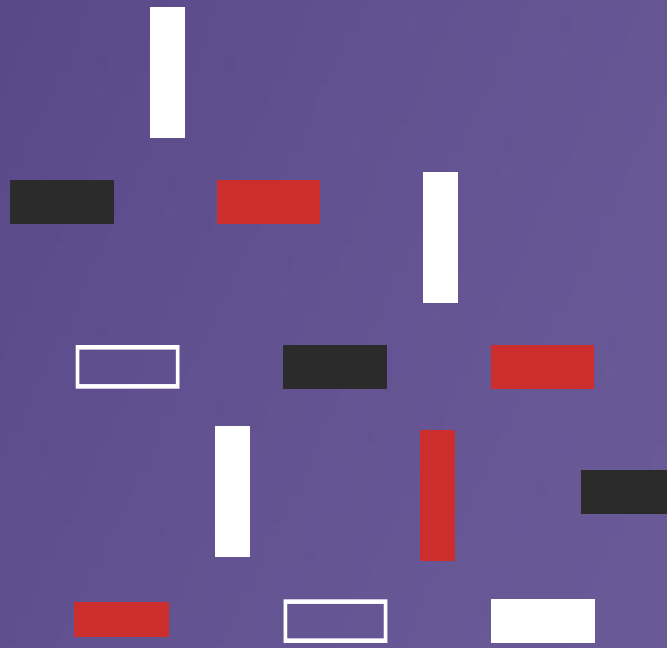
Deloitte. intellera consulting CORVERS COMMERCIAL & LEGAL AFFAIRS ICLEI Local Governments for Sustainability

European Innovation Council

SPIN4EIC

Strategic Innovation Procurement

an EIC Business Acceleration Services Programme



European Innovation Council

SPIN4EIC: OVERVIEW

DEMAND

Pitching events

Private

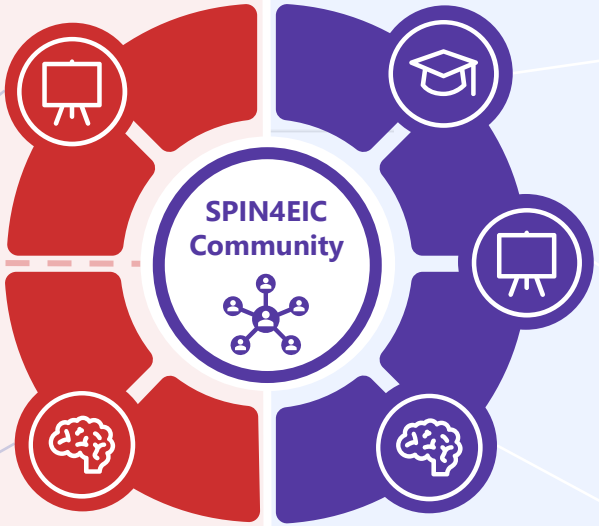
For Private and Public procurers;

- **Identification** of relevant procurers and development of a **common challenge**
- **Matching** EIC Awardees with buyers' needs based on the defined challenges

Assistance to public procurers

Public

- Identification and assessment of the **needs** of the public procurer
- Support with conducting an **open market consultation**
- Support in the drafting of **tender documents** and building a **business case**



SUPPLY

Academies and Toolkit

- Organisation of **online Innovation Procurement Academies** to boost innovation procurement knowledge and skills in the **European and Global** contexts
- Building and sharing a **toolkit on innovation procurement** to be accessible on the SPIN4EIC **Helpdesk**

Pitching events

- **Selection** of EIC Awardees to match procurers' needs and challenges
- Provision of **pitching coaching** and feedback on **pitch decks**

Assistance

- Identification of European and international **opportunities** matching EIC Awardees' solutions
- Assisting EIC Awardees **throughout the tendering cycle** (guidance on elaboration of tender strategy, storyline, pipeline management, opportunities follow-up and feedback loops, IP and legal matters, etc.) based on tailored needs of each assisted EIC Awardee

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SPIN4EIC: WHAT'S IN IT FOR YOU?

EIC AWARDEES

Assistance

Receive free of charge **tailored support** for your **innovation procurement needs**!

- **Market scans** to identify tenders
- Identification of **relevant buyers and partners**
- Support **with legal, contractual and IP-related matters**
- **Quality check** of bids
- Coach/preparation **with pitching** proposals

Sign up **here**.

Academies

Learn to **leverage innovation procurement** to scale up your business!

- Hands-on training programme on **innovation procurement**
- Fully online on **20-22 April 2026**

Day 1: Deep dive into **innovation procurement fundamentals**, including navigating legal frameworks

Day 2: Bringing down barriers through innovation procurement **cases studies**

Day 3: Discover **Asian Markets** and key insights for a successful market entry

Sign up **here** by **27th March**.

BUYERS

Support to buyers

Access a network of more than **6000** of the most **innovative startups** in Europe!

Get **connected with start-ups** via the SPIN4EIC **LinkedIn Group**

See our Catalogue to discover a selection of solutions offered by **EIC Awardees**

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Thank you!

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02

Open call for EIC Awardees
What is in it for you?

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InnoMatch Open Call for EIC Awardees

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MATCHING

OC2 BUYERS

Selected 4 unmet innovation needs

- Buyers Capacity Building
- Buyers Aggregation
- Challenge definition
- **MATCHMAKING**

OC2 EIC Awardees

Aims to select 4 pilots / PoCs

4 innovation challenges / buyers

PILOTING
InnoMatch Programme

PREPARE
Alignment of expectations & requirements

DEPLOY
Pilot rollout & continuous evaluation

ASSESS
Reflect on pilot results & achievements

MAXIMISE GROWTH
Buyers post-pilot plan

EIC Awardees commercialization plan

6 MONTHS

12 MONTHS

Open Call for EIC Awardee + Buyer | wave 2

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1	APPLY BEFORE	**17 April 2026** - 17:00 CEST
2	APPLICANT	**Horizon Europe EIC Awardees**
3	AWARDED	**4 pilots / PoCs**
4	FINANCIAL SUPPORT	**€60,000** (lump sum)

Who can apply?

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Horizon Europe EIC AWARDEE

EIC Pathfinder	EIC Transition	EIC Accelerator	EIC Prize winner

- ✓ Single legal entity
- ✓ Signed contract under any of the **Horizon Europe** EIC initiatives
- ✓ Must be able to bring the innovation to the market

EVALUATION CRITERIA

1	**ALIGNMENT & IMPACT**	Applications must align with the Open Call objectives. Solutions must be focused on solving the targeted innovation challenge of the Buyer.
2	**EXCELLENCE**	Applications must demonstrate the technical soundness of the proposed solution related to the challenge. The applicants must elaborate on its feasibility, scalability, and present an overall measurement model
3	**COMMITMENT**	The applicant must explain how the challenge aligns with their business strategy and their interest in pursuing commercialization after pilot end. A specification of the TRL related to the proposed solution to be provided.
4	**TEAM & IMPLEMENTATION**	Applicants must show evidence that the team has the necessary skills, infrastructure and management experience to implement the pilot in the defined timescale and budget, and to further facilitate the commercial exploitation of the solution.

4 Buyers' challenges in 4 thematic areas

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- Agriculture, Food & Beverages
- Energy, Environment, Sustainability
- Digital Transformation, AI
- Health & Life Sciences

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Documentation

Documents at application stage

- Guidelines for applicants
- Application form
- Proposal template

Documents in case you are selected

- Sub-Grant Agreement template
- Action Plan template
- Memorandum of understanding template
- Declaration of Honour (DoH)
- SME Declaration

Open Call Indicative Timeline

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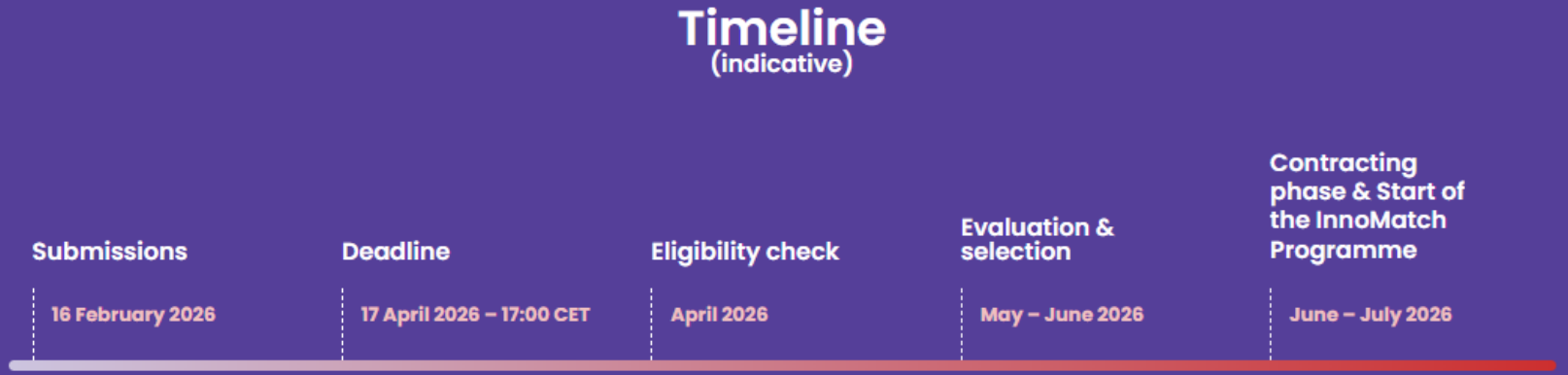

Open Call Tips

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Download and carefully read all **open call documents**.

Double check for any potential **conflict of interest**.

Make sure there is **no double funding** for the same solution / proposal.

Do not forget to **attach** your Proposal template and a signed Commitment letter from the buyer.

Submit online through the **F6S Platform**

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03

MATCHMAKING

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Matchmaking session

Unlocking AI & Digital Health Innovation with Medtronic Iberica

Donat THERY, Digital Health Portfolio Manager

12 March 2026

Medtronic

InnoMatch

EurAsia MedTech

- Medtronic is world's largest medical technology company
- +95,000 employees in more than 150 countries

Our Mission

"... alleviate pain, restore health, and extend life."

Our therapies

Our therapies and solutions span four areas to treat more than 70 conditions of the human body.

Cardiovascular

Surgical Innovation

Neurosciences

IHS business division

(Integrated Health Solutions)

- Service and solutions beyond the device
- Pathway optimization programs based on digital health technologies
- **250 strategic accounts** in Europe

$2.7B
R&D spend

200+
Clinical tests
FY22

49,000+
Patents
from our portfolio

11,600+
Scientists and Engineers

2 patients
Every second

78M+
Patients served

Meet the Team

InnoMatch

Donat Théry

Digital Health Portfolio Manager (Paris, France)

Claudia Navarro

Innovation Project Manager (Barcelona, Spain)

Jorge Posada

Innovation Portfolio Manager (Madrid, Spain)

Alicia Panadero

Innovation Project Manager (Madrid, Spain)

The healthcare settings face significant challenges and changes

2050: 30% 65y+ [1]

Shortage of workforce[2]

Need for change

Adopting tech-driven care models is now a matter of survival for healthcare systems

1)- Ageing Europe; https://ec.europa.eu/eurostat/statistics-explained/index.php?title=Ageing_Europe_-_introduction#:~:text=During%20the%20next%20three%20decades,to%20reach%2029.4%20%25%20in%202050.
2) https://www.euhalliance.eu/rethinking-healthcare-systems/

The healthcare settings face significant challenges and changes

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The problem

Despite the explosion of IoT and digital biomarkers, innovation is trapped in isolation.

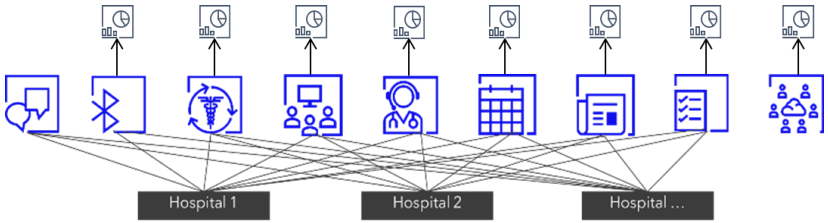
- **Data Exhaustion**: we have massive volumes of data but lack the predictive insights to make it actionable.
- **The Silo Barrier**: most digital therapeutics operate in a vacuum, making integration into clinical workflows complex and non-scalable.
- **Fragmented Impact**: great AI tools often fail because they can't "talk" to hospital IT or other sensor ecosystems.

Cost of inaction is measured in lives and euros

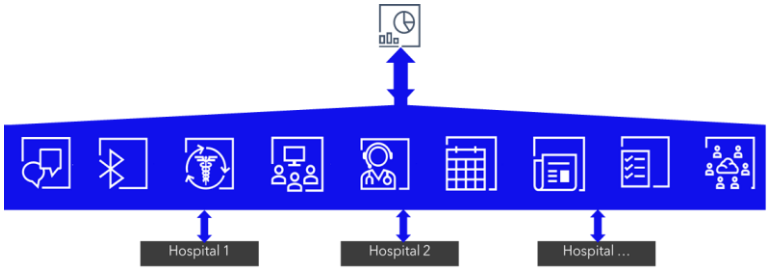
- **Mortality Gap:** Cardiovascular Disease (CVD) causes **32.7% of all EU deaths**—far outstripping cancer.
- **Economic Weight:** CVD costs the EU **€282 Billion annually**.
- **Resource Crunch:** Clinicians are drowning in fragmented data while hospitals face unprecedented operational pressure.

Our answer to this fragmentation: integrated and open ecosystems

- Change complexity and resources required to transform are too large for one player alone to manage
- A collaborative approach across care pathway is vital to break down data silos and enable true precision health
- Medtronic IHS built in partnerships with other key stakeholders, an integrated and open ecosystem of digital health solutions relying on a platform named Cortex



Current state



Future state
with Cortex ecosystem

RPM for cardiovascular disease

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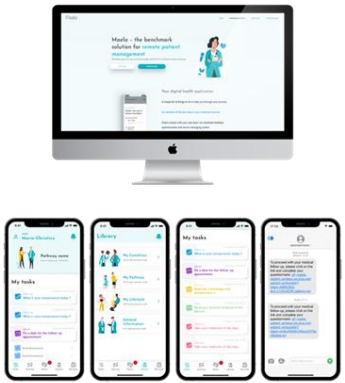
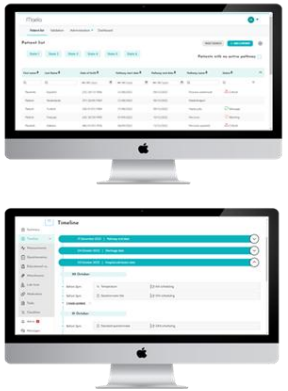
Patient interface
App, Web, SMS



Patient management interface
Patient status review and ad-hoc action



GetReady
Medtronic IHS's remote monitoring platform

PrediHeart

Unlocking the power of data for proactive heart health

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Integrating interoperable biomarkers—captured through IoT devices, AI-driven ECG analysis, and agentic or conversational AI—into GetReady platform to advance precision health in cardiovascular care, transforming raw data into actionable insights for earlier, personalized interventions.

How to measure success?

- Technical scalability: successful technical integration within the GetReady platform, demonstrated potential for reuse in others customers/disease areas
- Clinical outcomes: reduction in unplanned hospital readmissions, early detection of patient deterioration
- Increased operational efficiency
- Strong patient and clinician experience

Functional and Technical Requirements

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- Already demonstrated clinical value
- Already adopted by some key customers
- CE marked technology
- SaaS technology based scalable cloud hosting solution. Using a sovereign EU cloud would be a plus.
- Interoperability based on standards
- Compliant with GDPR regulations.
- Security measures implemented to protect personal health information (including data encryption)

Benefits

- Opportunity to be integrated in Medtronic portfolio and strategic assets of digital health solutions sold to a network of +250 strategic accounts in Europe
- Access to Medtronic IHS digital health infrastructures
- Dedicated project lead, support on data governance and clinical validation expertise
- Medtronic promotes the co-development and co-investments in terms of innovative technologies. Some strategic partnerships could be considered if the pilot is considered as a success as per defined in the criteria of success
- 60K€ grant for pilot funding

Ready to join forces on making precision health a reality for patients and hospitals?

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Q&A

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