

# MEDVIA

The innovation cluster for better health



## Project call 2024.2 Launch

**MEDVIA Innovation & Strategy Team**

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Idea?



Need funding?

# Contact MEDVIA team



Véro Van der Elst



Walter Van der Eycken



Liz Renzaglia



Rita Prota



Isabelle François

# Agenda



- Who is MEDVIA
- Different funding opportunities
- Grant types
- Procedure
- Templates & timing

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# Who are we?



Launched in  
1 September 2021



Public-private  
partnership (50/50)



Industry-driven &  
membership-based  
organization



Drive health  
innovation via  
funding and services



All stakeholders of  
the healthcare value  
chain

## Spearhead cluster health innovation



The Four Ds:  
developed, devices, diagnostics and digital technologies



# Our primary goals



Establish a leading health innovation **ecosystem**, integrating all stakeholders



Connect industry with **end-users**, including patients and care organizations



Support and boost **economic opportunities** for companies based in Flanders



Accelerate development & implementation of **healthcare solutions**



Facilitate **collaboration, break down silos** in the healthtech ecosystem



Connect and collaborate with health ecosystems **in Europe and around the world**

# Bespoke services and earmarked funding

What we do	How we do it
➔ Project funding	<ul style="list-style-type: none"><li>• Regular calls for <b>earmarked funding</b> (VIAIO grants) – 9M/yr</li><li>• VIAIO funding is a vital stepping stone, paving the way for securing federal funding, EU grants and other international funding sources</li></ul>
➔ Collective problem-solving	<ul style="list-style-type: none"><li>• Addressing joint challenges: via <b>strategic initiatives</b> (ATMP, digital health), MDR/IVDR, investment, reimbursement, international market entry, ...</li></ul>
➔ MEDVIA Academy	<p><b>Training</b> &amp; education</p> <ul style="list-style-type: none"><li>• Internationalization (eg US market)</li><li>• Funding &amp; investment (eg non-dilutive &amp; VCs)</li><li>• Ideation, pitching, grant writing, ....</li></ul>
➔ Visibility & networking	<ul style="list-style-type: none"><li>• Flagships <b>conferences</b>, member-only &amp; partner events</li><li>• Communication channels (website, newsletter, social media, news media, partnerships with BioVox, Biocentury, ...)</li></ul>
➔ Partnering & matchmaking	<ul style="list-style-type: none"><li>• <b>Building the right project consortia</b>, both locally and internationally</li><li>• Crossover industry &amp; care matchmaking</li></ul>



# 2024 – Earmarked Funding VLAIO

- Cross-year open call
- #3 organizations
- Supported by our team



Véro Van der Elst



Walter Van der Eycken



Rita Prota



- Value based efficient healthcare



- Personalized medicine



- Disruptive health solutions



- Digital medicine/health



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# 2024.2 MEDVIA Funding Opportunities VLAIO

## Funding opportunities

- **Open Call**
- Joined funding by BioWin (\*)
- Extra inter cluster funding (\*)

(\*) Contact us for more details

## Summary of key criteria

- Match MEDVIA strategy
- Involve MEDVIA member
- Grant possibilities: feasibility / O&O / ICON / **cSBO / TETRA / COOCK**
- Match VLAIO grant criteria

# 2024.2 MEDVIA Funding Opportunities

## Funding opportunities

- **Open Call**
- Joined funding by BioWin (\*)
- Extra intercluster funding (\*)

(\*) Contact us for more details

## Open call

- Upfront sparring with MEDVIA and VLAIO to
  - Validate strategic match & grant type
  - Receive support for next steps
- **Shorter** project process flow

# 2024.2 MEDVIA Funding Opportunities

## Funding opportunities

- Open Call
- **Joined funding by BioWin (\*)**
- Extra intercluster funding (\*)

(\*) Contact us for more details

## Joined funding with Biowin

- Flemish – Walloon partnership for funding
- MEDVIA & BioWin criteria & special procedure
- Thematic focus: ATMP or Health Data

## 2024.2 MEDVIA Funding Opportunities

### Funding opportunities

- Open Call
- Joined funding by BioWin (\*)
- **Extra intercluster funding (\*)**

(\*) Contact us for more details

### Joined funding with other Flemish clusters

- Clusters: Catalisti, Flux50, VIL, Flanders' Food, Blauwe Cluster, Flanders Entertainment Valley
- Dedicated funding line
- MEDVIA + cluster members
- Procedure according to leading cluster



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# All grants need to match the MEDVIA strategy



## Matching MEDVIA strategy

- Innovation involves cross over activities
- At least 2 out of 3 domains are involved
  - Biotechnology
  - Digital technology
  - Medical technology

# MEDVIA consortium R&D/ feasibility



(\* ) See call description for more details

## **Research project**

Activities aimed to build new knowledge, expertise and skills using a systematic approach.

Goal = to use the new knowledge to develop new products, processes or services or to significantly improve existing ones

## **Development project**

Activities that use existing knowledge, expertise and skills.

Goal = to create plans, designs and prototypes of new, altered or improved products, processes and services

## **Feasibility study**

Preparation of an ambitious fundable, innovative follow-up trajectory (within or outside VLAIO funding channels)

Not a small R or D project

# MEDVIA consortium **R&D/feasibility**



(\*) See call description for more details

## Eligibility for funding (\*)

### VLAIO criteria

- Funding limited to Flemish partners
- Research partners paid in full by others
- No OIM partners

### MEDVIA criteria

- Min 3 companies (for/non-profit) of which 2 in Flanders
- Min 1 MEDVIA member

### VLAIO Funding for Flemish partners

- Companies: 25%..60% subsidy/partner

### NOTE

- Feasibility studies and development project < 500 kEUR subsidy => no external experts used to evaluate (in general)
- Research project: max. 3 yrs, 100k€ - 3M€
- Develop. project: max. 2 yrs, 25 k€ - 3M€
- Feasibility project: max. 1 yr, 50k€/partner

# MEDVIA cluster SBO (cSBO)



## Specifics

- Independent, innovative research with the potential of economic or societal applications
- Goal: building new knowledge in order to start a dialogue between research centers and enterprises
- Projects that fit within the MEDVIA trajectory, results will contribute to the strategic roadmap of MEDVIA
- Need for a 'begeleidingscommissie' (advisory committee)

(\* ) See call description for more details

# MEDVIA cluster SBO (cSBO)



(\* ) See call description for more details

## Eligibility for funding (\*)

### VLAIO criteria

- At least 2 research groups of at least 1 Flemish research institute
- Imec, VITO, VIB, Flanders Make, VLIZ, UC: in collaboration with at least 1 research institute
- Hospitals = companies

### MEDVIA criteria

- Min. 3 MEDVIA members in advisory committee

### NOTE

- 4 yrs
- 100% subsidy
- Max. 500 k€/legal entity/year
- Max. 3M€
- Companies: subcontractor



## MEDVIA consortium **ICON**



(\* ) See call description for more details

## Eligibility for funding (\*)

### **VLAIO** criteria

- Min 3 industry partners
- Min 1 research partner
- Mandatory dissemination by research partner
- No OIM partners

### **MEDVIA** criteria

- Min 3 companies (for/non profit) of which 2 in Flanders
- Min 1 MEDVIA member

### **VLAIO Funding for Flemish partners**

- Companies: 25%..60%
- Research partners: 100%

### **NOTE**

- Independence of generic research!
- Need for advisory committee
- 2-4 yrs
- Max. 3M€ for company part
- Budget research partner: see cSBO

# MEDVIA COOCK+



(\* ) See call description for more details

## Specifics

- Translation and valorization of research results by accelerating the introduction of technology and/or knowledge to a large group of organisations
- Final results need to benefit (a specific part of) the MEDVIA ecosystem
- Part A: funded
- Part B: organization specific actions to evaluate knowledge, analyse, test
- Projects can still involve some research, but can not compromise dissemination

# MEDVIA COOCK+



(\*) See call description for more details

## Eligibility for funding (\*)

### VLAIO criteria

- 1 or more organisations for research and knowledge
- Advisory committee (mostly SMEs) with minimum 5 Flemish organisations with strong involvement
- Part A (generic) / Part B (organization specific)

### MEDVIA criteria

- Min. 3 MEDVIA members in advisory committee

### VLAIO Funding for Flemish partners

- 50%-100% subsidy
- Company: subcontractor (specific expertise)
- 1-3 yrs
- Max. 1 MEUR

# MEDVIA TETRA



(\* ) See call description for more details

## Specifics

- Translation of recently available knowledge into concrete, useful information so that the target group can innovate faster and more efficiently
- Need for economic finality (to be translated into competitiveness, employment and investments in enterprises in Flanders). In addition, the project can address a societal challenge
- Fit with the educational assignment of the applicant(s).

# MEDVIA TETRA



(\* ) See call description for more details

## Eligibility for funding (\*)

### VLAIO criteria

- research group of a Flemish university college and/ or university which is actively engaged in practice-based research
- Advisory committee with strong involvement

### MEDVIA criteria

- Min. 3 MEDVIA members in advisory committee
- Applicant is member of MEDVIA

### VLAIO Funding for Flemish partners

- 2 yrs
- 92.5% subsidy
- Max. 480 K€



# Useful websites



- [VLAIO Projects for spearhead clusters](#)
- [MEDVIA Grants page](#)
- [MEDVIA call 2024.2](#)



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# MEDVIA adapted project procedure



## MEDVIA SUPPORT

- Idea check & match
- Find partners
- Workshop NABC
- Workshop Pitch

## MEDVIA SUPPORT

- 1 workshop on innovation goal and context, business case and impact and approach
- Interaction with end users
- Text review and valorisation case review
- Contact with VLAIO
- Prep defence
- Review Rebuttal

## MEDVIA SUPPORT

- Template and portal support

# Open project Call 2024.2 in overview

Sept 17, 2024

Nov 5, 2024

Q1 2025



INTENT TO  
SUBMIT



ABSTRACT  
SUBMISSION



FEEDBACK  
JURY + VLAIO



SUBMISSION OF  
FULL PROPOSAL



PROJECT  
START

Nov 22, 2024

# Call 2024.2 in detail – MEDVIA support

Today

July - August

Sept 17 2024

## INTENTION TO SUBMIT



INNOVATION  
IDEA



SPARRING  
MEDVIA TEAM

STOP

GO



# Book your mandatory sparring session (\*)



## Find the timeslot that works for you

- Direct access to our calendars
- Provide basic info / questions
- Receive call link immediately

(\*) <https://medvia.be/book-a-sparring-session/>

# Call 2024.2 in detail – MEDVIA support

Sept 24  
Antwerp

Oct 22  
Antwerp

Nov 05

Nov 22

Dec 17



ABSTRACT BUILDING  
WORKSHOP



WORKSHOP  
PITCH LIKE A PRO



SUBMISSION OF  
ABSTRACT



FEEDBACK  
JURY + VLAIO



# Why workshops ?



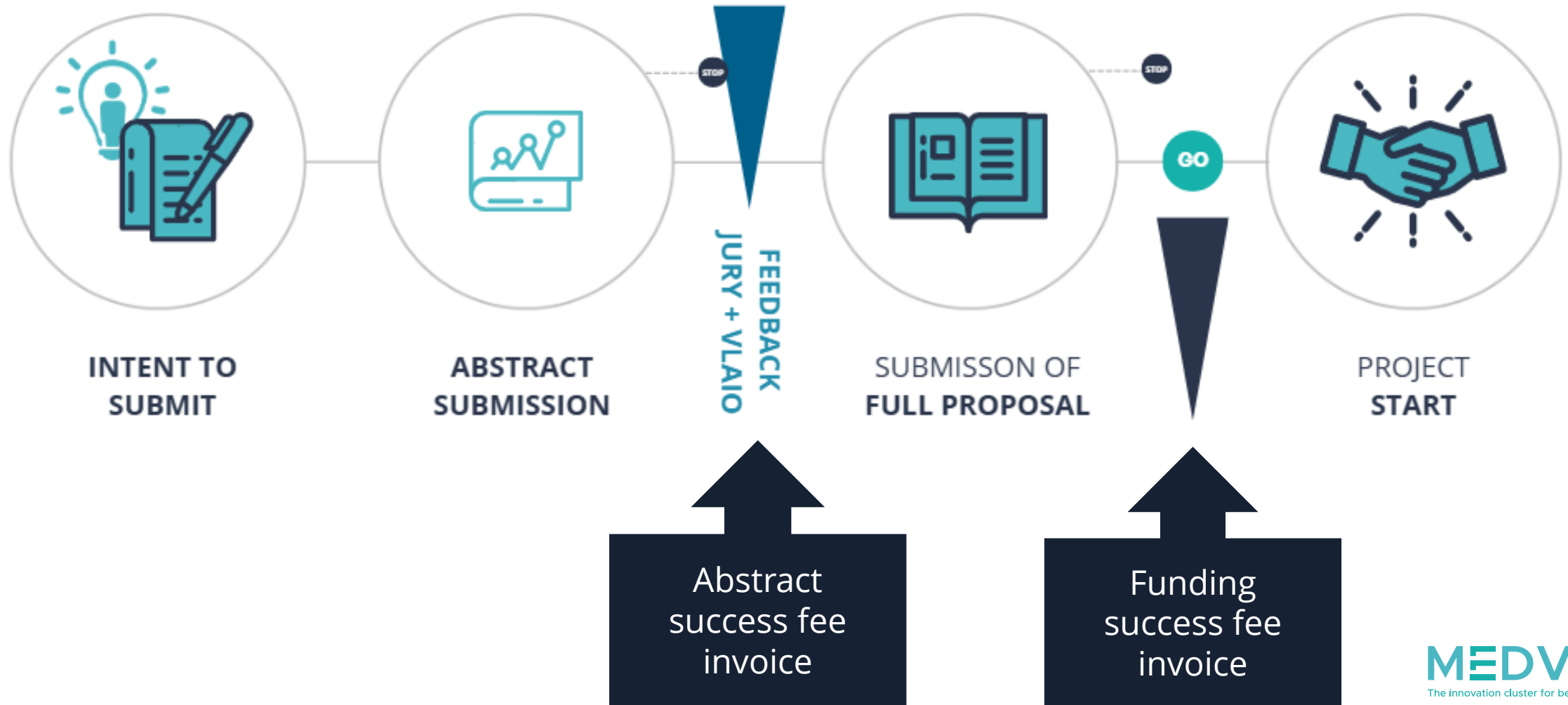
## **Work with your team**

- Collaborate from the start
- All partners on board
- Build common story
- Strengthen the team for the pitch

## **Sharpen your idea**

- We provide tips, do's and don'ts
- We challenge you
- We answer your questions
- Tryout your pitch

# MEDVIA success fees





# MEDVIA Success fee will be charged to each partner

## In case of success:

### 1. Abstract go to FPP

### 2. Funding approved (\*)

- Can be waived for
  - Connect member
  - Cultivate member
  - Carry member
- Membership can be requested retroactive

	1st Abstract	1st Funding	2nd + Abstract	2nd + Funding
<b>Start-up (&lt;3yr)</b>	Free	600	100	300
<b>Micro (&lt;10FTE)</b>	750	1100	375	550
<b>Small (&lt;50FTE)</b>	1500	3500	750	1750
<b>Medium (&lt;250FTE)</b>	3100	5500	1550	2750
<b>Large (&gt;250FTE)</b>	5000	14500	2500	7250

(\*) Funding success fee max 7% of funding received by partner

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- **Templates**
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# MEDVIA Templates

## **MEDVIA** abstract template (\*)

- 10 pager project idea description:
  - Innovative concept
  - Main goals
  - Consortium
  - Approach
  - How to get to market
- Basic admin information

## **VLAIO** full proposal template (\*)

- Full project idea description:
  - Innovative concept
  - S.M.A.R.T. goals
  - Consortium + IPR
  - Approach + Work Plan
  - How to get to market
  - Business case
  - Valorisation details
- Detailed admin information






# Other Funding Opportunities



# VLAIO funding



## Schaalklaar

-  Innovative start-ups (max. 5 years) with ambition and potential to scale on a short term. Subsidy supports the transition to scale-up
-  Subsidy max. 350 kEUR (period of max. 3 years);
-  Investment in production capacity which is needed for scaling
-  Activities that are needed to comply with norms, labels, accreditations, registrations or other legal obligations.
-  Investments in automatic processing and reporting of commercial, operational and financial data

# VLAIO funding



## KMO Groeisubsidie



Flemish SME



Themes: internationalisation, digitalisation, sustainable & circular entrepreneurship, innovation



3 calls in 2024



External advice (EA) and/or recruitment of 1 strategic profile (RSP)



Max. 50 kEUR (25 kEUR EA – 25 kEUR RSP) subsidy

# Flanders Investment & Trade



## Starterspakket Inter- nationalisering



For Flemish SMEs who never received FIT funding



Innovative companies that start exporting



Possible activities: translation of website / inspiration journey



Application with business plan and export plan with activities



9 kEUR

# Flanders Investment & Trade



## Support International entrepreneurship



For Flemish companies



(1) Prospection journey, (2) participation to international conference outside EU, (3) development and translation of international communication, (4) start of prospection office outside EU, (5) international design project



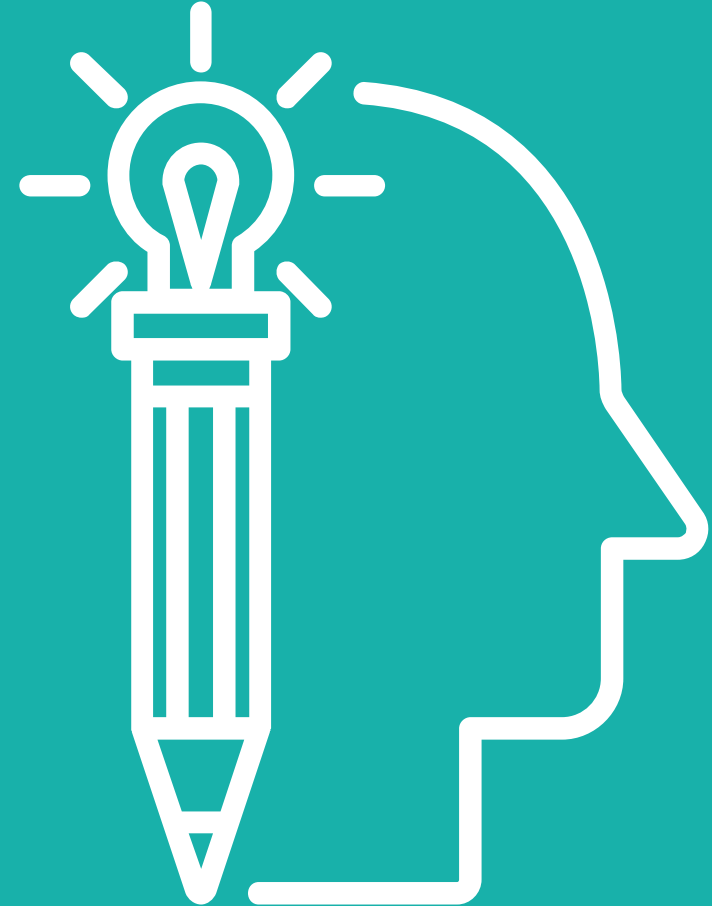
Max. 4 dossiers per year



# Other funding

Lots of funding channels:

- Interreg
- FOD
- Provinces
- EU4Health, HorizonEurope, IMI, EP PerMed
- Michael J Fox, Welcome Trust,...
- Investors



# Contact MEDVIA team



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## on funding related questions



# MEDVIA

The innovation cluster for better health

# Let's connect Thank you



FLANDERS  
INNOVATION &  
ENTREPRENEURSHIP

**MEDVIA**  
The innovation cluster for better health

**Cluster  
for Growth**