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Executive Summary

This document constitutes the deliverable D6.3 *Ecosystem Building, Industrial Clustering & Stakeholders Engagement - Final version* of the EU-funded HosmartAI project (grant agreement No. 101016834).

The initial version of this deliverable focused on a theoretical stakeholder analysis. In contrast, this final report delves into the practical aspects, evaluating the real needs of our technical partners over the last 20 months of the project. The needs assessment, conducted through online questionnaires and one-on-one meetings with technical partners, provided valuable insights, paving the way for targeted ecosystem development.

The strategic use of these exercises allowed to tailor engagement strategies effectively based on partner preferences. These efforts were foundational in establishing a collaborative atmosphere among consortium members.

In total the consortium was attending 122 events (and still counting) in 20+ different countries promoting the project and disseminating its results, 2 external organised workshops provided direct opportunities for pilots to connect with relevant stakeholders showcasing the consortium's expertise and facilitating knowledge exchange with the right profiles.

Proactive engagement with related projects through joint events expanded HosmartAI network and enhanced the consortium's visibility within the industry. In addition, F6S platform broadened access to the right companies' profiles, funding opportunities and local and international events.

This report encapsulates the journey of the AI/Robotics ecosystem-building initiative until the end of the project (M41), providing insights and lessons learned to guide future endeavours.

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Definitions, Acronyms and Abbreviations

Acronym/ Abbreviation	Title
Activage	European Multi Centric Large Scale Pilot on Smart Living Environments
ADLIFE	Integrated Personalized Care For Patients With Advanced Chronic Diseases To Improve Health And Quality Of Life
AI	Artificial Intelligence
AICCELERATE	AI Accelerator – A Smart Hospital Care Pathway Engine
AIDPATH	Artificial Intelligence-driven, Decentralized Production for Advanced Therapies in the Hospital
D	Deliverable
DIH-HERO	Digital Innovation Hubs in Healthcare Robotics
eHSG	eHealth Stakeholder Group
EUHUB4DATA	European Federation of Data Driven Innovation Hubs
FAITH	a Federated Artificial Intelligence solution for moniToring mental Health status after cancer treatment
Gatekeeper	Smart Living Homes - Whole Interventions Demonstrator for People at Health and Social Risks
InteropEHRat	Interoperable EHRs at user edge
KPI	Key Performance indicator
M	Month
MS	Milestone
ODIN	Open-Digital-Industrial and Networking pilot lines using modular components for scalable production
PHArA-ON	Pilots for Healthy and Active Ageing
PU	Public
Shapes	The Smart & Healthy Ageing through People Engaging in Supportive Systems
Smart Bear	Smart Big Data Platform to Offer Evidence-based Personalised Support for Healthy and Independent Living at Home
Smart4Health	Citizen-centred EU-EHR exchange for personalised health
SME	Small and medium sized company
TeNDER	affecTive basEd iNtegrated carE for betteR Quality of Life
TEF-Health	Testing and Experimentation Facility for Health AI and Robotics
WP	Work Package

1 Introduction

1.1 Project Information



The HosmartAI vision is a strong, efficient, sustainable and resilient European **Healthcare system** benefiting from the capacities to generate impact of the technology European Stakeholders (SMEs, Research centres, Digital Hubs and Universities).

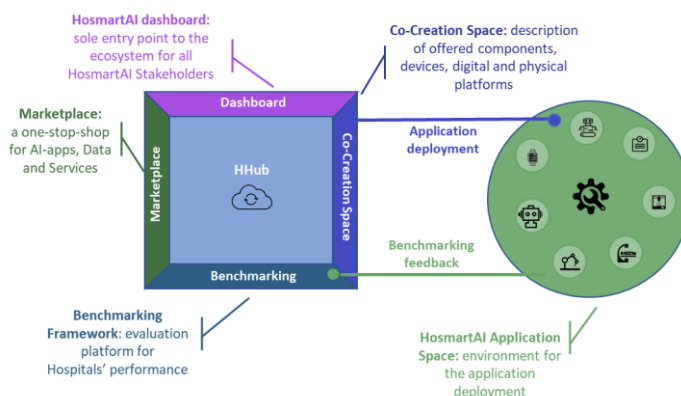


The HosmartAI mission is to guarantee the **integration** of Digital and Robot technologies in new Healthcare environments and the possibility to analyse their benefits by providing an **environment** where digital health care tool providers will be able to design and develop AI solutions as well as a space for the instantiation and deployment of a AI solutions.

HosmartAI will create a common open Integration **Platform** with the necessary tools to facilitate and measure the benefits of integrating digital technologies (robotics and AI) in the healthcare system.

A central **hub** will offer multifaceted lasting functionalities (Marketplace, Co-creation space, Benchmarking) to healthcare stakeholders, combined with a collection of methods, tools and solutions to integrate and deploy AI-enabled solutions. The **Benchmarking** tool will promote the adoption in new settings, while enabling a meeting place for technology providers and end-users.

Eight Large-Scale Pilots will implement and evaluate improvements in medical diagnosis, surgical interventions, prevention and treatment of diseases, and support for rehabilitation and long-term care in several Hospital and care settings. The project will target different **medical** aspects or manifestations such as Cancer (Pilot #1, #2 and #8); Gastrointestinal (GI) disorders (Pilot #1); Cardiovascular diseases (Pilot #1, #4, #5 and #7); Thoracic Disorders (Pilot #5); Neurological diseases (Pilot #3); Elderly Care and Neuropsychological Rehabilitation (Pilot #6); Fetal Growth Restriction (FGR) and Prematurity (Pilot #1).



To ensure a user-centred approach, harmonization in the process (e.g. regarding ethical aspects, standardization, and robustness both from a technical and social and healthcare perspective), the

living lab methodology will be employed. HosmartAI will identify the appropriate instruments (**KPI**) that measure efficiency without undermining access or quality of care. Liaison and co-operation activities with relevant stakeholders and **open calls** will enable ecosystem building and industrial clustering.

HosmartAI brings together a **consortium** of leading organizations (3 large enterprises, 8 SMEs, 5 hospitals, 4 universities, 2 research centres and 2 associations – see Table 1) along with several more committed organizations (Letters of Support provided).

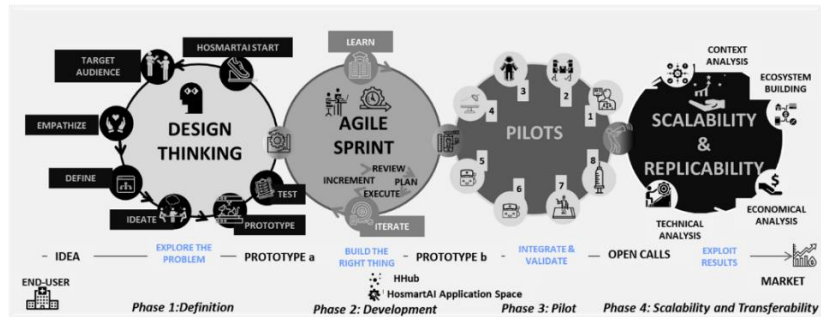


Table 1: The HosmartAI consortium.

Number ¹	Name	Short name
1 (CO)	INTRASOFT INTERNATIONAL SA	INTRA
1.1 (TP)	INTRASOFT INTERNATIONAL SA	INTRA-LU
2	PHILIPS MEDICAL SYSTEMS NEDERLAND BV	PHILIPS
3	VIMAR SPA	VIMAR
4	GREEN COMMUNICATIONS SAS	GC
5	TELEMATIC MEDICAL APPLICATIONS EMPORIA KAI ANAPTIXI PROIONTON TILIATRIKIS MONOPROSOPIKI ETAIRIA PERIORISMENIS EYTHINIS	TMA
6	ECLEXYS SAGL	EXYS
7	F6S NETWORK IRELAND LIMITED	F6S
7.1 (TP)	F6S NETWORK LIMITED	F6S-UK
8	PHARMECONS EASY ACCESS LTD	PhE
9	SMARTSOL	TGLV
10	NINETY ONE GMBH	91
11	HEALTH INNOVATION HUB & HOLDING GMBH	EIT
12	UNIVERZITETNI KLINICNI CENTER MARIBOR	UKCM
13	SAN CAMILLO IRCCS SRL	IRCCS
14	SERVICIO MADRILENO DE SALUD	SERMAS
14.1 (TP)	FUNDACION PARA LA INVESTIGACION BIOMEDICA DEL HOSPITAL UNIVERSITARIO LA PAZ	FIBHULP
15	CENTRE HOSPITALIER UNIVERSITAIRE DE LIEGE	CHUL
16	PANEPISTIMIAKO GENIKO NOSOKOMEIO THESSALONIKIS AXEPA	AHEPA
17	VRIJE UNIVERSITEIT BRUSSEL	VUB
18	ARISTOTELIO PANEPISTIMIO THESSALONIKIS	AUTH
19	EIDGENOESSISCHE TECHNISCHE HOCHSCHULE ZUERICH	ETHZ
20	UNIVERZA V MARIBORU	UM

¹ CO: Coordinator. TP: linked third party.

Number ¹	Name	Short name
21	INSTITUTO TECNOLÓGICO DE CASTILLA Y LEON	ITCL
22	FUNDACION INTRAS	INTRAS
23	ASSOCIATION EUROPEAN FEDERATION FORMEDICAL INFORMATICS	EFMI
24	FEDERATION EUROPEENNE DES HOPITAUX ET DES SOINS DE SANTE	HOPE

1.2 Document Scope

The general objective of Task 6.2 is to establish a broad and sustainable network of stakeholders involved (i) in the development of smart technologies (AI, Robotics, data analysis) within Health Care in general and the hospital specifically. And (ii) in the promotion of European values and fundamental rights within Health Care in the digital era.

To this end, Task 6.2 has undertaken a mapping of stakeholders and initiatives to help foster a better collective understanding of the challenges and chances of implementing digital technologies into Health Care provision.

This document outlines the planned methodology for stakeholder analysis and details the strategy employed for engaging external stakeholders.

Task 6.2 reached out to the stakeholders identified with the objective to disseminate the project’s activities, results, challenges as well as solutions and to encourage the uptake of these solutions within further regional and national contexts.

1.3 Document Structure

This document is comprised of the following chapters:

Chapter 1 presents an introduction to the project and the document.

Chapter 2 outlines the collaborative approach for the stakeholder analysis.

Chapter 3 summarizes the methods used to engage external stakeholders and the results obtained from various activities of the ecosystem.

Chapter 4 concludes the achievements and next steps.

2 Stakeholder analysis

EIT conducted one-on-one meetings with individual partners to identify the stakeholders with whom they were interested in establishing connections as a cross-coordinated action with T6.2, T1.1 and WP7.

2.1 Identification of Stakeholders and Engagement Strategy

In D6.2, EIT identified various stakeholder groups, encompassing industry, healthcare providers, clinicians, investors, research, and policymakers. Over the last two years of the project, Task 6.2 scrutinized the relevance of these groups for the technical partners based on their real needs, the objectives of their exploitation strategy, and the progress of their work.

In addition, all the project beneficiaries were encouraged to adapt an *agile stakeholder's engagement strategy* focusing on three key steps: 1) initiate individual interactions during communication and networking efforts; 2) meet, discuss, and collect feedback relevant for the expected key exploitable results; 3) arrange collaboration to sustain the stakeholder's interest and impact in the ecosystem.

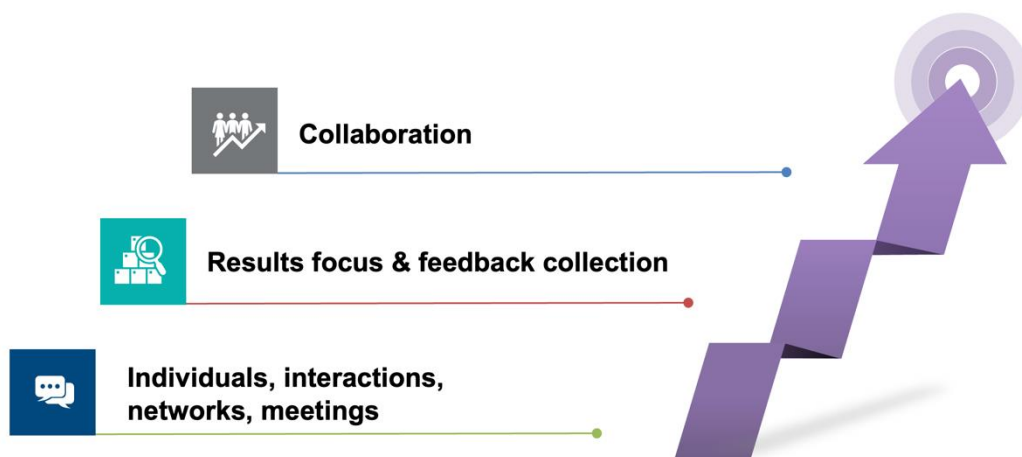


Figure 1: Agile Engagement Strategy with Stakeholders.

2.2 Needs assessment and Partner Engagement

To pinpoint stakeholders for HosmartAI, EIT adopted a pragmatic and collaborative approach, actively engaging technical partners in the identification process.

Our comprehensive needs assessment, executed through a combination of online questionnaires and personalized one-on-one meetings, unveiled insights into partner requirements. By involving consortium members in the decision-making process, we cultivated a sense of ownership and collaboration, laying the foundation for targeted ecosystem development.

These exercises allowed us to tailor our engagement strategies effectively.

2.3 Outcomes of needs assessment

As part of Sprint 4 in Work Package 1 (WP1), EIT conducted a survey among pilot representatives to determine their preferences regarding the groups of stakeholders they wished to engage with. The primary focus was on "Research & Academy," recognizing the significance of collaboration with academic and research institutions. Following closely were decision-makers at hospitals and healthcare centres as well as doctors and nurses, as they play pivotal roles in the implementation and utilization of the technologies developed by the project. The partners also acknowledged the importance of involving a broader spectrum of healthcare professionals, such as neuropsychologists, speech therapists, physiotherapists, family doctors, and those specializing in geriatrics – depending on the use case of each pilot. This broader engagement aimed to ensure the technology's applicability across diverse healthcare domains. Additionally, the partners recognized the value of liaising with SMEs, Start-Ups and big industry, highlighting a desire to foster collaboration with innovative companies in the healthcare sector. Lastly, they emphasized the importance of engaging with policy makers to ensure alignment with regulatory departments. In the frame of Sprint 4 (WP1) EIT surveyed the pilot representatives to identify which groups of stakeholders they were most interested in liaising with. Overall, the stakeholders were prioritized based on their relevance to the successful development and implementation in healthcare settings.

The partners outlined their primary objectives when engaging with external stakeholders. These objectives encompassed seeking technical inputs to enhance project development, fostering collaboration for activities such as demonstrations and testing, obtaining a business perspective to refine the business plan, and emphasizing dissemination for broader awareness. The partners consistently prioritized collaboration, business insights, and visibility, recognizing these aspects as crucial for the success and advancement of their project.

One year later, EIT revisited the initiative and conducted a survey with the technical partners a few months before the launch of the pilots. During this period, the primary focus transitioned towards a diverse set of objectives aimed at expanding and amplifying the project's impact. The foremost goal was to meet potential adopters of the solutions. Additionally, there was a concerted effort to meet potential future collaboration partners, particularly those interested in participating in new EU projects. Another significant aspect was to raise visibility of the partner entities as well as that of their solution, demonstrating a strategic emphasis on promoting both the institution and its innovative solutions. Moreover, the partners aimed to receive recommendations regarding commercialization, highlighting a keen interest in gathering insights for effective commercial strategies. Lastly, the focus on receiving technical feedback, which was crucial in the previous year, had diminished. These objectives collectively reflected a comprehensive and strategic approach to advancing the project's goals and impact in the last phase of the project.

3 External stakeholder engagement

HosmartAI's first key to create effective dissemination and exploitation of its results, is its own consortium. With 24 partners within the consortium, it spans across twelve European countries and unites a diverse set of institutions including corporations, SMEs, universities, research centres, hospitals and associations.

The consortium raised awareness with regards to the HosmartAI objectives and results, and through them promoted the project results while bringing it one step closer to the market, ensuring dialogue with potential funders and/or customers. Interaction with stakeholder groups sits on four pillars: (i) two stakeholder workshops, (ii) 122 events participation, (iii) engagement with related EU-funded projects, and (iv) communication channels & newsletters.

The work of building an external ecosystem that can effectively exploit the results produced by HosmartAI complements the efforts taken in Task 6.1 (Communication and Dissemination), Task 6.6 (Open Calls), and Work Package 7 which focusses on Business Development and the exploitation of the project from a business point of view. Finally, it connects with WP1, which drives consortium internal exchange among partners, using the sprints method.

3.1 Stakeholder Workshops

To facilitate the uptake of HosmartAI's results by external stakeholders, the consortium organized two external stakeholder workshops.

3.1.1 1st External Stakeholder Workshop

The first workshop took place in extension to the internal consortium meeting on 24 November 2022, at **Philips' premises in Best, Netherlands**. It was shaped along three main goals:

1. learning how external institutions receive the proposed innovations,
2. discuss about potential measures that could support the adoption of the technologies by players outside of the project consortium and
3. exchanging lessons learned during the development of AI and Robotics solutions.

The 13 presentations focused to pitch AI and Robotics solutions under validation processes to support with knowledge and findings technology developers, research/academia, and healthcare facilities. Such users will be able to utilize the solutions for further development or adaptation, for research purposes and for deployment.

The integrated HosmartAI platform – key market platform as the project's outcome - serves as a forum where the different stakeholders can learn or inform about specific needs in the healthcare sector, motivating the development of solutions in direct collaboration with end-users. This directly contributes to the project's mission that is facilitating the implementation of digital technologies in the healthcare system.

In preparation for the stakeholder workshop, EIT sponsored individual pitch training sessions for each of the presenters, while external participants received brief summaries of each pilot,

platform, or project ahead of the event, allowing them to indicate their preferences for discussions.

The expert panel was comprised of eight representatives from hospitals, a health agency, industry and academia across Europe:

1. Eindhoven University of Technology, Netherlands
2. Generalitat Valenciana, Conselleria de Sanitat Universal i Salut Pública, Spain
3. Haapsalu Neurorehabilitation Center, Estonia
4. Leiden University Medical Center, the Netherlands
5. NanoFlex Robotics AG, Switzerland
6. Neo Hospital in Cracow, Poland
7. Siemens Healthineers, Germany
8. SmartHospital.NRW, Germany

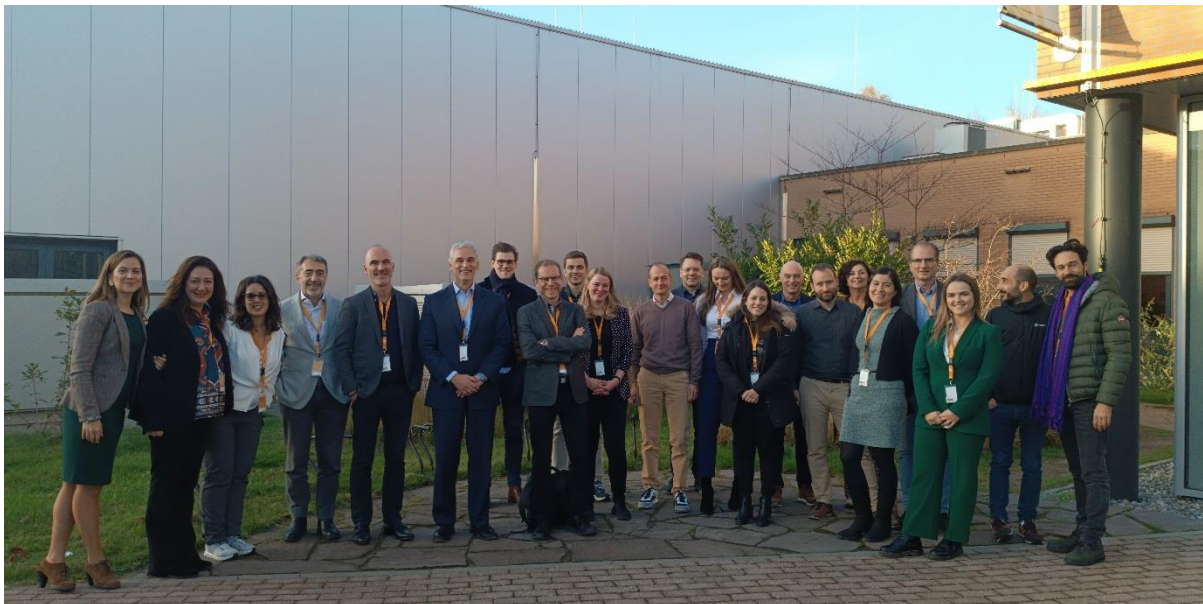


Figure 2: Participants of the 1st external stakeholder workshop in Best, NL.

Additional external stakeholders, representing start-ups and research organizations active in the AI field, were provided with the opportunity to participate virtually.

The primary goal of the workshop was to establish a mutually beneficial scenario for both the presenters (representing the platform and the pilots) and external stakeholders. Partners benefited from the opportunity to meet potential adopters with expertise in AI/Robotics or a willingness to embrace these technologies. Additionally, partners could receive valuable feedback, recommendations, and advice that would guide future efforts. Networking and engaging in face-to-face conversations with interested attendees were also instrumental for partners. On the audience's side, the workshop provided a chance to explore all HosmartAI solutions available for adoption, an opportunity to showcase their own solutions through the platform, early-stage participation in the network, and learning from the experiences shared during the event.



Figure 3: Pilot presentation at the stakeholder workshop.

The workshop itself commenced with a morning session featuring pitch presentations covering the project, the HosmartAI platform, pilots #1-#8, and projects from OC#1 beneficiaries (Table 2). The afternoon session was dedicated to networking and pre-scheduled 30-minute face-to-face (F2F) conversations between project partners and external stakeholder. This approach aimed to enhance engagement and ensure meaningful interactions during the workshop.

Following the event, a blog post summarizing the essential highlights of the workshop was published on the project website: [Stakeholder Workshop: “Bringing AI and Robotics to the Hospital” – HOSMARTAI](#)

Table 2: A list of the pitches given during the workshop #1.

#	Pitch title	Stakeholders groups	Lead	Contributor
1	HosmartAI Hub (HHub)	Healthcare	Net company, Greece	
2	Supporting and optimizing clinical decision making	Cardiology Gastroenterology Angiology Obstetrics	AHEPA Hospital & Hippokrateion, Greece	Aristotelio Panepistimio Thessalonikis
3	Optimizing radiotherapy outcomes by tackling MultiAppointment Scheduling Problems in Hospitals (MASPHs)	Radiotherapy	Centre Hospitalier Universitaire de Liège, Belgium	Fundación Instituto Tecnológico de Castilla y León, Telematic Medical Applications, Univerza v Mariboru
4	Improving treatment with innovative technologies and robotics in the rehabilitation process	Rehabilitation	IRCCS Rehabilitation Center, Italy	Vimar SpA, Aristotelio Panepistimio Thessalonikis
5	Mapping and ablation of cardiac arrhythmias with Robotic Navigation	Cardiology	SERMAS Hospital, Spain	Eidgenössische Technische Hochschule Zürich, Ninety One GmbH
6	Robotic Nurse for Assistive Care in Hospitals	Nursing care	UKCM Hospital, Slovenia	Univerza v Mariboru, Green Communications SAS, Fundación Instituto Tecnológico de Castilla y León
7	Virtual Assistant for a continuity of care in Neuropsychological Rehabilitation and Elderly Care	Rehabilitation and nursing care (especially elderly)	INTRAS Care Centre, Spain	Fundación Instituto Tecnológico de Castilla y León, Green Communications SAS, Aristotelio

#	Pitch title	Stakeholders groups	Lead	Contributor
				Panepistimio Thessalonikis, Telematic Medical Applications, Univerza v Mariboru
8	Smart Cathlab (Catheterization Laboratory) Assistance: AI- based automatic X-ray image analysis to support clinical decision and facilitate reporting during cardiac procedures	Cardiology Radiology	UZ Brussel, Belgium	Philips Medical Systems Nederland BV, Vrije Universiteit Brussel
9	Prognosis of cancer patients and their response to treatment combining multi- omics data	Oncology	UZ Brussel, Belgium	Vrije Universiteit Brussel
10	De-Identification and Pseudonymization of FHIR (Fast Healthcare Interoperability Resources) data made easy	Sensitive data management	Docunque SRL , Italy	n/a
11	An Open-Source Java-based Federated Database System on an FHIR Server to Securely Connect Healthcare Centers across Europe	Data management, testing	Synaptic ApS , Norway	n/a
12	AI-powered application that automates the time- consuming and error prone process of data mapping	Integrative diagnostics for hospitals and large laboratories	Medicalvalues GmbH , Germany	n/a
13	EMMA minimizes physicians' burnout in Emergency Departments by providing optimized patients' triage and monitoring	Emergency departments	VIDAVO S.A. , Greece	n/a



Figure 4: HosmartAI brochure for workshop #1 - example of pilot 1.

3.1.2 2nd external Stakeholder Workshop

The second external stakeholder workshop took place in M35 on 14 November 2023 at the **MEDICA trade fair in Düsseldorf, Germany**. The event was co-organized by the HosmartAI and AICCELERATE projects. Project partners met representatives of hospitals, tech companies and members of AI hubs (see list below).

Working in close collaboration with T6.1, EIT and HOPE reached out to their respective networks as well as visitors and speakers at MEDICA 2023 to generate interest in the project and invite them to participate at the external stakeholder workshop. Over 150 invitations were sent by the organizers, based on a comprehensive analysis of hundreds of profiles of registered Medica exhibitors plus additional German and regional (Dutch, Belgian, Austrian, etc.) companies, industry and trade associations, public sector bodies, leading hospitals and investors active in the medical AI and robotics sector.



Figure 5: HosmartAI speed dating event at MEDICA 2023.

The workshop took on the format of a speed dating event, enabling partners to optimize the quantity of contacts engaged. Between 100-120 conversations transpired within the 1.5-hour duration of the event, which included introductory “pitch” conversations ((+/- 4 mins each) followed by time for further networking over coffee and pastries.

Affiliations/Positions of the external participants:

1. BMD Software (Portugal)
2. Erasmus MC (Netherlands)
3. Independent Consultant/former hospital CEO (Estonia)
4. German Hospital Association (Germany)
5. Resmonics AG (Switzerland)
6. Ambee (Netherlands)
7. UK Essen/ Smart Hospital North-Rhine-Westphalia (Germany)
8. Global Logic (Slovakia)
9. Health Valley Netherlands
10. Diversido (Ukraine)
11. Evondos (AICCELERATE project, Finland)
12. Nuromedia (AICCELERATE project, Germany)
13. SRDC (AICCELERATE project, Turkey)

Including the HosmartAI partners, the workshop comprised a total of 31 participants including the two moderators (EIT and HOPE).

Unfortunately, six additional registered external stakeholders were unable to reach the venue on time due to traffic congestion and a looming strike, which affected the Düsseldorf-Cologne train corridor. They were contacted during the follow-up phase and confirmed their continued interest in the HosmartAI ecosystem.

Another [blog post](#) was released in early 2024 to provide a synopsis of the workshop and broader networking effort HosmartAI partners were involved in at Medica.

3.1.3 Outcomes of the External Stakeholder Workshops

Both workshops considered the **knowledge triangle** (*innovation, business, education*) as a crucial characteristic of the HosmartAI project, which called for exposing the partners to a diverse set of external stakeholders to stimulate an effective transfer of knowledge between members of the AI/Robotics community. While the workshops mostly provided the partners with inputs relevant to the eight large-scale pilots, the different stakeholder profiles also provided a chance to look beyond specific clinical domains with a view to exploring the

solutions' scalability and transferability, e.g. how they could be further developed or deployed.

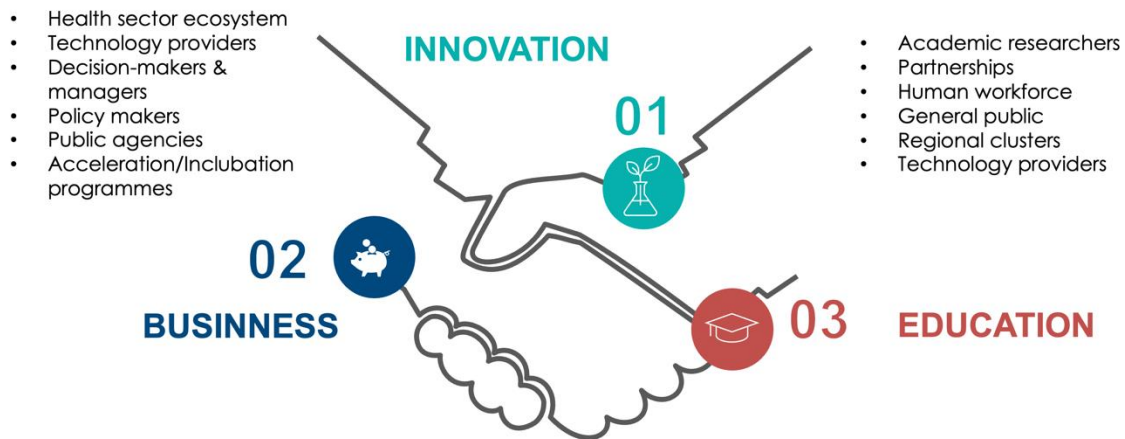


Figure 6: HosmartAI - knowledge triangle of relevant stakeholders.

A few points can be extracted from the workshops that were of horizontal relevance to all partners:

Interoperability

Participants in the workshops expressed enthusiasm for the potential of the solutions presented, notably highlighting the HosmartAI platform. Not only did experts from academic and clinical settings find the platform intriguing for research purposes, but industry professionals were also keen on the concept of developing AI solutions that promote interoperability through standards. Additionally, the matchmaking feature and the HosmartAI platform's marketplace were identified as valuable channels for commercialization.

Living Labs

One of the standout features of the HosmartAI approach, praised by participants, is the co-creation of all pilots in Living Labs involving various stakeholders, i.e. the quadruple helix involvement (people, public, private, academia). In particular, the external stakeholders emphasized the active involvement of doctors in designing solutions as a key factor contributing to success. This approach not only fosters innovation but also plays a crucial role in increasing the acceptance of AI innovations in healthcare, addressing the current low but gradually growing level of acceptance.

Regulatory Challenges

The challenges posed by regulatory requirements were acknowledged, particularly in the context of solutions involving robots. Despite this, participants noted that AI technologies could be more easily transferred. In a notable development, a hospital representative at the first workshop offered to test one of the HosmartAI pilots at their facilities, showcasing a willingness to navigate and overcome regulatory hurdles.

Gatekeepers

Another important insight provided by external stakeholders, especially at the Medica trade fair (see below), is that hospitals often work closely with trusted intermediaries at national or regional level – mostly private companies specialised in vetting new technologies, including legal and certification aspects – who pre-select products for healthcare institutional procurement decision-makers based on their own testing and assessment activities. Knowledge of these gatekeepers could significantly increase the chances of HosmartAI partners wishing to enter foreign markets with their innovative solutions.



Figure 7: HosmartAI key take aways from workshops.

3.2 Events

As the time of writing the deliverable the members of the HosmartAI consortium participated in **122 events of different types and geographical scope** (local, regional, national, European, global) to raise awareness of the project, engage with specialist groups of stakeholders and disseminate the project results.

Among all events attended, **69 covered active participation** (being a presenter), followed by regular participation (24), being an organiser (15), being an invited speaker (8), co-organising (5) and 1 tv talk (Fig 8).

The geographical scope of the attended events was highly diverse covering **20 countries** (Fig 9) with the top five: Spain, Slovenia, Greece, Germany, Belgium. Thanks to the Open Call winners, HosmartAI was also promoted in usually underrepresented states from the Baltics and the Balkans (Latvia, Lithuania, Serbia, Bosnia and Herzegovina).

In terms of activity style, **14 different types of events** were reported by the consortium partners (Fig 10) such as conferences, congresses, forums, trade fairs, brokerage events, webinars, workshops, round tables, pitch events, poster sessions, research talks, and other type of events.

The audience reached by the consortium included:

- Digital Healthcare ecosystem
- General Public: specifically, citizens, children, elderly, students
- Health Industry Stakeholders
- Healthcare professionals & clinicians
- Investors
- Legal stakeholders
- Media
- Policy makers including Ministry
- Robotics innovation actions
- Scientific Community (Higher Education, Research)
- Technology developers and providers including Tech startups and SMEs
- Other

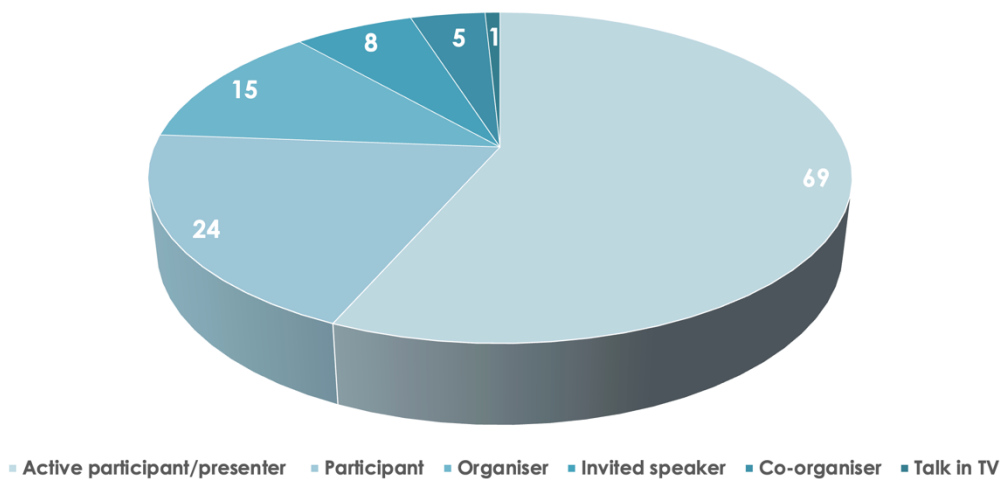


Figure 8: HosmartAI events – type of participation, N=122.

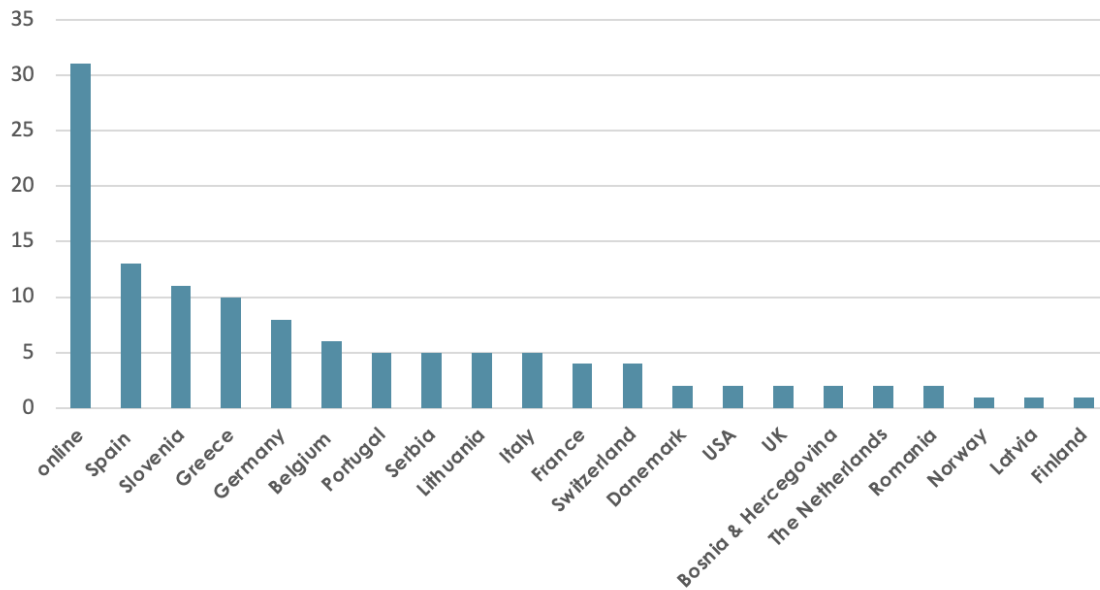


Figure 9: HosmartAI events participation – geographical coverage, N=122.

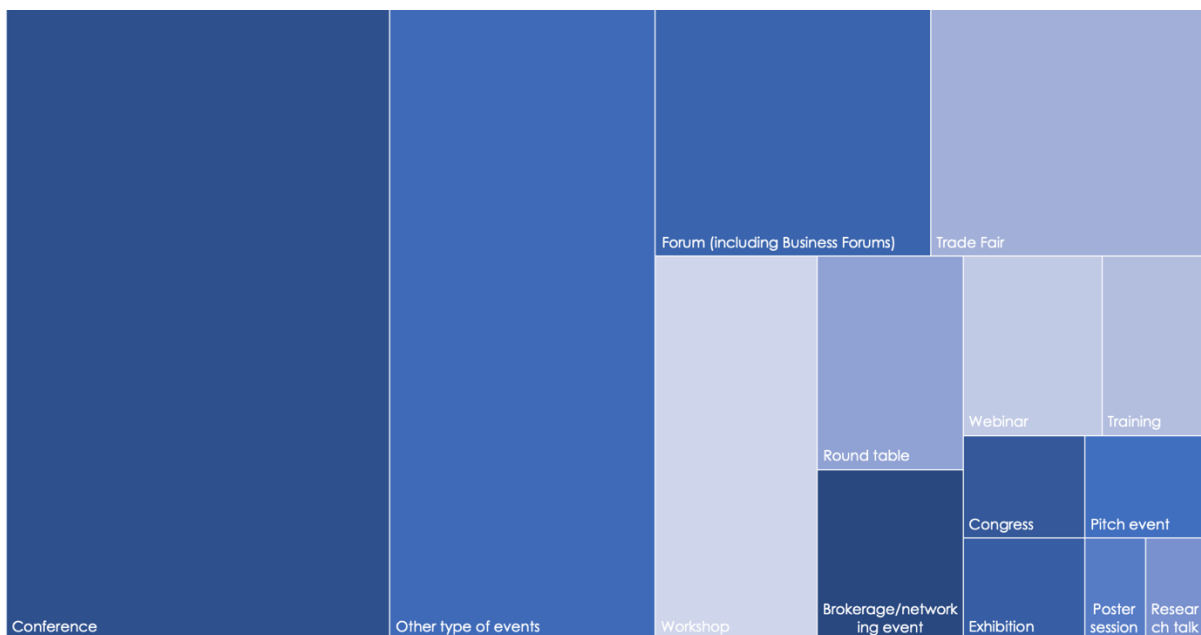


Figure 10: HosmartAI events distribution - type of activity, N=122.

3.2.1 Booth exhibition and presentations at MEDICA 2023

Among the project-relevant events, the MEDICA trade fair stood out as a key opportunity to increase the visibility of HosmartAI and broaden the partners’ networks. MEDICA is a leading international trade fair for the medical industry, held annually in Düsseldorf, Germany. It serves as a platform for showcasing medical innovations, products, and services, bringing together professionals and experts from the healthcare sector worldwide. The event covers

a wide range of medical fields, including medical technology, diagnostics, laboratory equipment, and digital health solutions. Upon discussion with the project partners, MEDICA 2023 was selected as the venue for the second external stakeholder workshop and a booth exhibition.

MEDICA 2023 featured 5.372 exhibiting companies (see [list of exhibitors](#)), with around 83.000 visiting healthcare professionals from 166 countries.



Figure 11: "AI for Smart Hospitals" booth at MEDICA 2023 before the exhibition opens.

HosmartAI brochures were designed and printed, outlining the narratives for each large-scale pilot (i.e., what was the starting problem, what is the corresponding pilot solution, how does the integration of AI address professional / patient needs, what results and improvements were achieved).

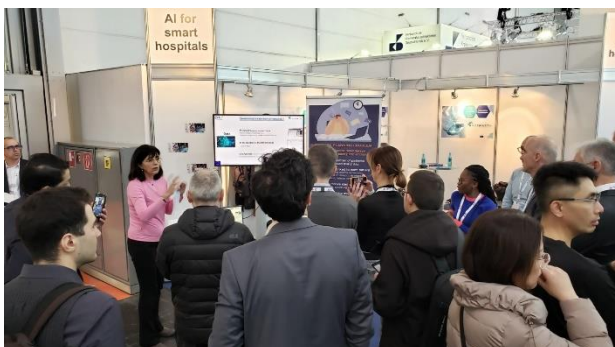


Figure 12: CHUL representative presenting Pilot 2 at the "AI for Smart Hospitals" booth at MEDICA 2023.

HosmartAI made use of the synergies with its two sister projects AICCELERATE and AIDPATH to exhibit their project aims and outputs in a joint booth named "AI for smart hospitals" that consistently attracted significant visitor attention throughout the fair exhibition. In addition to presenting the project outcomes to visitors, the booth functioned as a platform for the three consortia to exchange knowledge and expertise. For dissemination at Medica, new

30-minute slots were allocated to the attending partners to showcase their project-related innovations at the booth.

In total, there were 12 presentations, with 9 delivered by HosmartAI partners and one presented by a beneficiary from Open Call #2.

MEDICA typically hosts various forums and conferences alongside its exhibition. These forums provide a platform for in-depth discussions, presentations, and knowledge exchange on specific topics within the healthcare and medical industry. One of the key forums that MEDICA hosts annually is the MEDICA Health IT forum, that explores the latest trends and innovations



Figure 13: Project coordinator presenting the HosmartAI platform at the MEDICA Health IT.

in health information technology, electronic health records, and data management. One of the sessions at this forum was dedicated to data spaces and platforms, which was highly relevant for the project. Seeking active participation, the HosmartAI coordinator applied to participate and was subsequently invited to join an expert panel. This provided an invaluable opportunity to contribute to discussions on healthcare data spaces and

platforms, significantly enhancing the visibility of the HosmartAI platform.

Lessons learnt

In addition to the valuable advice and inputs received from the external stakeholders who attended the workshop, and the initiation of potentially fruitful business contacts at the booth, HosmartAI’s presence at a large international industry event like MEDICA – which is spread over almost 20 different exhibition halls and hence quite overwhelming - offered the partners with useful insights for future consideration.

This includes the axiom that **“knowledge is power”** in the sense that well-prepared project partners with prior knowledge of exhibitor profiles and clear objectives regarding the type(s) of contacts they would like to establish were comparatively better equipped to navigate the busy MEDICA grounds and explore leads than those who lacked sufficient preparation time. Likewise, partners who were able to send more than one representative could target different interlocutors simultaneously and/or make a greater impression as a “mini-delegation”.

Furthermore, given that certain solutions were still under experimentation, i.e., with the results of clinical studies pending, some partners needed to strike a balance between persuading potential end users / purchasers of the value of their offering while not disclosing confidential information to potential competitors, e.g. start-ups. Adding to this, conversation partners expressed an interest in concrete study outcomes, business impacts and finished products already on the market rather than the more abstract notion of “solutions under development” and their narratives, hinting at the possibility that, in some cases, it may have been premature to promote them.

Similarly, since the final iteration of the integrated HosmartAI Hub (HHub) had not yet been launched, it was more difficult to stimulate interest among MEDICA participants about the platform’s added value and multifaceted functionalities than if a live version had been available.

Although project partners were encouraged to consult the exhibitor profiles and pre-arrange meetings wherever possible, the fact that there were many last-minute registrations made it difficult to obtain a comprehensive picture of MEDICA attendees; searches undertaken at different times in the run-up to the trade show yielded different results. Also, since a lot of sessions and demonstrations took place in parallel at different sites, it was easy to become distracted by sensory overload and to lose focus during random conversations with passers-by. Moreover, the mere presence of certain exhibitors or industry associations does not guarantee they (or their members) have time for extracurricular meetings. Many potentially interesting organisations were tied up in their own flagship events, the German Hospital Day – reserved for members of the senior hospital managers’ community - being an example. Some “ideal” stakeholder profiles indicated as useful by the project partners (i.e., health institutional decision-makers based in certain countries) did not attend MEDICA.

Resource constraints also need to be considered: some project partners reported that their follow-up e-mails did not get answered, and without additional manpower it is not feasible for them to pursue stakeholders who may not provide a good match.

Despite these limitations, the feedback from external stakeholders and project partners regarding HosmartAI’s attendance at MEDICA was predominantly positive. Several connections remain to be followed up in 2024, e.g. with organisations or incubators involved in similar projects or research, which could be approached for future projects or to discover their respective successes and shortcomings.

In addition, since the non-European influence at MEDICA is quite large (especially Asia and North America), third country participants’ interest in the project booth, was significant, highlighting the global potential of European healthcare AI and robotics solutions and standards. Particular attention was paid to HosmartAI’s approach (e.g., co-creation methodology, people-centred AI) as part of an ongoing, distinctly European healthcare system transformation process. Corporate representatives also inquired about the possibility of linking up their internationally compiled health data with the EU projects.

The opportunity to join forces with and learn about the other two EU-funded projects was perceived to be particularly valuable by the partners involved. It created enduring personal contacts and allowed for comparisons of professional perspectives and approaches, including exploitation aspects.

Overall, the external stakeholder workshops and MEDICA booth helped the project partners to receive and process the viewpoints of many different interlocutors. The experience allowed partners to develop and hone their aptitude to promote their business propositions to an audience of peers, innovators, and experts. It can thus also be viewed as a necessary prelude to the final phase of the project, which placed the focus on the acceleration of business agreements and fundraising actions.

3.2.2 Booth at the Radical Health Festival Helsinki 2024 – EC2V Investment Forum & Pitch Match

The final event – Radical Health Festival Helsinki was held between May 21-23, 2024. WP7 led the HosmartAI active participation represented by the five teams:

- Pilot 1: Obstetrics Scenario (AUTH - iMedPhys Research Group) and VCE Scenario (AUTH – SPBTU Research Group)
- Pilot 2: Smart Scheduler (CHUL and ITCL)
- Pilot 6: Modular Virtual Assistant for elderly Care (INTRAS)
- OC2 Soflungx Pilot: Software for Diagnosis of Lung Diseases from Chest X-ray Images (BioIRIC- Bioengineering Research and Development Centre Kragujevac)
- OC2 SICS Pilot: Smart Intraoperative Clinical Surveillance (Aisthesis Medical and University Medical Center Groningen)

The goal was to disseminate the project’s results and connect innovations with the right stakeholders and investors. The attending partners were selected to pitch their solution on 1-1 meeting with top investors using [R2GConnect Platform](#). Up to five investors could be selected for a private conversation. Apart from a set of tailored meetings, HosmartAI was welcoming the event participants at its booth.

Additional opportunity included attending the Investment Forum and discussions around the following topics:

- What does 2024 and beyond hold for digital health investments?
- How can all the P’s (payers, providers, politicians, pharma) come together to make things easier for startups?
- What are some of the similarities and differences when we look at digital health across Europe and by country?
- Where are the blockers to validation, traction and broad adoption as we move toward prevention and precision at scale?

The presence of HosmartAI at the Radical Health Festival Helsinki was intensely communicated through a campaign: *Before* (social media promotion), *During* (reporting on the events) and *After* (updates on the project website). For this occasion, a special video teaser ([here](#)) was produced to highlight the key innovations from attending pilots.

Given the timeline of the event overlapped this deliverable submission, key take aways from the event will be reported in the final review meeting.

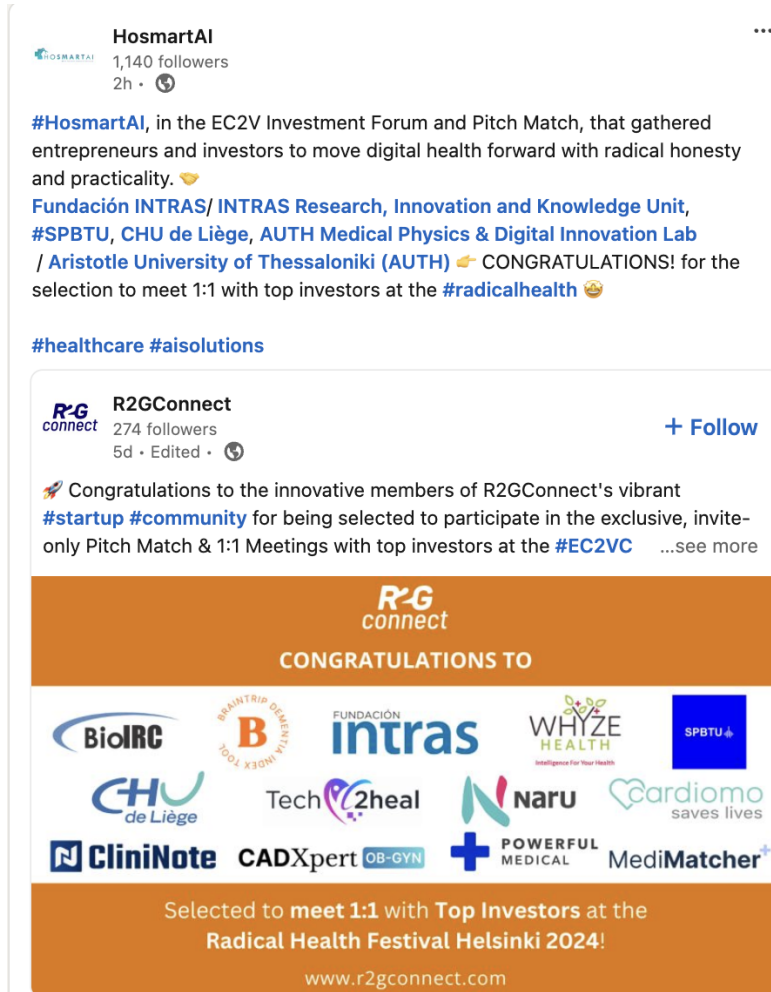


Figure 14: HosmartAI partners selected for a pitch opportunity with top investors.



Figure 15: HosmartAI booth at the Radical Health Festival Helsinki.

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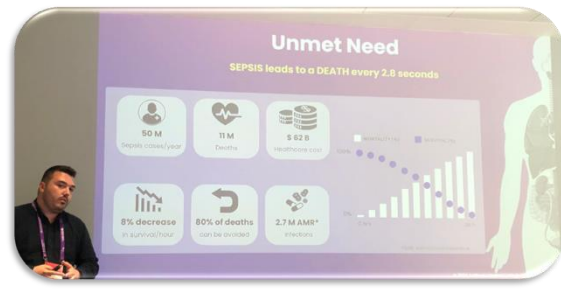
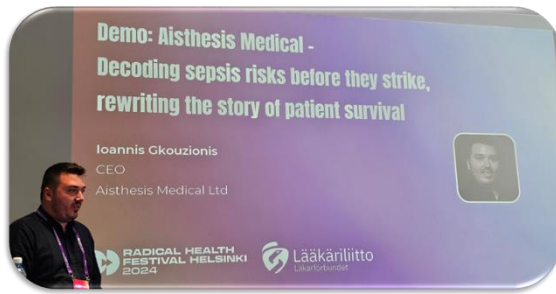


Figure 16: OC2 SICS pilot presenting: Ioannis Gkouzinois.



Figure 17: Pilot 1 presenting: Antonis Billis.

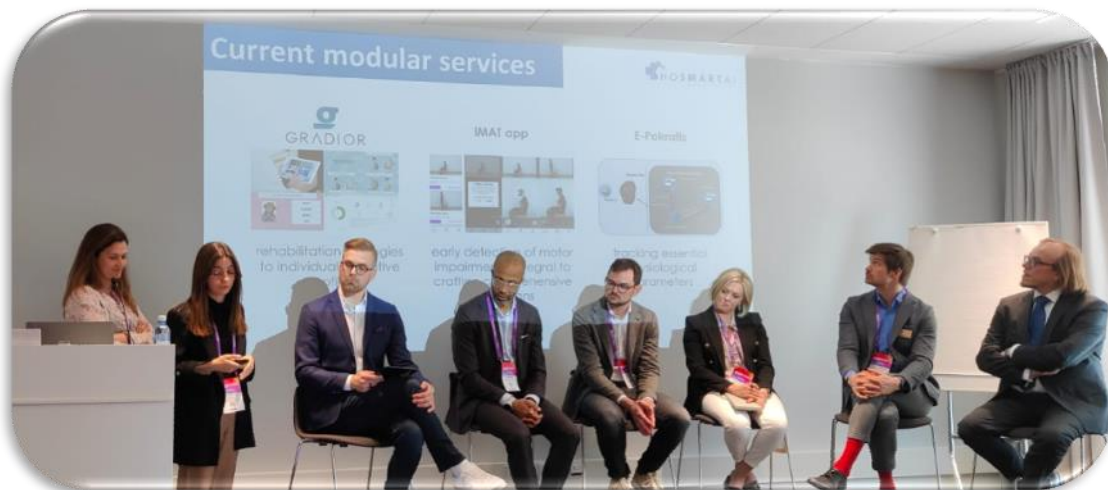


Figure 18: Pilot 6 presenting: Diana Marqués and Rosa Almeida.

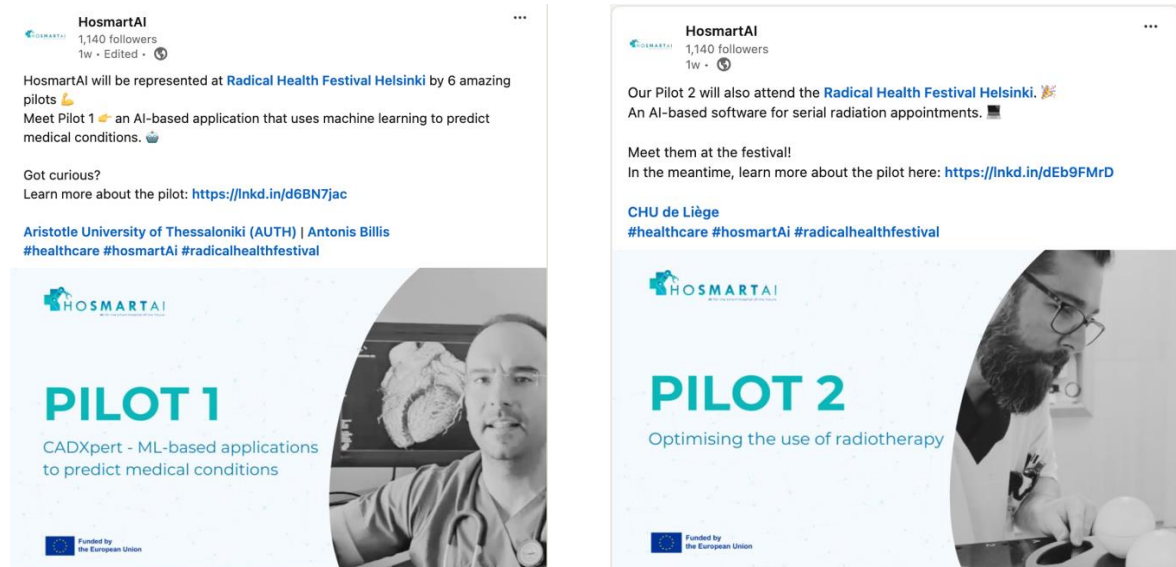


Figure 19: Examples of the SM campaign promotion.

3.3 Related Networks and Projects

HosmartAI has a strong consortium at its disposal, within which all partners were able to provide a high reputation and natural strong contacts (Table 3). Some of the consortium partners have specifically come on board to support the project with their networks and/or are networks themselves (in this case, EFMI and HOPE, which are associations).

Additionally, the EU funds a series of related projects active in the AI and Robotics field that the HosmartAI has actively approached and collaborated with at joint events.

Table 3: A list of networks with HosmartAI access.

Name of the network	Level	Engagement scope
AI4 Germany	national	EIT contact point
AI Frankfurt Rhein-Main	regional	EIT contact point
eHealth Stakeholder Group	international	HOPE contact point
European Cancer Imaging Initiative	international	EFMI contact point
HL7 Europe Foundation	international	EFMI contact point
LEAM Large European AI Models	national	EIT contact point
NL AI Coalitie	national	EIT partner, the network was invited to the workshop in Eindhoven
RoHealth Cluster	international	EFMI contact point
Sivi Cluster	international	ITCL contact point
SmartHospital.NRW	regional	EIT partner

3.3.1 Internal channels and contact points

The consortium started off a strong position regarding potential exploitable contacts. Within the consortium, there are two associations – EFMI (European Federation for Medical Informatics Association) and HOPE (European Hospital and Healthcare Federation) with a broad network and important contacts to potential key actors. Additionally, EIT Health Germany – later replaced by its sister company Health Innovation Hub & Holding GmbH- has a pan-European network of reliable and effective partners. HOPE is to be mentioned especially as it covers 80% of hospital activity within the EU and played a crucial role in activities related to outreach via its dissemination channels. Moreover, HOPE members working on digital health– representatives of public and private hospital and healthcare associations, as well as hospital, health and social care services owners – are tasked with passing on pertinent information at national and regional level via their own professional networks.

As a long-standing member of the European Commission’s eHealth Stakeholder Group (eHSG), HOPE also presented HosmartAI to fellow eHSG affiliates and EU policymakers in February 2024 which was attended by Commission representatives, national policymakers and civil society representatives. Furthermore, HOPE continuously raised awareness among Brussels-based civil society networks, e.g. during meetings of two informal digital health policy officers’ groups (one focusing on AI, the other on the European Health Data Space) composed of the most important umbrella groups representing the interests of patients, consumers, healthcare professionals, public health, digital rights and payers, many themselves involved in other EU projects and networks.

3.3.2 Other EU-funded Projects

The HosmartAI project is just one project among several EU-funded projects that tackle the implementation of IoT technologies within the realm of Health Care. To facilitate the exchange between these projects, the EU-funded initiative [OPEN DEI](#) has been created. The objectives of OPEN DEI (Digitalising European Industry) are:

- Platform building: comparing reference architectures and open-source reference implementations, enabling a unified industrial data platform.
- Data ecosystem building: enabling an innovation and collaboration platform, forging a pan-European network of Digital Innovation Hubs, contributing to an industrial skills catalogue and observatory.
- Large scale piloting: contributing to a digital maturity model, creating a set of assessment methods and a migration journey benchmarking tool.
- Standardisation: conducting cross-domain surveys, performing promotion and implementation, building alliances with existing EU and standard developing organisations.

OPEN DEI is active in the categories Agri-Food, Energy, Manufacturing and Health Care. HosmartAI participates within the Health Care domain. Work Package 6 members are active in OPEN DEI’s working group 1, focusing on dissemination and communication. The goal is to

identify dissemination and communication opportunities, to discuss best practices, to share resources, to align work where beneficial and share experiences.

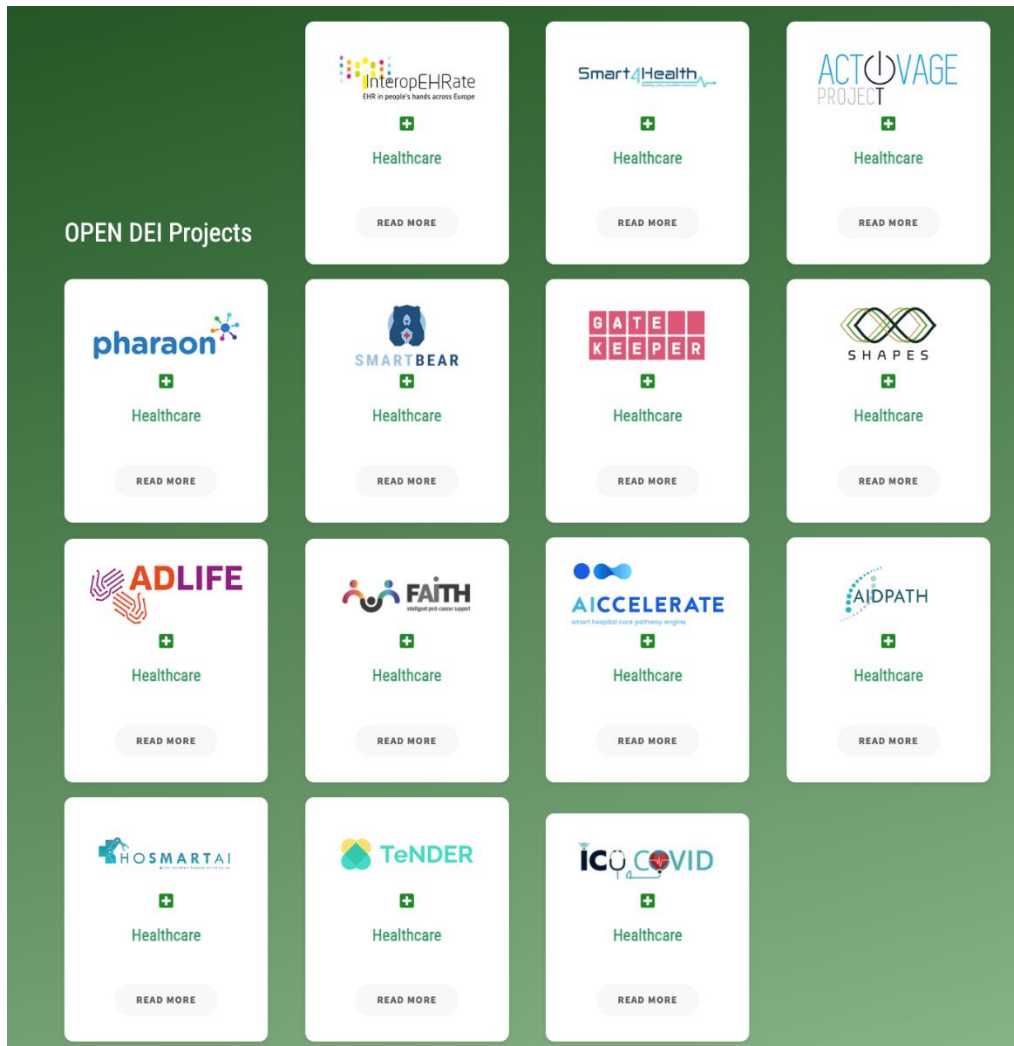


Figure 20: HosmartAI in OpenDEI.

Other EU-funded Health Care projects constituted an important element of a dynamic and effective ecosystem for HosmartAI. Besides the opportunity to fine tune the strategy and receive feedback to the work of the ecosystem building, the contact within OPEN DEI with other high-profile EU-Health Care projects represented an important channel to identify, reach out to and get in touch with potential stakeholders. Events organized by the HosmartAI consortium were disseminated via OPEN DEI.

List of EU projects related to HosmartAI ecosystem

#	Acronym/ Abbreviation	Title	Type of collaboration
1	Activage	European Multi Centric Large Scale Pilot on Smart Living Environments	Cross-dissemination
2	ADLIFE	Integrated Personalized Care for Patients With Advanced Chronic Diseases To Improve Health And Quality Of Life	Cross-dissemination
3	AICCELERATE	AI Accelerator – A Smart Hospital Care Pathway Engine	Cross-dissemination, co-organised presence at MEDICA 2023, attending HosmartAI workshop
4	AIDPATH	Artificial Intelligence-driven, Decentralized Production for Advanced Therapies in the Hospital	Cross-dissemination, co-organised presence at MEDICA 2023, attending HosmartAI workshop
5	ATHENA	Fostering Sustainable and Autonomous Higher Education Systems in the Eastern Neighbouring Area	Cross-dissemination, Joint booth presentation at Hannover Messe 2023 (Pilot 5)
6	DHU	Digital Health Uptake - Supporting the Uptake of Digital Solutions in Health and Care	Cross-dissemination, F6S contact point, Radical Health Festival 2024 – WP7 collaboration
7	DIH-HERO	Digital Innovation Hubs in Healthcare Robotics	Cross-dissemination, participation in a common event
8	EUHUB4DATA	European Federation of Data Driven Innovation Hubs	Cross-dissemination
9	FAITH	a Federated Artificial Intelligence solution for monitoring mental Health status after cancer treatment	Cross-dissemination
10	Gate keeper	Smart Living Homes - Whole Interventions Demonstrator for People At Health And Social Risks	Cross-dissemination
11	InteropEHRat	Interoperable EHRs at user edge	Cross-dissemination
12	Integr@tención	Unified Access Point in the framework of the Cross-Border Platform for the implementation of innovative solutions in social and health care	Cross-dissemination, INTRAS contact point
13	PHArA-ON	Pilots for Healthy and Active Ageing	Cross-dissemination
14	Shapes	The Smart & Healthy Ageing through People Engaging in Supportive Systems	Cross-dissemination

#	Acronym/ Abbreviation	Title	Type of collaboration
15	Smart Bear	Smart Big Data Platform to Offer Evidence-based Personalised Support for Healthy and Independent Living at Home	Cross-dissemination
16	Smart4Health	Citizen-centred EU-EHR exchange for personalised health	Cross-dissemination
17	TeNDER	affecTive basEd iNtegrateD carE for betteR Quality of Life	Cross-dissemination
18	TEF-Health	Testing and Experimentation Facility for Health AI and Robotics	Cross-dissemination

Among the list of related projects, HosmartAI established significant collaborations, particularly intensifying its partnership with AICCELERATE for the joint organization of the second external stakeholder meeting at MEDICA. Furthermore, collaborative efforts extended to both AICCELERATE and AIDPATH for a shared booth exhibition at MEDICA.

Additionally, a new connection was forged with the TEF-Health project. This collaboration holds special significance for project exploitation (WP7), presenting an opportunity for the HosmartAI platform to be utilized beyond its project duration. This is particularly noteworthy as TEF-Health, having commenced in 2023, is scheduled to continue until 2027.

3.4 Other Communication

The Ecosystem Building and Industrial Clustering activities² used a selection of channels to get in touch with stakeholders in addition to the methods already described. Some of these channels have been established already within the broader scope of the project.

3.4.1 Newsletter

Within Task 6.1 (Communication and Dissemination), the consortium has set up a newsletter to inform about the progress of the project. For the ecosystem building Task, this channel served as one of the information channels not only to the wider public but also to the external stakeholder groups identified in the analysis.

In addition, individual members (e.g., HOPE) provided project updates in their own organisational newsletters to reach out to and raise awareness among a wide array of health stakeholders and decision-makers, based in Brussels and the Member States, and to foster continued interest in the progress of HosmartAI. To reach the widest possible amount of hospital stakeholders, HOPE issues two monthly electronic newsletters: an extensive members'-only publication received by +/- 70 national liaison officers and policy leads, and a

² Mentioned in D6.4 and D6.5 "The cluster activity to highlight is the integration on the Health and Care Cluster (later transformed to Healthy Living Cluster) and Horizon Results Booster."; "OPEN DEI – Health and Care Cluster, later Healthy Living Cluster (coordinated by ETHEL), the collaboration with the Horizon Results Booster and the close collaboration with AICCELERATE and AIDPATH." The result of Module A: "Portfolio of Research and Innovation Results Project Group: AICCELERATE – 101016902"

shorter “HOPE News and Update” (reaching a total of 2,380 subscribers, the majority of which individuals at public and private hospitals and working for regional/national entities involved in their organisation, EU-level staff working at the Commission and Parliament), both featuring relevant project updates.

3.4.2 Targeted Mailings

The strongest and most convincing contacts are direct contacts. Targeted mailings were used to inform about the progress of the project and to extend invitations to project events. For this, extensive research was undertaken to identify AI-relevant networks and individual experts and champions working in the medical technology sector and in institutional and research settings.

An important added benefit of this effort was the expansion of contacts who can be informed of the next steps of the project, in the hope that some will be effectively activated to become collaborative stakeholders at a later stage.

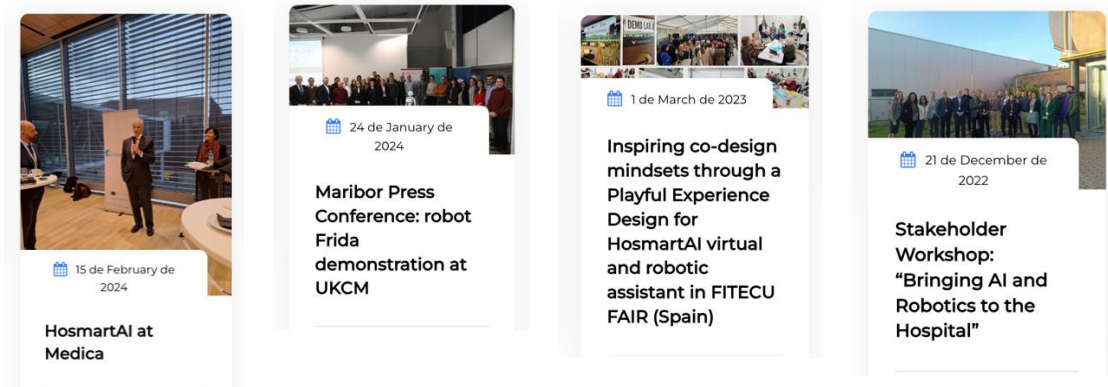
3.4.3 Social Media

HosmartAI has set up LinkedIn, Twitter and a YouTube Account, with the LinkedIn Account being the most active. The existence of social media channels is a small but important element within the ecosystem building strategy, as these channels serve as regular reminders of the existence of the project, making sure the receivers keep it in mind. Dedicated tweets and re-tweets by the project partners pertaining to ongoing project / partner activities, posts related to the stakeholder workshops and events, and likes had an important multiplier function in this regard as they ensured messages were received by a very diverse audience covering the different constituencies represented within the HosmartAI consortium.

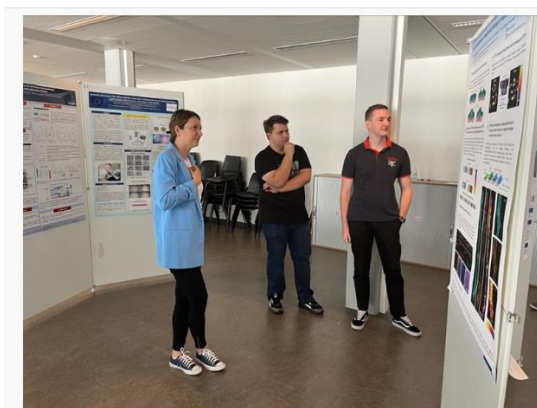
During the coordination of the collaborative booth exhibition at MEDICA 2023, the three projects HosmartAI, AICCELERATE and AIDPATH opted to establish a shared LinkedIn group [AI for Smart Hospitals | Groups | LinkedIn](#) as the primary online hub for stakeholders. This group will not only streamline the promotion of project outcomes, including the imminent launch of the HosmartAI platform, but will also function as a communal space for interacting with additional stakeholders who play an active role in advancing AI innovations in healthcare.

3.4.4 Project Blog

The project blog, led by INTRAS, served as a platform for disseminating project-related news pertinent to the ecosystem. Articles were dedicated to significant task outcomes, covering activities in standardization, external stakeholder workshop outcomes, and progress updates on pilots and Open Call winners' results



In addition, one of the Open Call winners – [SoftLungX project](#) – expanded the dissemination efforts with [a special dedicated website](#) to their project that provided details on the team achievements and participated events.



September 16, 2023

Summer school Leuven

SoftLungX team members have attended the summer school "Feel the force" at KU, Leuven (September 12-15) to exchange ideas, discuss potential collaborations and promote SoftLungX project 📄 <https://www.kuleuven.be/english/summer-schools/feeltheforce2023> [MedicalImageProcessing](#) [#HosmartAI](#) [#helathcare](#) [#machinelearning](#)



December 22, 2023

SoftLungX in France

Disseminating SoftLungX software in Saint-Étienne, France! Project member Tijana Geroski has presented the project to the research team in Ecole des Mines de Saint-Etienne 🇫🇷 [#HosmartAI](#) [#MedicalImageProcessing](#) [#helathcare](#) [#machinelearning](#)



November 10, 2023

RTK news

Our team member Tijana Geroski has presented SoftLungX project on local television channel Radio Televizija Kragujevac 📺 #HosmartAI #MedicalImageProcessing #helathcare

The 23rd IEEE International Conference on Bioinformatics and Biengineering (BIBE) (Virtual), 4–6 Dec 2023

Transfer Learning with Deep Convolutional Neural Networks for Respiratory Disease Classification in X-ray Images

Lazar Dašić^{1,2}, Olgjen Pavić^{1,2}, Tijana Geroski^{1,3}, Dragan Milovanović¹, Marina Petrović¹, Nenad Filipović^{1,3}

¹Institute for Information Technologies Kragujevac, University of Kragujevac, Kragujevac, Serbia
²Bioengineering Research and Development Center (BioRC), Kragujevac, Serbia
³Faculty of Engineering, University of Kragujevac, Kragujevac, Serbia
⁴University Clinical Centre Kragujevac Faculty of Medical Sciences, University of Kragujevac, Kragujevac, Serbia

December 14, 2023

IEEE BIBE 2023

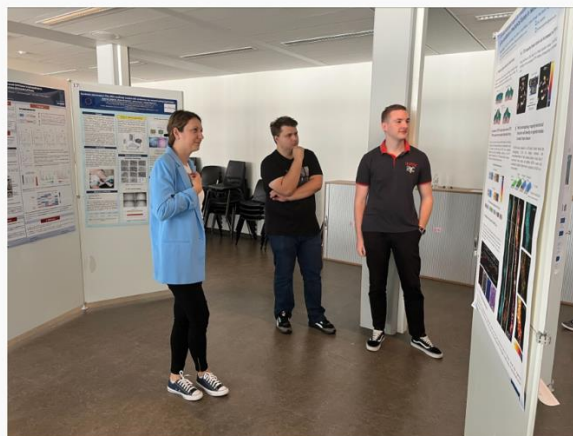
Spread the word! Team member Lazar Dašić presented the methods developed in SoftLungX on IEEE BIBE 2023 conference! #HosmartAI #MedicalImageProcessing #helathcare #machinelearning



October 2, 2023

ICCBIG 2023

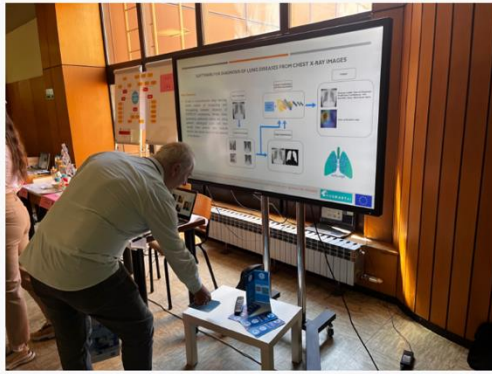
Our team member Tijana Geroski has presented a paper entitled "Application of Machine Learning Algorithms in Medical Data Processing" on 2nd International Conference on Chemo and Bioinformatics (ICCBIG 2023) Kragujevac, September 28-29, 2023, Serbia including SoftLungX project in her talk! <https://www.iccbig2023.com> #HosmartAI #MedicalImageProcessing #helathcare #machinelearning



September 16, 2023

Summer school Leuven

SoftLungX team members have attended the summer school "Feel the force" at KU, Leuven (September 12-15) to exchange ideas, discuss potential collaborations and promote SoftLungX project 📺 <https://www.kuleuven.be/english/summer-schools/feeltheforce2023> #HosmartAI #helathcare #machinelearning



April 8, 2024

DeepTech conference

🚀 Exciting News Alert! 🚀 We're thrilled to announce that Project SoftlungX was taking the stage at the DeepTech Conference! 🌟 Check out cutting-edge innovations and advancements in deep technology of SoftlungX project! KONFERENCIJA PRVI DEEP TECH OTVORENI DAN NAUKE First Deep Tech Open Science Day Conference #DeepTech #Innovation #TechConference #healthcare #machinelearning #HosmartAI



March 4, 2024

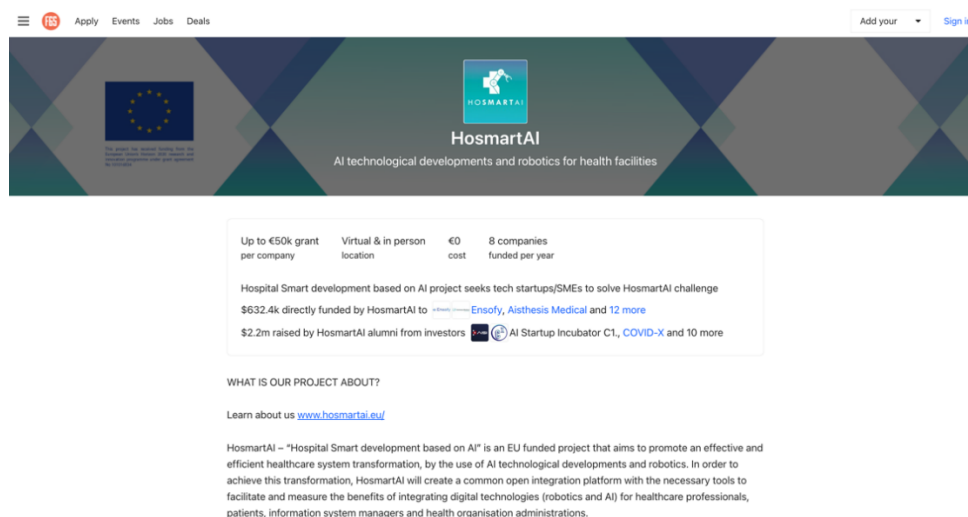
AAI 2024 conference

🚀 Exciting Announcement: Join Us at The Third Serbian International Conference on Applied Artificial Intelligence (SICA AI)! 🌍 Are you ready to explore the forefront of AI innovation and connect with industry leaders, researchers, and enthusiasts from around the globe? Look no further! 🌟 We're thrilled to invite you to The Third Serbian International Conference on [...]



3.4.5 F6S network and access to funding opportunities

F6S partner has engaged in promoting the project and expanding its networks through a series of activities:

- 1) Creating [HosmartAI profile at the F6S Platform](#) to [connect](#) the companies with the right opportunities (Appendix B)



Apply Events Jobs Deals Add your Sign in

  **HosmartAI**
AI technological developments and robotics for health facilities

Up to €50k grant per company	Virtual & in person location	€0 cost	8 companies funded per year
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Hospital Smart development based on AI project seeks tech startups/SMEs to solve HosmartAI challenge
 \$632.4k directly funded by HosmartAI to [Ensofy](#), [Aisthesis Medical](#) and [12 more](#)
 \$2.2m raised by HosmartAI alumni from investors [AI Startup Incubator C1](#), [COVID-X](#) and [10 more](#)

WHAT IS OUR PROJECT ABOUT?
 Learn about us www.hosmartai.eu/

HosmartAI – "Hospital Smart development based on AI" is an EU funded project that aims to promote an effective and efficient healthcare system transformation, by the use of AI technological developments and robotics. In order to achieve this transformation, HosmartAI will create a common open integration platform with the necessary tools to facilitate and measure the benefits of integrating digital technologies (robotics and AI) for healthcare professionals, patients, information system managers and health organisation administrations.

Figure 21: HosmartAI profile at F6S.

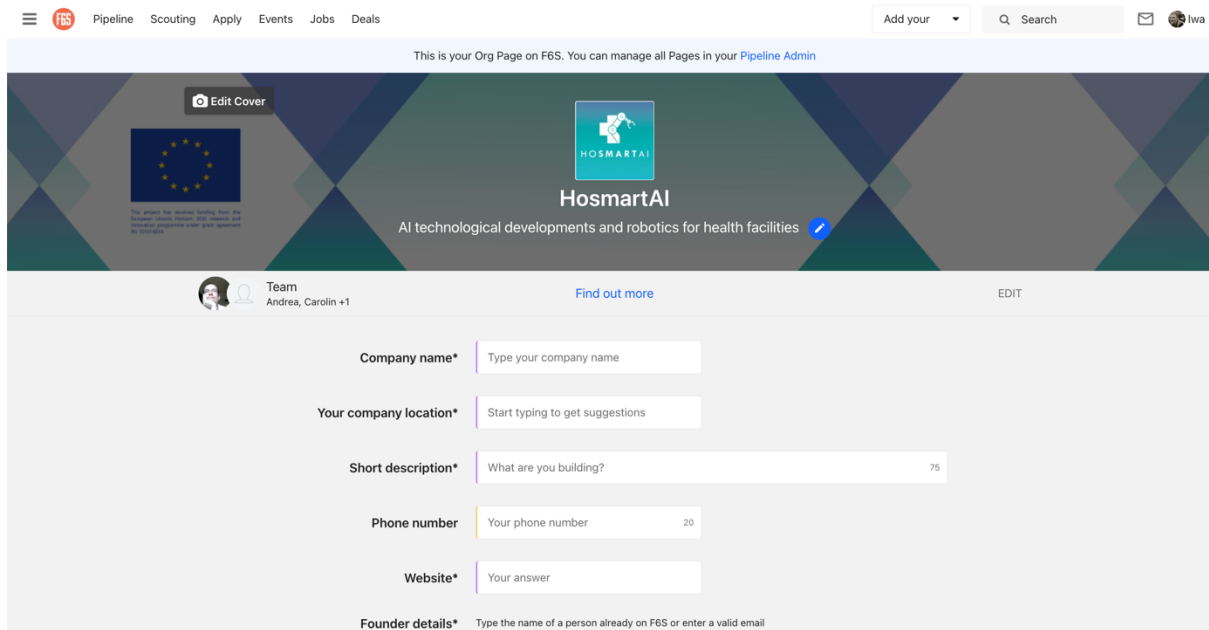


Figure 22: HosmartAI profile at F6S - connect function to expand the network.

- 2) Providing access to relevant events and funding opportunities: registered partners at F6S have free and up to date access to the relevant events at local, national and global level. The search button allows to filter the most relevant events/accelerators programmes by the type, location and market.

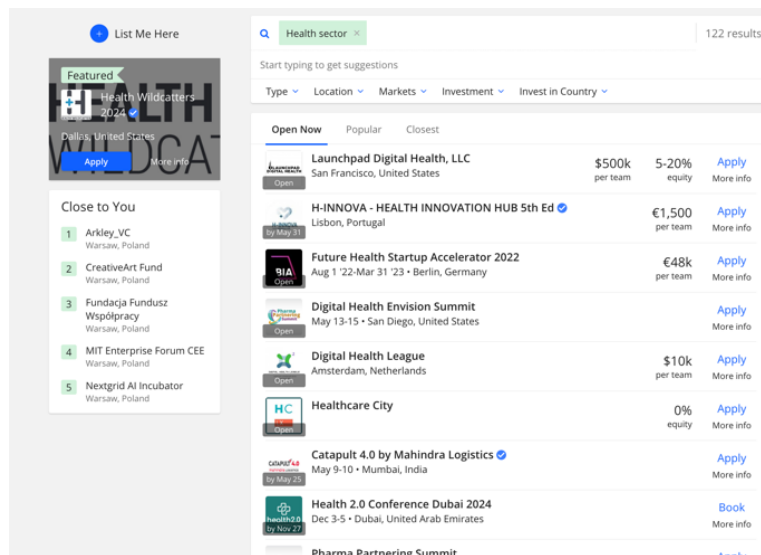


Figure 23: F6S network page - access to events in health sector in location proximity.

- 3) Networking with other relevant companies from the health innovation sector per country, European and global level

H2020 Contract No 101016834

Companies > Healthcare > Greece

16 top Healthcare companies and startups in Greece in 2024

Powered by the F6S community
May 16, 2024

HEALTHCARE COMPANIES SNAPSHOT

We're tracking Vidavo S.A., BIOPIX-T and more Healthcare companies in Greece from the F6S community. Healthcare forms part of the **Health/Medical** industry, which is the 2nd most popular industry and market group. If you're interested in the Health/Medical market, also check out the top **Health, Wellness, Fitness, Healthcare IT or Medical Equipment** companies.

Vidavo S.A.
CDSs with the aim to assist ER personnel triage incoming patients to the ER

[See full page](#)
[People, funding & more](#)

Meet **Alexios** and **Anastasia** that work here

VIDAVO, is a digital health company established in 2005. All these years it has consistently invested in scientifically proved, market focused products aiming to bridge the gap between research and market. Our solutions cover a wide range of connected health and self-management (mobile apps & web platforms) for supporting chronic disease (medical), nutrition and weight management (wellness). The company has extensive experience in implementing multi-national R&D projects. To this end, it brings forward experience in project management and most importantly in ICT-based services implementations,...

[more](#)

📍 Thessaloniki, Greece
📅 Founded 2005
💰 \$1.8m raised from AI Startup Incubator (AISI) and 9 more [See all investors](#)

Companies > Health > Italy

100 top Health companies and startups in Italy in 2024

Powered by the F6S community
May 16, 2024

HEALTH COMPANIES SNAPSHOT

We're tracking PharmaPrime, GENOMEUP and 103 more Health companies in Italy from the F6S community. Health forms part of the **Health/Medical** industry, which is the 2nd most popular industry and market group. If you're interested in the Health/Medical market, also check out the top **Healthcare, Wellness, Fitness, Healthcare IT or Medical Equipment** companies.

PharmaPrime
Online platform that allows access to pharmaceutical products

[See full page](#)
[People, funding & more](#)

Meet **Luca**, **Rosanna** and **Federico** that work here

PharmaPrime is an innovative company focused in the pharmaceutical and parapharmaceutical on demand distribution service, cloud computing, and artificial intelligence. PharmaPrime created an easy and innovative solution for pharmaceuticals availability to patients, contributing to adherence, for the benefit of all parties: patients, pharmaceutical companies & pharmacies. Thanks to PharmaPrime, customers can order all pharmaceutical, parapharmaceutical, cosmetic and veterinary goods, at the lowest prices, from top-rated local pharmacies, receiving them in 40 minutes. Through the partnership wit...

[more](#)

📍 Roma, Italy
📅 Founded 2016

Figure 24: F6S - example of relevant networks and contacts per country level.

CliniNote 2 jobs

Co-piloting medical note creation by transforming free text into RWE data
Artificial Intelligence (AI) Data & Analytics Software Health/Medical SaaS
Data Collection Natural Language Processing (NLP)

[Follow](#)

See **Rafal**, **Robert** and 2 others that work here

[About](#) [Investors](#) [People](#) [Jobs](#) [Updates](#)

📍 Warsaw, Poland
📅 Founded 2020
💰 Raised from COBIN Angels and 6 more [See all investors](#)
👥 Hiring 2 tech and business people [See jobs](#)
🌐 [clininote.com](#) [in](#)

About CliniNote

CliniNote serves as a valuable tool for medical note creation, efficiently saving doctors' time. By online normalization and structuring of medical notes, CliniNote ensures immediate data availability. Utilizing our AI engine, CliniNote intelligently processes doctors' free-text input, offering suggestions to enhance clarity, relevance, and comparability collecting high quality

Similar companies

- Health Note**
AI platform that prewrites physician notes
- Cloudfolds Technologies**
Cloudfolds helps Clinicians generate high-quality patient notes
- MEDTECHLABS YAZILIM ANONIM SIRKETI**
MedTechLabs
- Scribenote**
Automatic documentation for veterinary professionals.
- Clinthink**
World leading provider of AI solutions for healthcare an...
- PredictionHeath**
Medical AI that listens and scribes in real-time
- ClinWiz**
Medical answer engine for clinical guidelines and...
- Invento**
Clinical NLP company for knowledge extraction from...
- Clinly Inc**
Clinly is AI/ML only centralized and...
- Clinx**

Examples of available information through F6S network

4) Scouting companies for HosmartAI – F6S itself scouted 69 matching profiles to which the project was directly promoted.

HosmartAI

[TOP](#) [RECENT](#) [YOUR NEEDS](#)


Scouting Leads 2022 - Open Call #2
Scouting Leads
19 Views
29 Startups Scouted >

Scouting Leads 2022 - Open Call #1
Scouting Leads
23 Views
40 Startups Scouted >

HosmartAI

Manage categories

Scouting Leads 2022 - Open Call #1 Vote 2



Category: Scouting Leads

40 STARTUP CANDIDATES

STARTUP	NOTES	YOUR SCORES	PIPELINES	TAGLINE	ANALYST NOTES	LINKS	LOCATION
		*****	Scouted - 5.0	Neuroadaptivity AI platform for measuring and improv...	- Founded in 2018 - Real-time stress...	f in t	London, United King
		*****	Scouted - 5.0	AI-first enterprise specialising in psycholinguistic Artificial ...	- Founded in 2019 - The company ...	f	Leicester, UK
		*****	Scouted - 5.0	Transforms gynecological medical ultrasound in ...	- Founded in 2019 - Develops AI ...	in	Torino, Italy
		*****	Scouted - 5.0	Generative AI platform tailored specifically for ...	- Founded in 2018 - Supported by ...	f	Vilnius, Lithuania
		*****	Scouted - 5.0	AI digital sexologist that provides personalized ...	- Founded in 2019 - Through a mobi...	f t i	Tel Aviv, Israel
		*****	Scouted - 5.0	Neuroscience AI company developing digital biomarke...	- Founded in 2019 - Leverages its ...	f	Cambridge, UK
		*****	Scouted - 5.0	Provides AI-driven, actionable insights to pharmaceutical ...	- Founded in 2018 - Uses AI to collat...	f	Zug, Switzerland
		*****	Scouted - 5.0	AI-driven fully automated echocardiography analysis ...	- Founded in 2019 - After ...	in t f	Vilnius, Lithuania
		*****	Scouted - 5.0	Platform combines conversational AI with ...	- Founded in 2018 - Platform for ...	f	
		*****	Scouted - 5.0	Medical imaging with power of AI	- Founded in 2019 - Builds AI ...	f	Ankara, Turkey

4 Conclusion

The ecosystem building within HosmartAI project was a fusion of efforts involved from different partners, with strong international dissemination activities accumulated in the last year of the project by WP6 and WP7.

As a consortium we engaged in a range of different events to reach different audiences:

- Scientific conferences to promote the scientific and technical results of the project.
- Health Care related events to specifically target the Health Care Professionals and the health care stakeholders.
- AI, Robotics and digitization-conferences, to specifically target the technical professionals.
- Fair trades, brokerage and investment events in the final year of the project to disseminate the results and collect insightful feedback.

The activities were concentrated around defined communication and dissemination roadmap, stakeholders' analysis by EIT, and diffusion of scientific and technological knowledge generated within the project aiming to address the full range of potential stakeholders. As an outcome the project raised awareness, expanded the network with potential supporters, end users and customers. Efforts from WP7 bridged the innovations one step closer to the market opportunities. Thanks to F6S platform, partners gained power on leveraging effect on other sources of funding already explored by the Open Call winners.

The efforts do not stop but continue. At least two beneficiaries will attend and present at the [HLTL Health](#) event in Amsterdam in June 2024. Connecting and scaling up opportunities will be kept available for all registered profiles at the HosmartAI F6S profile.

Appendix A List of attended events

Collection of the attendance reporting was coordinated by 6.1 task leader INTRAS. All project partners were required to contribute to the dissemination efforts, with particular highlight from the platform and pilot's owners.

Name of the event	Stakeholder Group(s)	Year/Country	Partner engaged
18th Symposium on Nursing and Midwifery	End users (Midwives and Nurses); Policy makers	2022/Slovenia	UM
19th Panhellenic Scientific Event, Innovations and developments in gastroenterology	End-users	2022/ Greece	AUTH
1st Meeting CWA Informed Consent Guide (Lydia work group, OPEN DEI)	Health Industry	2021/online	EXYS
2021 Thought Leader EHTEL Symposium	Health Industry Stakeholders, Scientific community, Policy makers	2021/online	ITCL
2023 International Symposium on Medical Robotics (ISMR)	Scientific community	2023/ USA	ETHZ
2nd International Conference on Chemo and Bioinformatics (ICCBIG 2023)	Scientific community	2023/ Serbia	SoftLungX
4th "Sports Cardiology 2023" Congress	Clinicians, Other Health Professionals; Health Industry	2023/ Greece	TMA
7th annual conference Slide2Open Shipping Finance 2024	Industry	2024/ Greece	TMA
7th URV Doctoral Workshop in Computer Science and Mathematics	Scientific community	2022/ Spain	UM
8th Health Technology Assessment Conference 2023	Industry; Ministry/ Policy makers	2023/ Greece	PhE
AgeinFit 2022	Health industry	2022/ online	VIMAR
AI4 Healthcare Summit 2022	AI ecosystem	2022/ online	F6S
AICONNECT Business Forum	Health Industry; AI ecosystem	2023/ Serbia	SoftLungX
ARISTOTLE MEDICAL FORUM	Scientific community	2021/ Greece	AUTH
BeHealth 2022	Health Industry	2022/ Romania	EFMI
Co-creation workshop with UM FERI and researchers	Project managers, Researchers, Doctors	2021/ Slovenia	UKCM
Contemporary materials conference	Scientific community	2021/ Bosnia and Herzegovina	SoftLungX
Dahua Partner Day 2023	Industry	2023/ Spain	ITCL
DeepTech conference (KONFERENCIJA PRVI DEEP TECH OTVORENI DAN NAUKE First Deep	Technology developers; AI ecosystem; Industry	2023/ Serbia	SoftLungX

Name of the event	Stakeholder Group(s)	Year/Country	Partner engaged
Tech Open Science Day Conference)			
Development Conference on NAFPAKTOS 2030	Policy makers' End users; Entrepreneurs	2023/ Greece	TMA
Digital Health & Wellness Summit 2022 –ECHAlliance at 4YFN Digital Health	Health Industry; Policy makers	2022/ Spain	F6S
Digital health days	General public; Scientific community	2022/ Belgium	UM
Digital transformation for informed decision-making in healthcare	Health industry; Policy makers	2021/ Hybrid	UM
DIH-HERO Knowledge Conference 2021	Health industry; Scientific community; Robotics ecosystem; Policy makers	2021/ Online	ITCL
ECS brokerage event	Industry; Policy makers	2022/ Online	SSOL
EFMI-STC 2021, Satellite event - presenting HosmartAI H2020 project –	General public; Scientific community	2021/ Spain	EFMI
EHRA 2023	Clinicians	2023/ Spain	ETHZ
EHTEL Symposium 2021	Health Industry; Policy makers	2021/ online	ITCL
ENEGG VIII	Scientific community; Policy makers	2024/ Portugal	INTRAS
ENOLL Catchup Meeting: short presentation of the HOSMARTAI as a key new project at MINDLab	Scientific community	2021/ online	INTRAS
ESTRO 2024 Radiation Oncology: Bridging the Care Gap	Industry; Health professionals	2024/ UK	ITCL
ETH Week 2021, Health for Tomorrow	Scientific community	2021/ Switzerland	ETHZ
Europe's Leading 5g Ecosystem Forum	General public; Investors; Industry	2022/ Latvia	SSOL
European Forums on Electronic Components and Systems	General public; Policy makers; Industry	2022/ The Netherlands	SSOL
European Robotics Forum (ERF2021)	Scientific community; Industry; Robotics ecosystem' Industry	2021/ online	INTRA
Exclusive Stakeholder Workshop "Bringing AI & Robotics to the Hospital"	End users; Scientific community	2022/ The Netherlands	HOPE
Feel the force" training school in Leuven	General public; Scientific community	2024/ Belgium	SoftLungX
Festival of Robotics	General Public (Citizen and Children); Policy makers (President of Slovenia)	2024/ Slovenia	UM; UKCM
Fifth annual international SCRN meeting	Scientific Community; health industry	2021/ online	ETHZ

Name of the event	Stakeholder Group(s)	Year/Country	Partner engaged
Final Workshops Event of the Wellco European Project	Scientific community; General Public; Policy makers	2021/ online	INTRAS
FITECU – I International Fair of Innovation and Technology at The Service of Care	End users; General Public	2023/ Spain	INTRAS; ITCL
FORUM INNOVATION DEFENSE	Industry; Policy makers	2021/ France	GC
Hannover Messe 2023	Industry	2023/ Germany	UM
HCC WG2 meeting	Healthcare projects	2021/ online	UM
Health and Care cluster meeting	Policy makers; Scientific community; Industry	2023/ Portugal	INTRA
Health Tech Hub Styria Pitch & Partner 2022	Health Industry; Policy makers	2022/ online	SSOL
HL7 Hellas General Assembly	Other	2023/ Greece	AUTH
HLTH Europe - Health Tech 2024	Health industry; Investors; Policy makers	2024/ The Netherlands	SICS
HosmartAI and Bridge Discovery Synergy	Scientific community	2021/ Switzerland	ETHZ; SERMAS
HosmartAI Open Call #1– INNOVATE webinar	General public; Technology developers	2022/ online	F6S
HosmartAI Open Call #1: from A to Z	General public; Technology developers	2022/ online	F6S
HosmartAI Open Call #2 – EXPERIMENT webinar	General public; Technology developers; Technology adopters	2023/ online	F6S
HosmartAI Open Call #2 Webinar - What's next and Q&A	General public; Technology developers; Technology adopters	2023/ online	F6S
ICIC23	Scientific community	2023/ Belgium	INTRAS
ICIST2024 14th International Conference on Information Society and Technology	Scientific community	2024/ Serbia	SoftLungX
Inauguration of CIAB (Comprehensive Cancer Center Arsène Burny) od CHU de Liège	Media; General Public; End users	2022/ Belgium	CHUL
International Congress of Health Sciences (ICHES-IDU 2021)			
International Scientific Conference Contemporary Materials	Scientific community	2023/ Bosnia and Hercegovina	SoftLungX
ISPIM Innovation Conference 2022	Scientific community; industry; Investors	2022/ Denmark	INTRAS
ISPOR2023	Health Industry	2023/ Denmark	UM; UKCM

Name of the event	Stakeholder Group(s)	Year/Country	Partner engaged
IVUS 2022: 27th International Conference on Information Technology	Scientific community; Industry	2022/Lithuania	SSOL
Joint International Meeting: 22nd EAA Congress, 15th ISGA Congress, 5th International Conference of Evolutionary Medicine	Health industry; Scientific community; General public	2022/Lithuania	SSOL
Jornadas de Enfermagem de Cardiologia	Scientific community	2024/ Portugal	HeartbAlt
KDT Kick-off and Brokerage 2022	Scientific community; Policy makers; industry	2022/ Belgium	SSOL
Living Lab Circuit: presentation of HOSMARTAI and Participatory methodology coming from CAPTAIN Project and Lessons Learn	Policy makers	2021/ Spain	INTRAS
MEDICA Trade fair	Health industry; Policy makers; Investors	2023/ Germany	EIT; CHUL; TMA; GC; HOPE; INTRA; INTRAS
Meet EFMI Luncheon - European Projects and Policy - HosmartAI	General Public; Scientific community	2022/ France	EFMI
Meet in Italy for Life Sciences	End users	2021/ Italy	VIMAR
Meeting with a nursing home organization (San Rocco) in Southern Switzerland, and by an Hospital in Italy	Health Industry	2021/ Switzerland	EXYS
Mobile World Congress 2024	Other	2024/ Spain	ITCL
Next Door Project conference focused on "Activate Community to fight isolation and loneliness of older citizens"	Scientific community	2022/ Portugal	INTRAS
OPEN DEI Healthcare Cluster Coordination meeting	Policy makers; Other	2021/ online	INTRA
Poseidonia 2024	Industry	2024/ Greece	TMA
Press event where the robot officially enters the hospital	Media	2022/ Slovenia	UM; UKCM
Program Councils Meeting and Open Laboratories Day	Industry	2021/ online	UM FERİ
Radical Health Event	Health industry; Scientific community; Investors	2024/ Finland	AUTH; INTRAS; CHUL; SoftlungX; SICS
Radio Televizija Kragujevac	Media	2023/ Serbia	SoftlungX

Name of the event	Stakeholder Group(s)	Year/Country	Partner engaged
Robotics and Automation in Electrophysiology SCRN Annual Awards Session	Scientific community; Health industry	2021/ online	ETHZ
RODIN Summer Camp led by the Robotics Digital Innovation Networks	Scientific community; Health industry	2021/ online	ETHZ
RoMedinf2021 - Digital Technology and Healthcare	Scientific community; Other	2021/ online	EFMI
Science Summit (SSUNGA-77)	Other	2022/ USA	INTRAS
Self-care as an introduction to quality treatment of a neurological patient	Healthcare professionals	2023/ Slovenia	UM; UKCM
Simpozij Digitalizacija v zdravstvu in umetna inteligenca: Inovacije za boljšo prihodnost	Health Industry	2024/ Slovenia	UM; UKCM
Smart Diaspora 2023	Policy makers; Researchers; Industry	2023/ Romania	EFMI
Tailored Physiotherapy: una strategia per il futuro	End users	2023/ Italy	IRCCS
TechChill Milano	Tech developers; Industry	2022/ Italy	F6S
Technosocial 2024 Andalucia	Other	2024/ Spain	INTRAS
The 16th International Conference "Mechatronic Systems and Materials" (MSM 2021)	Scientific community	2021/ Lithuania	SSOL
The 23rd IEEE International Conference on Bioinformatics and Bioengineering (BIBE)	Scientific community	2023/ online	SoftLungX
The Hamlyn Symposium on Medical Robotics 2022	Scientific community; industry; End users	2022/ UK	ETHZ
The hospital of the future – advances in healthcare robotics	General public	2023/ Switzerland	ETHZ
Training with physiotherapists on HosmartAI services and technologies	End users	2024/ Italy	IRRCS
UBDAY EDGE COMPUTING FOR INDUSTRY	Industry; Policy makers	2021/ online	GC
Virtual AI Mission Belgium 2021	Policy makers; Scientific community; Industry	2021/ online	INTRA
ViVE 2022 New Health Information Technology Event	Tech providers; Investors	2022/ online	F6S
Web Summit	Tech providers; Investors	2021/ Portugal	F6S
WG5 GDPR LSP HC CLUSTER meeting	Health Industry; Policy makers	2021/ online	EXYS
Workshop on inclusive digital health for empowering older adults	Other	2022/ Spain	INTRAS

Name of the event	Stakeholder Group(s)	Year/Country	Partner engaged
Workshop: Improving communication in digital health using EFMI MIMO	Scientific community; Health industry; General public	2022/ France	EFMI
XXV Spanish National Congress on Health Informatics (Inforsalud 2022)	Scientific community	2022/ Spain	EFMI

Appendix B HosmartAI Profile at F6S and connect opportunity

HosmartAI portfolio companies



Bioengineering Research and Dev Center

Devoted to the development software for various problems in bioengineering.
Artificial Intelligence (AI) Software 3 more



Promptly Health

Making health outcomes available. for everyone.
Data & Analytics Health/Medical 9 more



Ensofy

Mental Health Management using Voice + AI
Artificial Intelligence (AI) Software 5 more



Aisthesis Medical

Multi-Pathology Sepsis Prediction for Acute Care via Digital Patient Twins
Health/Medical Medical Equipment



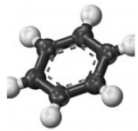
ESOGU-IFARLAB

Eskisehir Osmangazi University Intelligent Factory and Robotics Laboratory
Manufacturing Robotics 3 more



Virtual Angle BV

Virtual Angle BV is a software developer and systems integrator provider.
Cyber Security Artificial Intelligence (AI) 3 more

**MION**

Mobility Ion Technologies
Agriculture Food 7 more

**Privanova**

Agriculture Cyber Security 15 more

**PROTON**

Technology, Information and Internet
Cyber Security Media 4 more

**Polyhedra.eu**

An NGO for cross-disciplinary research and activities
Energy Consulting 4 more

**Efthymios Kaliampakas**

Scientific Expert
Software Development Health/Medical 2 more

**Docunque**

Medical practice management software
Health/Medical Healthcare

**Vidavo S.A.**

CDSS with the aim to assist ER personnel triage incoming patients to the ER
Hardware Sports 12 more

**segtnan**

Segtnan develops medical diagnostic intelligence solutions.
Health/Medical Science 3 more