

# Welcome to Nordic Proof Webinar & Matchmaking Event

September 9<sup>th</sup> 2020



# Before we start

To run the webinar in the best possible way, please;

1. Unmute and turn of you camara
2. If you have questions, please use the chat functionality
3. Please register your full name in Zoom



# Agenda

2:00 pm Welcome and short intro to Nordic Proof and the program

*Siri Stabel Olsen, Coordinator Nordic Proof*

2:10 pm Hospital at Home, Programs and Strategy

*Karl Øyri, Section Manager, Oslo University Hospital*

*Pekka Kahri, Technology Officer, Helsinki University Hospital*

*Virpi Rauta, Development Manager and Nephrologist, Helsinki University Hospital*

2:50 pm Short presentation of Nordic Proof partners

3:00 pm One2One meetings in separate online meeting rooms

4:30 pm End program



# Nordic Proof

## Consortium of premium test facilities in the Nordics



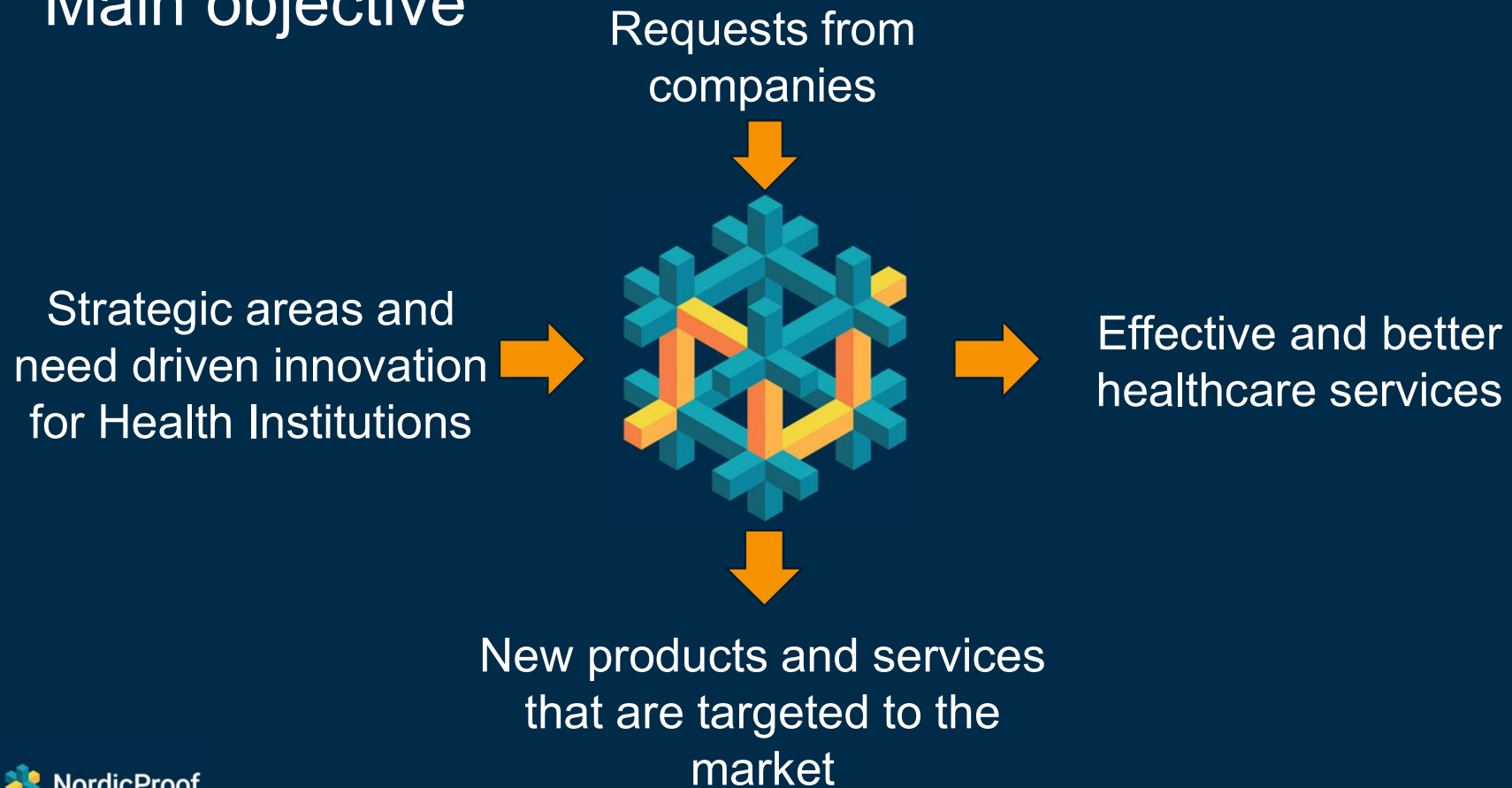
## Mission

Our network offers easy access to the most renowned health institutions and testing hubs within healthcare in the Nordics.

Professional expertise provides predictability and solid services based on real customer needs.



# Main objective



## What we offer to the health industry

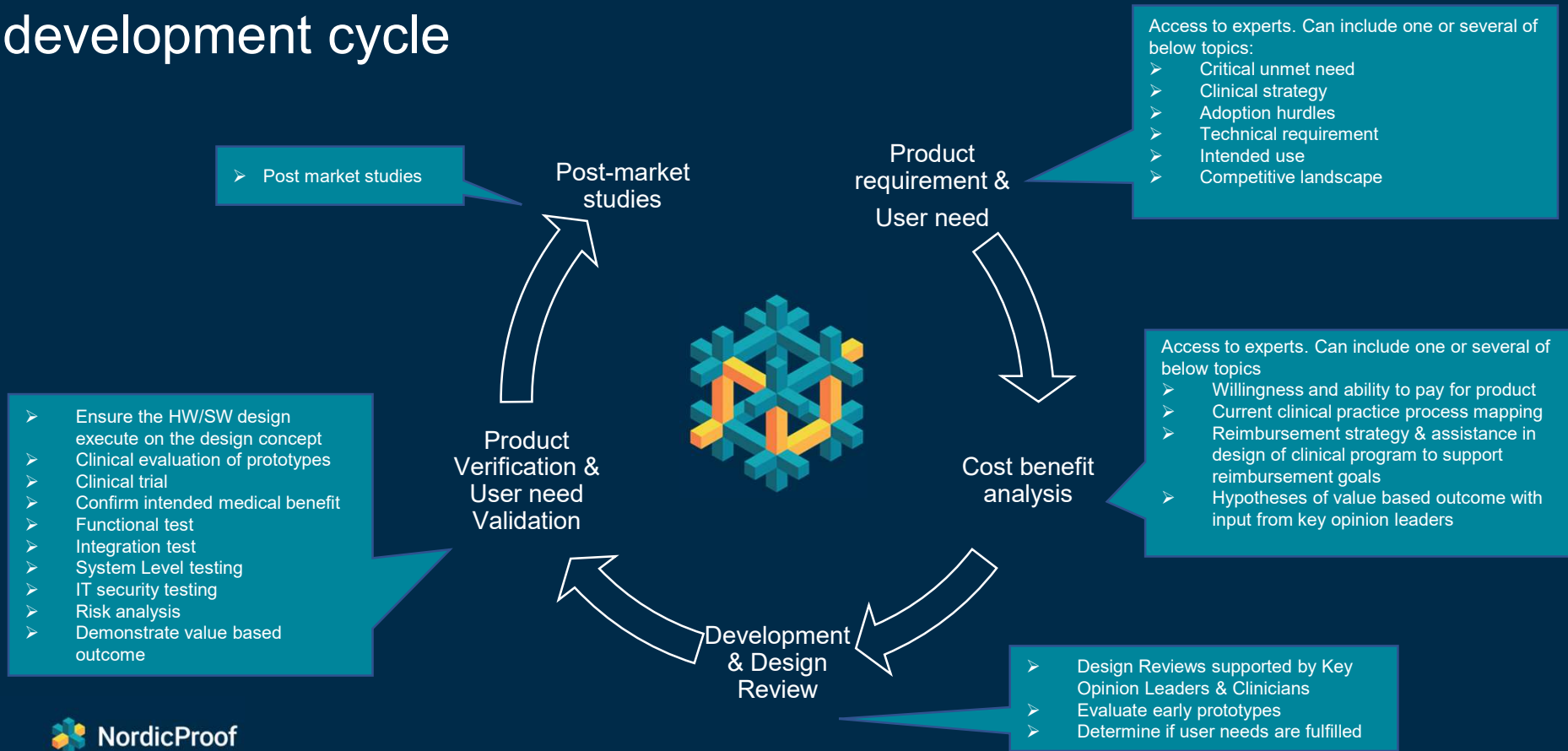
- One point of contact to a network of world class health institutions in the Nordics.
- Efficient, transparent and on time services.
- Tested with Nordic quality and expertise from idea to finished product.

*Nordic Proof – a way the get to know the Nordic market and their needs*



©Sunnaas

# Services throughout your development cycle





## Fixed price workshop package



### Content and process:

- Order the service package through our website
- Nordic Proof coordinator check availability of experts (2-3 experts per workshop) with relevant Nordic Proof partner(s).
- Nordic Proof coordinator create semi-structured interview guide with input from company.
- Selected Nordic Proof partner(s) recruit relevant experts.
- 1/2 day workshop conducted with company and recruited experts at partner(s) test facility.
- Nordic Proof partner(s) write report with findings and recommendations.

### Price:

€3000 for one workshop including the development of interview guide  
€2000 per additional workshop



## Case – Independence Gear

- Started out testing with innovation department at Sunnaas Hospital in their home market
- Scaled user test to VihTek in Copenhagen and Danderyd in Stockholm
- Launching first product to market
- Now starting to develop product number two together with users at Sunnaas hospital



*“Without access to real life testing facilities at the Nordic Proof partners, we would not have products in the market, says Carl Christian Sole Semb in the Norwegian med-tech company Independence Gear”*



## Case – Rabmed – conducting a market study

- ❁ Early phase prototype of needle-free connector for glass ampoules
- ❁ Designed an interview guide together with Nordic Proof
- ❁ Conducting one day on-site interview with health professionals
  - ❁ Helsinki
  - ❁ Stockholm
  - ❁ Oslo
- ❁ Each test facility wrote a sum up report from the interview
- ❁ The company got important feedback for their further development process and market strategy



*“We came in selling the product as if we were doing a sales pitch. We soon realized that the meetings were most valuable to us if we sat back and allowed them to be brutally honest - almost prompting their most critical feedback”*

*Marius Andresen, serial entrepreneur*

AmpuSeal

# Nordic Medtest AB, Sweden

Nordic Medtest AB is a testing and quality assurance company in Sweden and is a subsidiary of Inera AB, which in turn is owned by SALAR (Swedish Association of Local Authorities and Regions), where all Swedish regions and municipalities are members.

## Core competence and focus area

- Software testing
  - Interoperability
  - Usability
  - Information security
  - Laws and regulations

## Services offered

- Providing rich test environments
- Requirement-based testing
- Test automation
- Performance testing
- Penetration testing
- Test strategy development
- Test management
- Test education

## Why Nordic Medtest?

By providing testing and quality assurance, Nordic Medtest contributes to more usable and safe e-health.

# HUS Testbed– Helsinki University Hospital, Finland

HUS Testbed enables health technology companies to develop and validate their devices and services in an authentic hospital environment through HUS Testbed service.

## Core competence and focus area

- Large hospital with 25000 professionals covering all medical disciplines
- HUS Testlab is in direct contact with healthcare staff in all medical departments

## Services offered

- Authentic testing environment for health tech companies needing a facility or user feedback for further development.
- Fully functional operating theatre
- Workshop-Survey
- Research collaboration

## Why HUS?

A dedicated testlab established for supporting national, nordic and global companies. As part of Nordic Proof our aim is to create mutual benefits in a smooth and well-functioning co-operation model with companies

# Oslo University Hospital, Intervention Centre, Norway

The Intervention Centre is a clinical and technological research and development department for minimally invasive and image guided diagnostics and therapy. The Intervention Centre is a common toolbox for all departments at Oslo University Hospital, and also for other hospitals. The Centre collaborates with regional, national and international partners

## Core competence and focus area

- Minimally invasive and image guided diagnostics and therapy
- The Intervention Centre is in direct contact with healthcare staff in all medical departments

## Services offered

- Clinical trials, preclinical and human
- Early phase/first in human feasibility trials
- Category II and III devices/implants

## Why Intervention Centre partner in Nordic Proof ?

A dedicated test facility established for supporting regional, national and international companies. As part of Nordic Proof our aim is to create mutual benefits in a smooth and well-functioning co-operation model with companies

# VihTek – Research and Test Center for Health Technologies

As an integrated part of Rigshospitalet, VihTek collaborates with all hospitals in the Capital Region of Denmark in testing and implementing new technologies. Our focus is rehabilitation and patient safety, but we have access to clinicians in all areas of hospital care. We tailor our service to each company ensuring that we all benefit from the work we do together.

## Core competence and focus area

- Rehabilitation
- Cognition
- Patient safety
- Gamification/VR/XR

## Services offered

- Workshops with relevant experts
- Usability testing
- Technology assessments
- Clinical studies
- Consulting regarding user perspective, product requirements etc.

## Why VihTek is part of Nordic Proof?

We highly appreciate collaborations with companies in developing and testing new innovative technologies that can help us to enhance rehabilitation, reduce complication and provide a better health for our patients.



# Sunnaas Hospital, Norway

Sunnaas Rehabilitation Hospital is Norway's largest specialist hospital in the field of physical medicine and rehabilitation. The hospital provides multidisciplinary rehabilitation for patients with complex functional impairment following illness or injury.

## Core competence and focus area

- Movement
- Cognition
- Patient safety
- Gamification/VR/Robotics
- Technology & e-health

## Services offered

- Living lab testing
- Device testing
- Clinical trial
- Consulting
- Research/multi-centre studies

## Why Sunnaas?

Clinical treatment, research and innovation form the basis of the hospital's activities

Services provided nationally/regionally, 8000 patients a year

Dedicated innovation-, research-staff, and study coordinator



# Oulu Health Labs, Finland

Oulu Health Lab provides a unique and integrated environment for product or service development – including feedback from health and social care professionals for every phase of the R&D process. Our doors are open for innovative pilots that add value to patient care from home to hospital.

## Core competence and focus area

- **OYS TestLab** is a specialized **health care testing environment** equipped with a 3D cave. The modifiable lab premises can replicate an operating theatre or a patient ward, among others.
- **Oamk SimLab** consists of **simulated environments** with related equipment for bio analytics, nursing and emergency nursing, optometry, oral health care, radiography and radiation therapy rehabilitation
- **Oulu WelfareLab** opens the **social and health care environments** in the City of Oulu for testing with their real end-users: customers, patients and professionals in homes and welfare centers

## Why Oulu Health Labs?

Set up for working with companies in line with the Nordic Proof mission

## Services offered

- From idea through development to clinical testing
- All health areas

# Danderyd Hospital, Sweden

Danderyd Hospital is one of the largest emergency hospitals in Sweden, situated in the center of Stockholm County. Our main operations are within Women's Healthcare and childbirth, Emergency Healthcare and Rehabilitation Medicine. DS Innovation is well-established in the hospital's operations and has long standing reputation of contributing to product development within healthcare.

## Core competence and focus area

- Direct contact with healthcare staff and clinics.
- Regulatory expertise inline with national requirements.
- Implementation guidance of biomedical technology in healthcare.

## Services offered

- Need assessment
- Test setup
- Clinical trial
- Brainstorming-meeting
- Risk analysis
- CE marking support

## Why Danderyd Hospital?

With our long experience of providing support to smaller and medium-sized companies we are one of Swedens best partners for development of new services, methods and technology for healthcare. We have an infrastructure in place within the hospital which facilitates a direct management of development projects.

# Norwegian Smart Care Lab, Norway

Norwegian Smart Care Lab focuses on testing solutions in a primary care setting. This could be done at Inhouse Lab facilities or at out clinic testing with real users at institutions or in homes.

## Core competence and focus area

- Safety and security
- Medical Aids
- Social contact
- Treatment and care
- Lifestyle and prevention
- Smart homes
- Specialized subcontractors

## Services offered

- Contracts, systems, project management, expertise
- Access to relevant user groups for test persons
- Access to relevant test facilities both physical and virtual

## Why Norwegian Smart Care Lab?

Access to a professional test management setting up and organizing user tests with primary care staff or patients.

# How to get in contact?



## Fill out the form

The inquiry form is filled in and the more detailed information you can provide, the better we can match you with the right partner(s) that offer the service you are looking for.



## We connect you

When the inquiry form has been received we will review and connect you to the most suitable partner(s) who will reply directly to you.



## Testing and documentation



The actual testing will be done at the chosen partner's site, and will also be responsible for all documentation after completion.



# Fill out the form

[www.nordicproof.org](http://www.nordicproof.org)



 [About](#) [Partners](#) [Services](#) [Cases](#) [Events](#) [Send Inquiry](#) 

## PLEASE FILL IN THIS FORM TO SEND INQUIRY

Please fill in the scheme below and send it to our network coordinator.

We would like to know more about your company and get a first description of the test you would like us to perform.

We will get in contact with you as soon as we have feedback.

**Your inquiry**

* Company name	* Company address(City and country)
<input type="text"/>	<input type="text"/>
* Contact person	* Contact mail
<input type="text"/>	<input type="text"/>
* Contact phone	* Company web site
<input type="text"/>	<input type="text"/>

**Product description**

- Medical device class I
- Medical device class IIa
- Medical device class IIb
- Medical device class III
- E-health solution
- Rehabilitation / training device
- Active implantable device
- Non classified / non-medical

**Product development status**

- Early concept phase
- Prototype phase
- Pre-market product
- CE-marked product
- Other



# Fill out the form

[www.nordicproof.org](http://www.nordicproof.org)



**NordicProof** About Partners Services Cases Events [Send Inquiry](#)

**Provide a short description of your product**

You can attach a presentation of the product with more information at the end of the scheme.

**Describe intended use of your product**

What your product does and is intended to be used for?

**Describe your need for testing service(s)**

\*Please be as detailed as possible about your preferred setup, use of resources, execution and outcome of the test(s). If several tests, please describe them one-by-one. Please prioritize what is the most important. If you have, please attach your test protocol.

Describe your need for testing service(s)

**Timeline**

Please describe your preferred timeline for the test

**Funding**

Please describe your funding plan

**Other input/comments**

**Attach document**  
The file size is not more than 10 MB.  
JPEG, PDF, XLS, RPTX

**SEND**

## Available test facilities for one-to-one meetings

- Oulu: Jaana Kokko and Timo Alalaakkola
- HUS Testbed: Pekka Kahri
- Danderyd Hospital: Olof Hillborg
- Nordic Medtest: Jörgen Larsson
- Intervention Centre: Karl Øyri
- Sunnaas Hospital: Lene Mosberg
- Norwegian SmartCare Lab: Marit Hagland, Tone Skår, Karoline Mogleiv
- VihTek: Charlotte Kira Kimby
- Nordic Proof Coordinator: Siri Stabel Olsen

Moderator: Bent-Håkon Lauritzen

**Bent-Håkon Lauritzen**  
Coordinator Nordic Proof  
[bhl@norwayhealthtech.com](mailto:bhl@norwayhealthtech.com)



**Siri Stabel Olsen**  
Coordinator Nordic Proof  
[sso@norwayhealthtech.com](mailto:sso@norwayhealthtech.com)



#### **Experience/background**

- ❖ Project leader Nordic Public Procurement of Innovation (PCP and PPI) and several procurement projects in Norway
- ❖ Business coach startup companies and project leader lean launchpad program
- ❖ Project leader innovation projects with Municipal sector and hospitals in Norway
- ❖ Lecturing at University of Southeast Norway
- ❖ Development of business parks and incubators
- ❖ Industry development projects for Norwegian Ministry of Foreign Affairs in the Balkan region
- ❖ Previous owner and CEO of Norwegians largest bookstore chain

#### **Experience/background**

- ❖ 10+ years experience from industrial R&D chemistry (Dyno/Dynal)
- ❖ 15+ years in commercial and leadership roles in the diagnostic- and medical device industry
- ❖ International experience - EU, China, USA
- ❖ B2B business development
- ❖ CEO for Skannex AS for 7+ years. A medical device company developing and supplying SW/HW products for point of care diagnostics
- ❖ Master of Science in Polymer Chemistry
- ❖ Master of Management courses in leadership and strategy



[mail@nordicproof.org](mailto:mail@nordicproof.org)





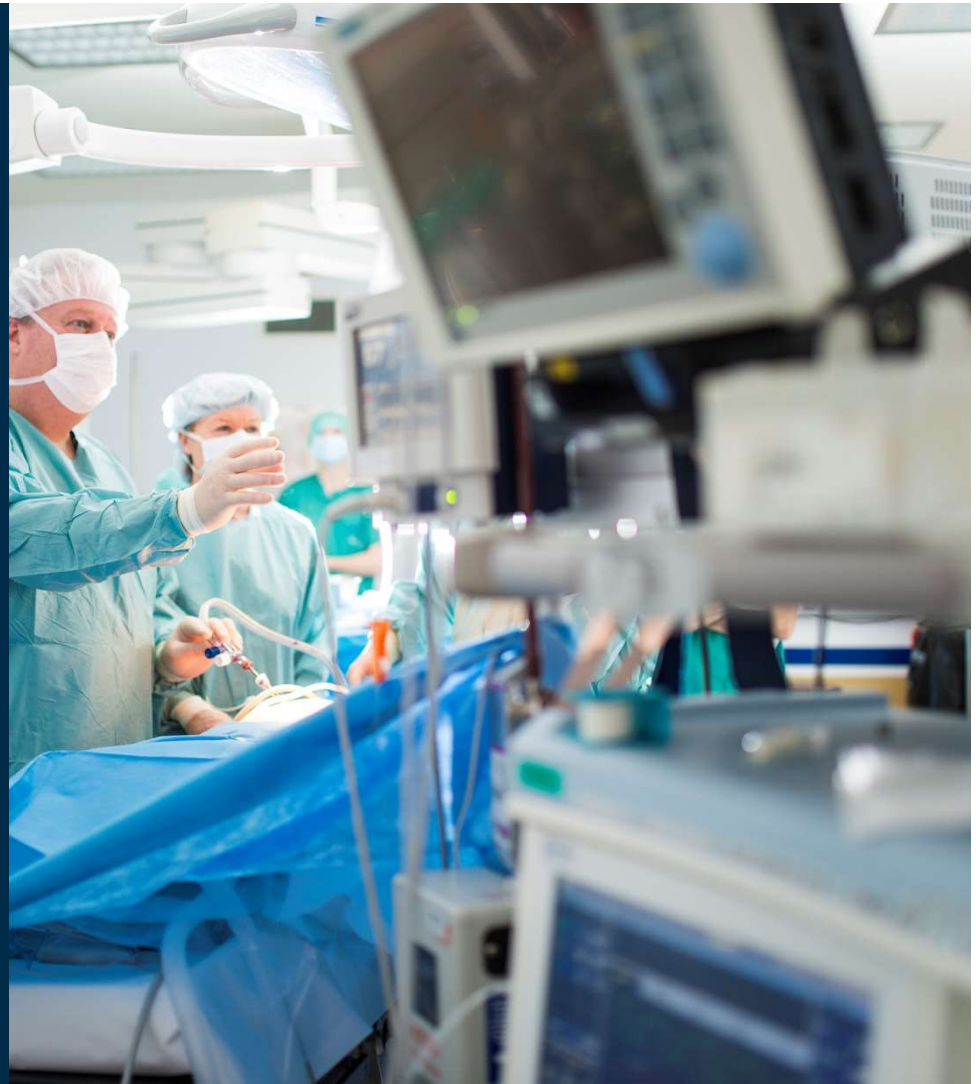


Welcome to Nordic Proof

[www.nordicproof.org](http://www.nordicproof.org)



Bridging today's health solutions with the  
unlimited potential of tomorrow



# How to fund a Nordic Proof project

Webinar 2020-05-26  
Bent-Håkon Lauritzen  
Coordinator Nordic Proof



# Type og contract and pricing of services

## Main model:

- Contract directly with Nordic Proof partner based on their template and costing of the project
- Costing of project is normally done based on number of hours pr category of profession and cost of equipment/rental of facilities.

## Nordic Proof services:

- One contract using services at several test facilities. Contract signed with Nordic Proof. See website for pricing and services.

# Funding

1. Private funding
2. R&D based projects are eligible to public funding schemes.
3. There are many scaling programs for SME's available from national, regional and international funding schemes.

Ask Nordic Proof partners to support or become a partner in an application for public funding



**VINNOVA**

## We're Sweden's innovation agency

We help to build Sweden's innovation capacity, contributing to sustainable growth. Our vision is that Sweden is an innovative force in a sustainable world.



**Innovasjon Norge**

SERVICES FOR INTERNATIONAL COMPANIES ABOUT INNOVATION NORWAY

## Innovation Norway contributes to sustainable growth and exports for Norwegian businesses through capital and expertise.



**BUSINESS FINLAND** FOR FINNISH CUSTOMERS

## WORLD IDEAS

WE BELIEVE IN THE POWER OF IDEAS. THAT'S WHY WE FUND AND HELP FINNISH COMPANIES GROW QUICKER AND DEVELOP THEIR INNOVATIONS TO BECOME GLOBAL SUCCESS STORIES.

COVID-19 SUPPORT FOR FINNISH COMPANIES



**Innovation Fund Denmark**

# OPEN

You can still contact Innovation Fund Denmark



**The Research Council of Norway**

WE INVEST IN RESEARCH AND INNOVATION THAT BUILDS KNOWLEDGE FOR A SUSTAINABLE FUTURE AND MEETS MAJOR SOCIETAL CHALLENGES.

[Find calls for proposals](#)



## Horizon 2020 Programme

**COVID-19 outbreak:** visit the [European Research Area \(ERA\) corona platform](#) for information on related funding opportunities

**Latest news:** [New coronavirus-related call just published!](#) // [New FAQs on Horizon 2020 calls and grants published on 10 May](#) // [Continuously updated info on extension of call deadlines](#)

## CORONAVIRUS INFORMATION FOR FINNISH COMPANIES

LATEST NEWS | REPORTS | MARKET OPPORTUNITIES

[En Corona-utlösning](#) - Omvärldsinformation

### INFORMATION ON THE CORONAVIRUS OUTBREAK PROVIDED BY BUSINESS FINLAND FOR COMPANIES

Business Finland compiles its news and press releases related to the coronavirus outbreak on this page.



Innovationer i krisens spår:

## Omställning av samhälle, verksamheter och produktion i spåren av coronaepidemin

 Denna ansökningsperiod slut om 15 dagar

Vinnova öppnar en utlysning för omställning i spåren av coronakrisen. Syftet är att möta utmaningar och fånga möjligheter som samhället nu står inför. Med det här erbjudandet ger vi stöd till initiativ som genom samverkan mobiliserar för innovation för en hållbar framtid.

### → Our crisis measures for Norwegian companies

As a result of the corona crisis, Innovation Norway has launched two new services and updated several of the existing services. Read more in the descriptions under services.

## Practical information about one-to-one meetings

All available slots for all partners are pre-booked, and you have received a mail yesterday about your own schedule (see copy of mail to the right).

You will be assigned to breakout rooms where the test-manager is waiting for you. The meetings will automatically end after nine minutes.

Please note that some of the partners have scheduled meetings 10<sup>th</sup> of September and 17<sup>th</sup> of September.

Organizer of one-to-one meetings: Bent-Håkon Lauritzen

Dear NN,  
Welcome to Nordic Proof webinar Wednesday 9<sup>th</sup> September 14:00. The webinar and meetings will take place within the following Zoom link: <https://us02web.zoom.us/j/81505509961>

You have asked for one-to-one meetings and below you find your schedule. You will be assigned to the relevant breakout room by the coordinator and there you will meet with the testbed manager. The meeting will automatically close after 9 minutes. If you would like to continue dialogue with Nordic Proof partner after the webinar, please register your inquiry through our website: [www.nordicproof.org](http://www.nordicproof.org)

### Schedule for one-to-one meetings:

Nordic Proof Partner	From (CET)	Note
Oulu Health Labs	15:00	
Helsinki University Hospital	15:10	
Danderyd Hospital Stockholm	15:20	
Nordic Medtest	15:30	
VihTek Copenhagen University Hospital	15:40	
Sunnaas Hospital Oslo	15:50	
Intervention Centre Oslo University Hospital	16:00	
SmartcareLab Stavanger	16:10	
Nordic Proof coordinator	16:20	

If you  
All meetings will use the same zoom link. If you have problems attending the meeting(s) we would be happy if you could notify us in advance.

We are looking forward to get to know you better – see you tomorrow 😊

Best regards  
Nordic Proof

Welcome to dialogue!

