

Welcome to Nordic Proof Webinar & Matchmaking Event

September 14th 2021

Before we start

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

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



Agenda

- 12:00 pm Welcome and short intro to Nordic Proof and the program , Siri Stabel Olsen, Coordinator Nordic Proof
- 12:10 pm Norwegian Smart Care Lab, Karoline Mogleiv, Business Developer at Norwegian Smart Care Lab
- 12:20 pm Nordic Medtest , Jörgen Larsson, Unit Manager at Nordic Medtest
- 12:30 pm HUS-Helsinki University Hospital, Pekka Kahri, Technology Officer at HUS
- 12:40 pm The Intervention Center, Oslo University Hospital, Åsmund Fretland, General surgeon at the Intervention Center
- 12:50 pm Sunnaas Rehabilitation Hospital, Linda Sørensen, Manager Technology Intervention Center at Sunnaas Hospital
- 1:00 pm Danderyd Hospital, Olof Hillborg, Head of Innovations at Danderyd
- 1:10 pm OuluHealth Labs, Timo Alaläkkölä, Manager, Testing and Innovations at Oulu University Hospital, and Jaana Kokko, Technology Specialist at OuluHealth Labs
- 1:20 pm Closing of webinar and start One2One meetings in separate online meeting rooms
- 3:30 pm End program

Nordic Proof

Consortium of premium test facilities in the Nordics



Bent-Håkon Lauritzen

Coordinator Nordic Proof

bhl@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

Siri Stabel Olsen

Coordinator Nordic Proof

sso@norwayhealthtech.com



Experience/background

- ❖ 10+ years experience from industrial R&D chemistry
- ❖ 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 in leadership and strategy



NordicProof

Testing solutions for
world class healthcare

mail@nordicproof.org



**Nordic
Innovation**

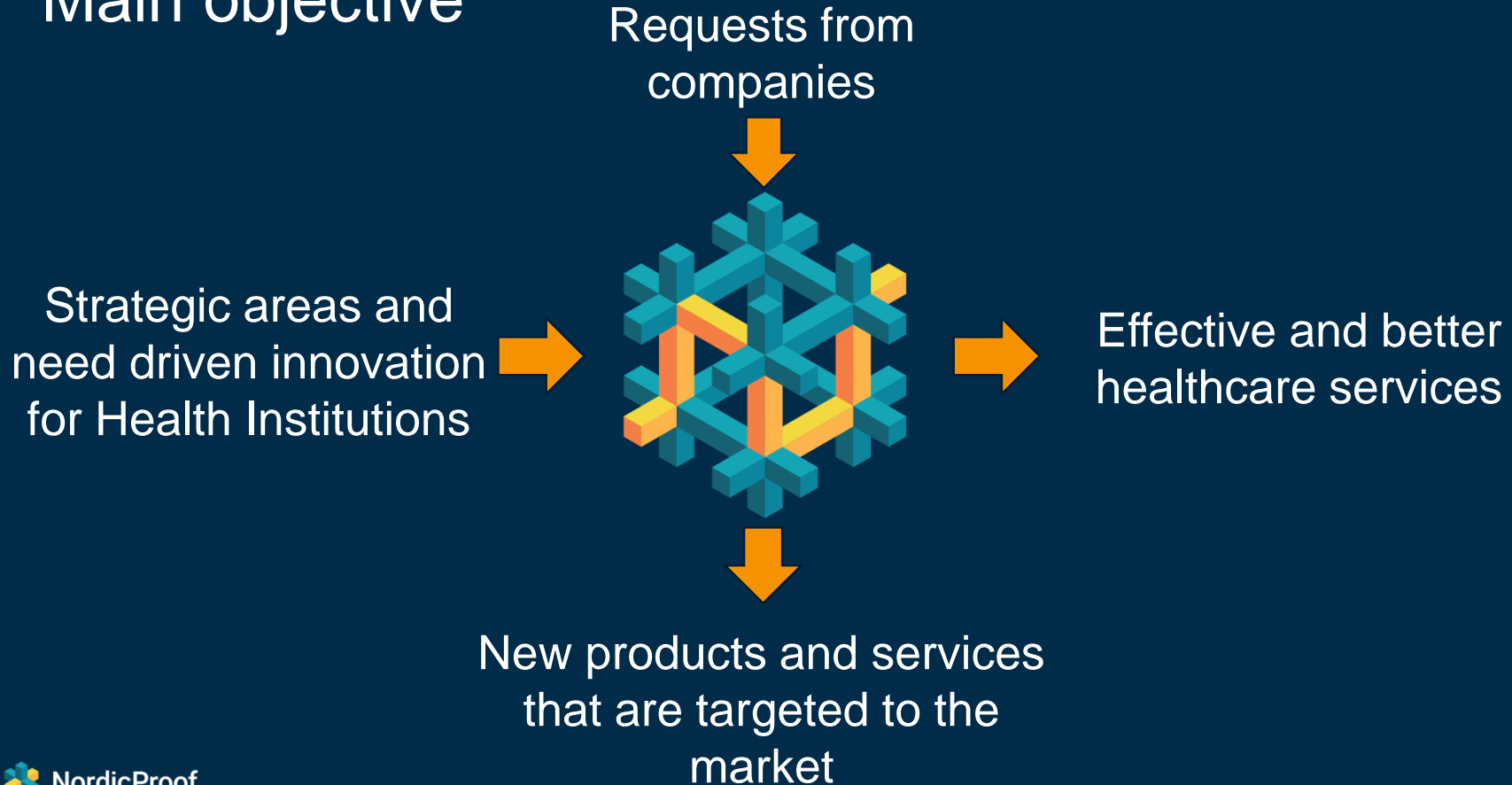
Mission

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



Why is the Nordics a superior test arena?

Top three core qualities survey results¹⁾

1. The Nordic region provides equitable healthcare to all
2. The Nordic healthcare system is characterized by **high quality and knowledge**
3. Nordic countries are **early adopters** of new treatments and technology



27 million people

Learn market needs and
healthcare systems for
future market entry!

1) Report: Strongholds and Qualities of the Nordic Health Tech Ecosystem, Menon Economics, 2018, © Nordic Innovation

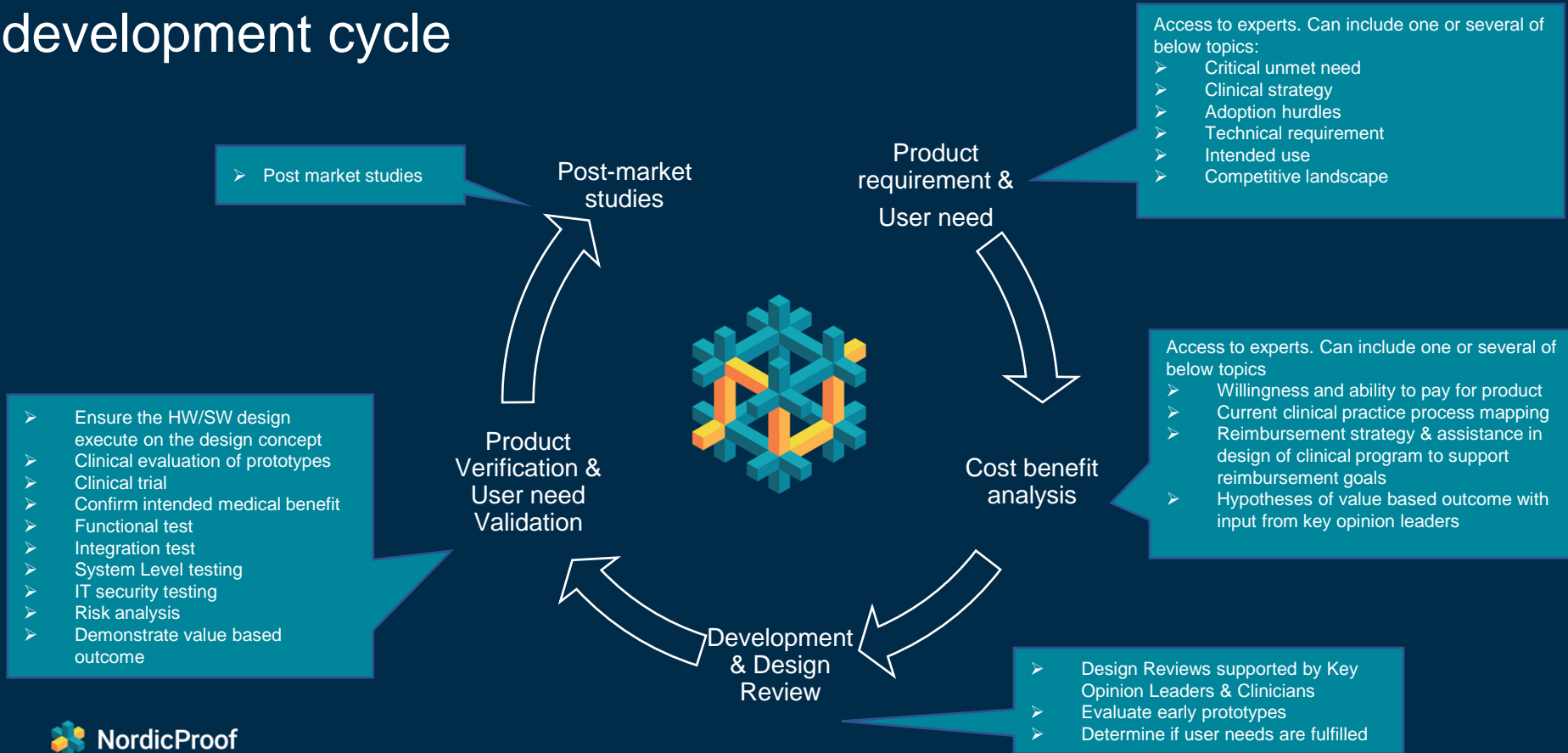
What we offer to the health industry

- 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



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.
- 90 min 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

Unique
opportunity to
receive
qualified input
from experts


The process for Nordic Proof inquiries



1

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.



2

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.



3


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

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AboutPartnersServicesCasesEvents

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)

• Contact person

• Contact mail

• Contact phone

• Company web site

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

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AboutPartnersServicesCasesEventsSend 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, PPTX

SEND

Available for one-to-one meetings

Nordic Proof test partners:

- OuluHealth Labs, Finland
- HUS Testbed, Finland
- Danderyd Hospital, Sweden
- Nordic Medtest, Sweden
- Sunnaas Hospital, Norway
- Norwegian SmartCare Lab, Norway
- The Intervention Centre, Oslo University Hospital, Norway

Nordic Proof Coordinator: Siri Stabel Olsen

Moderator: Bent-Håkon Lauritzen



Unfortunately the following Nordic Proof partners will not be available for one-to-one:

- VihTek, Denmark



Welcome to Nordic Proof

www.nordicproof.org



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

