

## EIT HEALTH WILD CARD 2018/9

### FREQUENTLY ASKED QUESTIONS

#### SECTION ONE: APPLICATION PHASE

##### 1. How and when can I apply?

All individuals, both from inside and outside of the EIT Health network, are invited to apply by filling in the application form at <https://wildcard.eithealth.eu/apply/> and submit your proposals. The call for applications opens on 10 December 2018. The deadline for applications is **10 February 2019, 23:59 CET**.

##### 2. Who are the ideal candidate(s)?

Wild Card is open to academics, researchers, engineers, entrepreneurs, scientists, data analysts, business analysts and advisors who have an entrepreneurial spirit, drive and ambition.

EIT Health is looking for the best and the brightest talent in Europe. The ideal team is composed by three different profiles:

- **Technical Lead:** focuses on the available technology options, requirements and architectural issues. It needs to be someone with extensive experience with the technology or the science which will be at the centre for the proposed solution.
- **Clinical Lead:** focuses on the medical and healthcare delivery issues (can be a practicing physician, clinical department manager).
- **Business Lead:** focuses on the overall business objectives, customer definition, business plan, etc. It needs to be someone with business expertise. Even better if you previously had entrepreneurial experience. An MBA is NOT required. Deep market expertise in the related area will be valued.

There is no assumption that the business lead will be responsible for coordinating the team's work.

This knowledge and expertise do not need to sit with different people. It can be one person that is with expertise in two areas. For example, a clinician with an MBA and/or experience in the industry.

Also, it might be possible that not every team needs full time Clinical Lead.

Individuals or teams can apply. We are looking for the best and the brightest talent to solve the set Healthcare Challenges for 2019. If a team of people is applying, each person must, nevertheless, send an individual application.

##### 3. What is Wild Card not looking for?

We are not looking for:

- Drug development requests

- Research proposals
- Requests for direct donations or grants to individuals
- Projects with existing or current EIT Health funding
- Already created start-ups or companies

#### **4. What do I need to be eligible to apply for Wild Card?**

There are two key criteria required for to be eligible for Wild Card:

Applicants must hold a European Union citizenship (EU Member State, their outermost regions, overseas countries or territories linked to the Member States), Horizon 2020 associated countries, or be a resident of one of the countries listed [here](#).

Applicants shall possess full professional English proficiency.

#### **5. I speak English, but I don't have any official title to prove my proficiency. Can I apply?**

Yes, you can apply. Since EIT Health working language is English, applicants shall possess full professional English proficiency. Both, the interviews and the Hackathon will be conducted in English.

#### **6. I have deep expertise in my field (technical, clinical, business) but I do not have a very innovative idea. Should I apply?**

Yes, you should. You might be the perfect fit for a team that has a great unique innovative idea and are looking for your expertise.

#### **7. We are a team of two people, missing one of the desired profiles. Should we apply?**

Yes, you should apply. EIT Health will provide opportunities to find the relevant missing profiles in each team.

#### **8. What type of projects are EIT Health looking for?**

EIT Health is looking for novel ideas to solve two challenges in the 2019 Call:

- Wild Card Challenge 1: Mental and Brain Health
- Wild Card Challenge 2: Digital Biomarkers

EIT Health is not aiming for 10% improvement, but rather for 100% improvement. Solutions need to transform the current paradigm.

#### **9. How will applicants be evaluated?**

With each phase, the selection criteria will increase in granularity and will be tailored to the maturity of the idea/proposal. Please see [Section 3.2 of the call document](#) for details.

#### **10. Will EIT Health provide individual feedback to the applications submitted / projects proposed?**

EIT Health is not obliged to provide formal feedback to any applicant on his/her application.

## SECTION TWO: ONLINE INTERVIEWS

### 11. When will the online interviews take place?

The interviews will take place between 20 February and 8 March 2019.

### 12. How will candidates be selected for the online interviews?

Following the remote evaluation of written applications, shortlisted candidates will be contacted by EIT Health to invite them to an online interview.

### 13. How long will each interview take?

Each interview will last between 45 and 60 minutes.

### 14. Who will conduct the interviews?

EIT Health will engage external independent expert evaluators and representatives of EIT Health Partners, also those who contributed to the formulation of Wild Card Challenges to participate in the talent selection process.

### 15. When and who will notify applicants who qualify for the Hackathon?

By 15 March 2019 candidates qualified for the Hackathon will receive email notification.

## SECTION THREE: HACKATHON PHASE

### 16. What is an Innovation Hackathon?

It is a 5-day intensive training where you will get to know other Wild Card participants, form teams and (under the supervision of experts and mentors) refine your proposal for the final pitch on the last day of the Hackathon.

### 17. Can I come for the part of the Hackathon only?

No. It is essential that you are available and participate in the full week of activities.

### 18. I was invited, but I can't come. Can my colleague/friend come instead?

Unfortunately, no. Only participants who have qualified from the remote evaluation stage can participate in later stages of the selection process.

### 19. Can I bring other people/companions to the Hackathon?

No. You can expect long days and a busy agenda throughout the week. Please also note, that only invited participants will have their accommodation and subsistence costs covered.

### 20. When and where will the Hackathon take place?

The Hackathon will take place 31 March - 6 April 2019, in a European location.

### 21. Will EIT Health cover the cost of my trip to the Hackathon?

EIT Health will reimburse your travel expenses for the Hackathon based on the real costs (invoices and receipts presented), up to the value of **€750** per return trip. Please see details of the EIT Health External Travel Policy. [<https://wildcard.eithealth.eu/wp-content/uploads/2019/01/EIT-Health-External-Travel-Policy.pdf>]

**22. Do I have to pay for my accommodation and meals during the Hackathon?**

No. The invitation includes full cover of accommodation, sightseeing and food for the entire workshop.

**23. I need a visa. Will EIT Health help me get a visa for the Hackathon?**

We will provide you with a visa support letter. You should however cover all costs related to your visa application.

**24. Who will form the teams?**

Participants themselves are free to choose their teammates and form teams during the Hackathon. EIT Health, along with the experts and mentors, will facilitate this process through different activities but in the end, you decide with whom you want to work.

**25. How will the finalists be selected?**

On the last day of the Hackathon, teams will pitch their proposals to the Judging Panel, made up of experts and mentors. Up to 6 teams will progress to the Business Model Validation phase.

**SECTION FOUR: BUSINESS MODEL VALIDATION PHASE****26. Can we include additional team members for the Business Model Validation phase?**

Yes, you can include new members into your team should the Judging Panel agree, as part of their evaluation following the Hackathon, that the skill set of this new member is missing from the project. You may suggest a team member of your own (for example from your own network), or choose from the other Hackathon participants suggested by EIT Health.

**27. How many physical meetings will I need to attend?**

Two meetings are planned that require attendance in person and they will last for two days each (i.e. a total of 4 days physical presence).

- Business Model Validation kick-off meeting on 6-7 May 2019
- Wild Card Finals 16-17 July 2019

**28. Will you cover my travel expenses for physical meetings during the Business Model Validation phase?**

Yes, the same rules as for the Hackathon will apply. EIT Health will reimburse your travel expenses for based on the real costs (invoices and receipts presented), up to the value of **€750** per return trip. Please see details of the EIT Health External Travel Policy. [<https://wildcard.eithealth.eu/wp-content/uploads/2019/01/EIT-Health-External-Travel-Policy.pdf>]. The invitation includes full cover of accommodation, sightseeing and food for the entire workshop.

**29. In terms of time commitment, what will be expected of me during the 10-week Business Model Validation phase?**

From our experience, you should be able to combine your day-job with the part-time Business Model Validation programme schedule. Weekly sessions will be scheduled for late afternoon/evening hours for your convenience.

**30. How will the winners be selected?**

The 10-week Business Model Validation phase will culminate in the Wild Card Grand Finals, where teams are expected to present their final pitch to the EIT Health Panel. The Grand Finals will be preceded by a full-day rehearsal session with teams' mentors and experts.

**SECTION FIVE: NEW VENTURE PHASE****31. What happens after a team is selected as winner?**

The teams will proceed to incorporate into a start-up and begin the implementation of their activities upon completion of the following steps:

- Signing all necessary documents (Accession Form to Framework Partnership Agreement of EIT Health, Project Grant Agreement and Options Agreement).
- The team selects an incubator where they will spend their working days.
- The financial projections and Action Plan for the first milestone is approved by EIT Health.

**32. When are the winning projects expected to start working?**

The winning teams can start working as early as they wish, however no later than 15 October 2019.

**33. Are the teams expected to relocate?**

Yes. EIT Health expects each of the winning teams to relocate themselves to an incubator/accelerator from the EIT Health network. EIT Health operates under the assumption that being in the same space will increase the odds of success for the project.

**34. Can we have some people work working part-time in the project?**

Yes, you may. You can use the funds as you believe it is the best use of them.

**35. Will these part-time workers need to relocate to the selected incubator?**

No, they will not need to relocate to the selected incubator.

**36. Can these part-time workers work in other places of the world, or do they need to be working in a European country?**

They can be working from anywhere in the world.

**37. Who owns the Intellectual Property?**

Any intellectual property created will be owned by the project team and, upon incorporation of the winning project, by the company created to further develop the winning project. All team members will have to agree to assign any IP rights to said

company. Any dissemination of results by the team and/or the start-up legal entity shall be subject to the prior approval of EIT Health.

**38. Who will select the incubator where the teams will relocate for their work over the next two years?**

EIT Health will advise the teams on which accelerator is better suited for the type of project they are carrying out. The final decision lies with the team.

**39. Can the teams locate in several incubators throughout the two years?**

Yes, they can.

**40. Will EIT Health provide mentoring and coaching?**

Each of the winning teams will have a **Lead Mentor**, who will work with them regularly. The Lead Mentor will spend a significant number of working hours helping the teams to become successful endeavours.

In addition, EIT Health will provide access to **Organisational Coaches** with experience in helping teams develop and transform into high-performing teams.

**41. What happens if one member of the team decides to leave in the middle of the programme?**

He or she will lose all the rights over whatever has been developed until then. He will need to sell the shares to the remaining members, for the price of one (1) euro (€).

## **SECTION SIX: EIT HEALTH PARTICIPATION IN THE START-UP(S)**

**42. Will EIT Health hold shares in the incorporated start-up?**

EIT Health will not hold shares in the start-up. Thus, EIT Health will not participate in shareholders' meetings and will not have the control rights of a shareholder.

**43. What form will EIT Health's participation take in the incorporated start-up?**

EIT Health shall subscribe for options in the start-up. The options shall entitle EIT Health to claim a cash payment if the start-up is being sold to a third party or in case of an IPO, or in the context of certain economically comparable exit transactions to be defined.

EIT Health will participate via options in the total amount of up to 25% on a fully diluted basis if EIT Health provided the start-up with the maximum amount of two (2) million euros (€). If EIT Health is providing less amounts, the participation of EIT Health will be reduced proportionally.

**44. Why is the participation of EIT Health in the start-up part of its sustainability strategy?**

EIT Health's participation in the start-ups is part of its sustainability strategy. This means that EIT Health shall participate in the success of the start-ups it has selected for its programmes. If EIT Health receives remuneration, these funds shall be re-invested by EIT Health. Thus, the sustainability strategy is aimed at vitalising the start-up scene and at establishing EIT Health as an independent player in the start-up market. The

sustainability strategy of EIT Health aims at minimising the dependence on public funds.

**45. Why is the participation of EIT Health structured as an option?**

Options are an internationally accepted instrument of the Venture Capital ("VC") market. EIT Health's options will only apply in an exit-event. Thus, the start-up will not be burdened with ongoing payment obligations. By using options EIT Health is supporting future growth of the start-up and will only financially benefit if the shareholders of the start-up receive payment from an exit.

**46. Will the participation of EIT Health be the same in every European country or will there be differences?**

Economically, EIT Health's options will be implemented with the same conditions across Europe. However, legal implementation will take into account different legal jurisdictions.

**47. Can the economic conditions be negotiated?**

The economic conditions are the same for all teams and must not be negotiated.

## SECTION SEVEN: FUNDING

**48. How much funding does EIT Health provide to the winning teams?**

EIT Health will provide non-dilutive funding of up to two (2) million euros (€) to each winning team over the period of 24 months. The maximum funding that can be provided in any 12-month period will be one (1) million euros. See question 46 below.

**49. What can the funding provided by EIT Health be used for?**

Anything the team considers necessary (salaries, housing, travel expenses to the incubators or for customer discovery, prototyping, IP analysis, conference, etc.), under the assumption that these expenses are eligible under Horizon 2020 schemes.

**50. Will the team get one (1) million euros in one setting?**

No. The funds will be transferred when the Action Plan is evaluated, every 6 months. A payment schedule will be individually agreed with each team.

**51. Does the team need to validate expenses with EIT Health?**

No. Every 6 months the teams will need to discuss the progress of the Action Plan with EIT Health.

**52. Will the Wild Cards add to the existing limits for receiving EIT Health funds?**

No. This scheme falls outside of the EIT Health funding limits.

## SECTION EIGHT: ACCOUNTABILITY

**53. To whom is the Team accountable?**

To EIT Health.

**54. How will progress be measured?**

Every 6 months, progress against the targets in the Action Plan will be measured in meetings with EIT Health.

**55. Who will set the milestones in the Action Plan?**

The milestones will be developed by the teams after being selected as winners and before incorporating the company, with the help of Business Mentors from EIT Health's network. An EIT Health representative will attend the Board meetings to secure alignment.

**56. Will a member of EIT Health have a seat on the representative Board of Advisors of the start-up?**

Yes, EIT Health will secure a seat on the Board of Advisors of the start-up, with formal voting rights.