



GUIDELINES FOR APPLICANTS IN 100STARTUPS HEALTH

1. About 100 Startups Health

100 Startups Health is an open innovation initiative that connects all the players in the ecosystem with a clear focus on investing, purchasing and selling technology. 100 Startups Health brings together the innovation and technology leaders in the healthcare industry with the best technology solutions. It promotes cross-innovation between all stakeholders in the digital health sector to build a stronger and more innovative ecosystem.

100 Startups Health aims to be the beginning of a strategic relationship to boost the full transformation of the health sector.

2. Areas of focus and technology

100 Startups health will bring together the main representatives of the pharmaceutical and medical device industry, health insurance companies, public and private hospitals and health research institutes with the best startups and scaleups that contribute to the healthcare system digitization.

We will select the best 100 startups that will participate in the event and will be presented to our partners.

We are looking for digital health solutions that address the following topics:

- Data management
- Personalized and precision medicine
- Digitization of primary care
- Health promotion and disease prevention
- Better healthcare access for vulnerable communities

PROMOTERS:



The main areas of interest in which we are looking for startups or scaleups are:

- Telemedicine and teleassistance
- Patients monitoring
- Image-based diagnostic systems
- Surveillance and epidemiological control
- Personalized and precision medicine
- Digital biomarkers
- Digital therapy
- Mental health
- Nutrition and exercise
- Women's health
- Digitization of pharma logistics

Based on these different technologies:

- Blockchain
- Artificial intelligence
- 3D print
- Big data analytics
- IoT-5G
- Genetic technologies
- RV, AR and MR
- Robotics and Automation

3. Timeline

- From July 1st to September 29th: we will work with the different corporates that participate as partners identifying their needs and defining the challenges in the healthcare sector that they want to address. In addition, during this period, we will open the application for startups and scaleups.
- From September 29th to January 15th the official scouting of startups and scaleups will occur.

PROMOTERS:



- From January 16th to February 15th we will evaluate all the applications and select the 100 finalist startups and scaleups. 10 of these startups will be selected to pitch in front of investors and corporates on the evening of March 22nd and participate in the Awards 100Startups Health: Best startup, Best scaleup, Best pitch.
- From February 15th to March 20th we will prepare our 100 Startups report, that will be delivered exclusively to our partners. In addition, we will prepare ad-hoc and in-depth reports with the 5 selected startups by each corporate.
- During March 22 and 23 the 2-days event will occur.
- After the event: we will organise one to one meetings between each corporate and the 5 startups or scaleups that will be selected by them.

4. How to apply?

You will need to fill in this form:

[100 Startups Health Form](#)

5. Evaluation and selection criteria

From all applications, 100 startups will be selected according to technical characteristics that will be based on:

- Fitness of the digital solution to the verticals and areas of focus proposed.
- Demonstrated clinical robustness: CE marking, if necessary, clinical trials, etc.
- Business experience of the company: personnel resources, revenue and number of clients.
- Degree of innovation of the technology.
- Differentiation from the competence and added value.
- Scalability and internationalization of business model.

6. Benefits

If selected:

PROMOTERS:



- Access to the 100Startups Health event. Various tickets per startup.
- 1TO1 meetings with the corporations that select you after the event.
- Free booth for exhibition in the Startup Arena.
- To be one of the 10 startups that have the opportunity to pitch in front of the forum of corporates and investors during the day before the event and participate in the Awards 100Startups Health: Best startup, Best scaleup, Best pitch.
- We will keep you informed of all the meetups, congresses, open innovation programs and Innsomnia initiatives that may be interesting to you.
- Being one of the 100 startups in our radar report that we will share with corporations and investors.
- Access to the networking area.
- Access to the presentations, panels and content during the day of the event.
- Visibility in the event communication: press, social networks, newsletter, audiovisual material, etc.

7. Innsomnia's philosophy

- **We won't ask for equity of your startup or scaleup.** We want you to remain independent and be the owner of your project.
- **We promote B2B.** We will work with you to aid you growing and scale your Project.
- **You will be part of Startup4Business by Innsomnia⁽²⁾.** Startup4business is a private club in which Innsomnia aims to present the best startups to the health ecosystem of corporates, investors and international hubs, to help you explore new international business opportunities.

(2) If you are selected among the 100 best Startups, we will ask you to sign our Startup4Business agreement to be part of this club, which we will make available for you to check.

PROMOTERS:

