Co-funded by the European Union

30 September 2026

Certified Innovation Path in Biotechnology 2027 – Online Pitches

Guidelines for applicants

1 PURPOSE

The Hearings provide you and your team an opportunity to present your proposal to the Evaluation Panel and to receive valuable feedback on your project. The online pitches are the final stage of the quality evaluation process of applications. The evaluation panel will have access to the proposal and all information submitted on the platform by each team before the online pitches.[1]

In this document, you will find all the information you need in order to prepare for the online pitches including the evaluation panels, presentation requirements, logistics, and evaluation criteria.

2 USEFUL INFORMATION

Dates: 27 October 2026

Connection Link: https://teams.microsoft.com/meet/3127758807294098?p=EI1aEDaC0tZYuKZQEx

Location: Online session with applicants presenting via MS Teams to panel of three experts connected via MS Teams as well.

EIT Health - approximately 9 people:

- 1 EIT Health Management member will chair the session;
- 3 external independent reviewers will evaluate the proposals;
- 2 reviewers from EIT Health management staff;
- 1 EIT Health Programme Manager will join as rapporteur;
- 1 EIT Health staff member as technical support;
- Up to 2 EIT Health staff may join as an observer.

Applicant Team - 4 people maximum:

- The Activity Leader's presence is mandatory;
- Up to 3 relevant consortium members (from at least 2 distinct entities);

No professional presenter should be present unless this representative will participate actively in the project.

Results notification: Results will be notified by e-mail on 02 November 2026.

[1] The panel will have access to all documents except for the information and documents uploaded for the due diligence process.

Session structure:

Ahead of your session you will receive the MS Teams link and a specified time for when your session will start. Please ensure you log on for the right session. For a better presentation experience, we recommend that you download MS Team application ahead of your session and avoid using the MS Teams browser version. If you do not have the MS Teams link, or are having technical issues, please email calls@eithealth.eu.

Your session will last a total of 65 minutes for introductions, presentation, and follow up questions by the evaluation panel. Presentations should last no longer than 20 minutes. After the presentation, there will be 40 minutes for follow-up questions from the evaluation panel. The structure of the session will be as follows:

- The session will begin with a brief 5-minute round of introductions from all those in attendance. This is supposed to be a brief introduction; any extra time spent on introductions will be deducted from the pitching time.
- From here, the Chair will then ask the applicant team to begin their presentation. The presentation is to last no more than 20 minutes. The session Chair will remind you when there are three minutes remaining of your allocated presentation time. If you have not finished your presentation at this point, we recommend that you begin finishing your presentation. At 20 minutes, the session Chair will end your presentation with a hard stop.
- Once the presentation has concluded, the evaluation panel will begin with their follow up questions for up to the next 40 minutes.
- After 40 minutes, the follow up questions from the evaluation panel will end, and you will be invited to leave the call. Applicants will be automatically disconnected by the rapporteur or technical support if they do not leave the call right after the Q&A session. Applicants will not be asked to rejoin the call.
- The evaluation panel will then deliberate for 10 minutes to discuss your proposal and produce their scoring according to the application criteria.

Please note that your presentation session will be recorded for audit purposes only and stored for 3 months.

Session etiquette

- Please ensure you have a stable internet connection and a quiet place to connect free from distractions.
- Please connect 10 minutes before and wait in the lobby until you are invited to enter;
- Make sure your name and your institution are visible when connecting to the video call;
- Please mute yourself when you are not speaking;
- When presenting, please ensure that your camera is switched on;
- Please keep your camera switched on for the duration of the session, even when not presenting or speaking;
- If you disconnect during the presentation, please join the meeting again using the same dial-in/link sent by EIT Health. If you still face a problem, reach out to calls@eithealth.eu
- Please respect the rules of participation as well as your role and responsibilities.

Evaluation Panel

The evaluation panel will consist of five evaluators. Three evaluators will be independent external experts in their respective fields, and two evaluators are EIT Health expert staff. All evaluators will use the same scorecard.

External Evaluators



Charalampia Korea is a life sciences and healthcare professional with extensive experience spanning clinical development, pharmaceuticals, medical devices, in-vitro diagnostics and regulatory affairs. She holds a PhD in Microbiology from Université Paris VII–Denis Diderot, with doctoral research conducted at the Institut Pasteur on microbial pathogenesis. She subsequently worked in clinical development and regulatory affairs at Novartis Vaccines and Diagnostics and GlaxoSmithKline, managing global clinical regulatory submissions across Phases 1–4 and contributing to marketing authorisations in Europe, the US, Canada, the UK and Switzerland.

Her expertise covers the full development pathway of healthcare products, including the design and oversight of clinical investigations and performance studies for medical devices and IVDs under the MDR and IVDR, as well as pharmaceutical development and regulatory submissions for vaccines including Bexsero, Menveo, Flucelvax, Rabipur and Encepur. Alongside her scientific and regulatory work, she has extensive experience designing and delivering training on clinical research, MDR/IVDR requirements, project management, medical writing and regulatory affairs.

Through her consultancy work, Dr Korea also brings practical expertise in healthcare market and product analysis, business planning and the translation of scientific innovations into market-ready solutions. Her multidisciplinary experience enables her to assess whether proposed biotechnology education programmes are scientifically robust, practically relevant and aligned with the competencies required across the biotech value chain, from early research and clinical validation through regulatory approval and market access.

LinkedIN: Charalampia-Georgia Korea, PhD, PMP | LinkedIn



Theo Fotis is Professor of Digital Health & Innovation and Associate Dean (Research) in the School of Nursing and Midwifery at Edith Cowan University (ECU), Australia. He provides strategic leadership for the school's research agenda, with a focus on research excellence, collaboration and impact.

His internationally recognised research focuses on the co-production and evaluation of digital health and AI-enabled technologies, particularly through Digital Health Living Lab approaches. His research interests include trustworthy and responsible AI, human factors in digital health, healthcare cybersecurity, wearables and sensors, care technologies, healthy ageing, and digital workforce capability.

Prior to joining ECU, Professor Fotis was Reader (Associate Professor) at the University of Brighton, where he founded and directed the Digital Health Living Lab and led research exploring how citizens, healthcare professionals and other stakeholders can co-create and evaluate digital health innovations in real-world settings. He has contributed to major international research collaborations, including European-funded projects, and has held academic and visiting positions across the UK, Europe and internationally. He is also a Fellow of the Higher Education Academy and contributes to the international digital health research community through editorial, peer-review and professional activities.

LinkedIn : Professor Theo Fotis | LinkedIn



Giorgio Fassina is a scientist, entrepreneur and biotechnology expert with extensive experience in diagnostics, biomarkers, clinical research and technology transfer. He holds a PhD in Bioorganic Chemistry and began his scientific career as a Visiting Associate at the National Cancer Institute, National Institutes of Health (NIH), in the United States. He subsequently held management positions in the biotechnology sector and founded Xeptagen S.p.A., a biotechnology company based in Venice focused on biomarker discovery and molecular oncology, where he has served as Managing and Scientific Director.

His research and professional expertise spans oncology, molecular diagnostics, infectious diseases, biopharmaceuticals and biomarker development, with a particular focus on technologies for early disease detection and personalised medicine. He has led research projects across several therapeutic areas and has authored numerous scientific publications and patents. Dr Fassina has also held academic positions, including as Adjunct Professor of Molecular Biology at the University of Bologna, and has served as an international advisor to

UNIDO on technology transfer. He has extensive experience as an expert evaluator, including for international health research and innovation programmes, with expertise covering diagnostics, clinical trials, tech.

Linkedin: Giorgio Fassina | LinkedIn

EIT Health evaluators



Claire Nassiet is Head of Talent & Skills Development at EIT Health, where she leads initiatives that connect innovation, skills development and workforce transformation across Europe.

A graduate of Sciences Po in International Public Management, she has built her career at the crossroad of education, public policy and innovation. Her work focuses on helping the health industry prepare for emerging technologies, changing regulatory frameworks and evolving workforce needs. Through initiatives such as BRIGHTskills and the Skills Partnership for the European Health Industry, she collaborates with industry leaders, education providers, public authorities and innovators to strengthen Europe's health and biotech talent pipeline.

LinkedIn Claire Nassiet | LinkedIn



Melanie Blanchard is Executive Education Admissions & Programme Manager at EIT Health.

Through the Certified Innovation Path, she supports healthcare professionals, researchers, and innovators in developing the skills and competencies needed to address emerging challenges in healthcare and translate innovation into real-world impact. With a background in higher education, she has developed extensive experience in participant engagement, professional growth, and stakeholder collaboration within international and multidisciplinary environments.

LinkedIn Mélanie Blanchard | LinkedIn

3 EVALUATION CRITERIA

As stated in the Certified Innovation Path in Biotechnology 2027 Call document, the evaluation criteria and weighting will be as follows:

Excellence and strategic fit	**30%**
Impact	**20%**
Quality and Efficiency of Implementation	**30%**
KIC portfolio strategic fit and compliance with the financial sustainability principles	**20%**

The reviewers will use a specific scorecard to evaluate the proposals, which is annexed to this document (Annex 1: Scorecard).

4 PRESENTATIONS

The duration of your presentation should not exceed 20 minutes. Please prepare the number of slides accordingly with succinct and coherent information for the evaluation panel (20-25 slides are recommended). The panel Chair will give you a three-minute warning before your 20 minutes is up.

The evaluators do not expect to have all the details of your project covered in the slides, but rather to see your team come prepared with a coherent, well-structured narrative around the project's goals, activities and outputs, and with compelling answers to the questions during the Q&A session.

As a general recommendation, your presentation could follow the main structure of the proposal, including relevant information on Project Excellence and Strategic Fit, Impact and Sustainability and Quality and Efficiency of Implementation.

Specific information required as part of your presentation is listed in the table below. Please make sure you cover the topics listed; however your presentation does not need to be limited to these topics, nor does it need to follow the order in which they are displayed here.

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Certified Innovation Path in Biotechnology 2027 Projects

TOPIC	INFORMATION TO INCLUDE
Cover Slide	Proposal acronym and title, total budget requested, list of consortium members (logos may be included, but please write the names of all consortium members in full)
Team / Consortium	Presentation of team members from each organisation, their roles, expertise and dedication to the project.
Understanding of the need and target audience	Demonstrate your understanding of the skills gap addressed by the programme and the needs of the target audience. Explain how the proposed content and learning experience will be relevant and adequate to this audience.
Educational approach	Present the educational approach your consortium will bring to the programme and what makes it unique. Outline the proposed learning outcomes, course structure, learning activities and assessment methods. Explain how your expertise, methodologies and resources will enhance the programme design defined by EIT Health. Indicate whether existing content will be adapted.
Mentorship approach and Masterclasses	Describe the proposed approach to mentorship and masterclasses (format, profile/expertise of mentors, etc.)
Industry engagement	Explain how industry, healthcare organisations, start-ups or other relevant innovation actors will contribute to the programme through masterclasses, mentoring, real-world challenges or practical assignments.
Collaboration with EIT Health	Explain how the consortium will work with EIT Health to jointly develop and deliver a coherent programme.
Workplan and feasibility	Provide a clear overview of the activities, responsibilities, milestones and deliverables, demonstrating that the proposed contribution can be completed within the required timeframe
Scalability	Describe the potential of the programme for European-level scalability and long-term adoption
Budget per WP and per partners	Provide a simplified budget table with EIT Funding and co-funding amount per partner and per WP

Annex 1: Scorecard

Certified Innovation Path - Biotechnology

Criteria	Sub-criteria	Description
Activity Excellence and strategic fit (30%)	Educational concept and relevance	• Clarity of course description • Focus of the course on the transfer of research to implementation.
	Description of the target audience	• The appropriateness of the target audiences for the proposed CIP Biotech pathway.
	Learning Design	• The appropriateness of the learning design and structure
	Gender	• Sufficiency of gender considerations in the design, delivery and evaluation of the programme.
Impact (20%)	Intended Learning Outcomes	• Clarity and credibility of the stated learning outcomes are.
	Medium- and Long-term Impact	• The medium and long-term potential of this course with the EIT Health Academy.
	Assessment strategy and ECTS awarding	• Alignment of the course's approach to assessment with the intended learning outcomes and ECTS standards.
Quality and Efficiency of Implementation (30%)	Consortium composition and capacity in adult learning/online delivery	• Clarity of the roles and responsibilities of the partners in the consortium. • Consortium capability to deliver.
	Quality of non-academic / industry involvement	• Level of involvement in the design and delivery of non-academic partners in the consortium.
	Readiness for EIT Health Academy integration	• Course readiness to be uploaded to the EIT Health Academy. • Alignment with EIT Health's instructional design standards and onboarding timelines.
	Collaboration with EIT Health teams	• Collaboration with EIT Health on programme implementation and exploitation.
KIC Portfolio Strategic fit and Compliance with the Financial Sustainability Principles (20%)	Alignment with the Call	• Alignment with the aims and objectives of the CIP Biotech Call.
	Alignment with the CIP Framework	• Alignment with the CIP framework providing a flexible and coherent 30-ECTS structure, demonstrating strong potential for European-level scalability and long-term adoption.