28 October 2026

Innovation Uptake Call 2027 – Hearings

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.

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

2 USEFUL INFORMATION

Dates: 09 to 11 November 2026

Connection Link: https://teams.microsoft.com/meet/3222072757896709?p=pMHpNwxExp9DYS9v3Y

Location: Hybrid session with applicants presenting via MS Teams to panel of five evaluator who will all be present at EIT Health's Central Office in Munich, Germany.

EIT Health - approximately 9 people:

- 1 EIT Health Management member will chair the session;
- 3 external independent reviewers will evaluate the proposals;
- 2 evaluators 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 09 December 2026.

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 25 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



Dirk Groenewegen is an experienced biotech entrepreneur, strategic advisor, and cell and gene therapy expert with over 30 years of experience in life sciences, intellectual property, and business development. He is the Managing Director of Cells4Therapy BV, where he supports the translation of scientific discoveries into commercially viable healthcare innovations. He holds a PhD in Microbiology from the University of Hamburg and a master's degree in Chemical Engineering from Delft University of Technology. After an international career in research and development and business development at Schülke & Mayr and Unilever, he specialised in technology transfer, licensing, and intellectual property valuation. In 2007, he founded Glycostem Therapeutics, a biotechnology company developing natural killer (NK) cell therapies for haematological malignancies and solid tumours, serving as its CEO until 2014. He has extensive experience in company creation, fundraising, strategic partnerships, and securing national and European public funding for innovative life sciences projects. His expertise includes cell and gene therapy, immuno-oncology, regenerative medicine, and advanced therapy medicinal products (ATMPs). Dirk also serves as a business coach for the European Innovation Council (EIC), helping startups and academic teams develop commercialisation strategies and advance their technologies towards clinical development. He advises entrepreneurs, research institutions, and investors on intellectual property, licensing negotiations, business planning, and investment readiness. His combination of scientific knowledge and entrepreneurial experience makes him a valuable partner for transforming biomedical research into sustainable healthcare businesses.

LinkedIn: Dirk Groenewegen | LinkedIn



Dimitrios Kalogeropoulos is an internationally recognised global health and digital innovation leader with over 30 years of experience at the intersection of healthcare, artificial intelligence, public health, and health systems transformation. He is Chief Executive of the Global Health & Digital Innovation Foundation (GHDIF) in the UK and Health Executive in Residence at UCL Global Business School for Health. Holding a PhD in systems science and artificial intelligence in medicine, he has pioneered the application of AI to systems medicine and digital healthcare. Throughout his career, he has advised major international organisations, including the World Health Organization, the World Bank, the European Commission, and the Bill & Melinda Gates Foundation. His expertise spans digital health strategy, responsible AI, precision medicine, health data governance, and the development of innovative healthcare ecosystems. He has contributed to international health system reforms and initiatives promoting equitable access to healthcare and the responsible adoption of emerging technologies. Dimitrios also plays an active role in developing international standards for AI and healthcare data through the IEEE and its Standards Association. As a mentor and strategic advisor, he supports organisations in translating research and

digital innovations into scalable, patient-centred healthcare solutions. His work focuses on bridging technology, policy, and clinical practice to improve health outcomes and strengthen health systems worldwide.

LinkedIn: Dimitrios Kalogeropoulos, PhD | LinkedIn



Katarzyna Zarycht is an international healthcare innovation and commercialisation expert with over 20 years of experience across MedTech, digital health, biotechnology, and artificial intelligence. She holds a PhD in Laser Physics from Sorbonne Paris North University, as well as master's degrees in Physics and Biomedical Engineering. She has held senior leadership positions in the medical technology and biotechnology sectors, including Vice President of Oncology Market Development at MagForce and Executive Vice President at HistoIndex. At HistoIndex, she contributed to the international expansion of AI-powered digital pathology technologies. She has also supported the commercialisation of innovative oncology technologies and helped secure significant financing for medical technology development. Dr. Zarychta serves as an expert advisor and evaluator for the European Commission, having assessed hundreds of healthcare and deep-tech innovation proposals. Through her consulting practice, KaTFenix, she advises startups, investors, and established organisations on business strategy, investment readiness, market access, and international expansion. Her expertise spans AI-enabled diagnostics, medical imaging, oncology, digital health, and healthcare innovation strategy. She has also mentored entrepreneurs through initiatives supporting women-led and deep-tech ventures. Combining scientific expertise with extensive commercial and international leadership experience, Dr. Zarychta helps innovators translate promising technologies into scalable healthcare solutions.

Linkedin: Dr. KaT Zarychta | LinkedIn

EIT Health evaluators



Jessie Liu is Senior Investment Manager at EIT Health. Working in the Profit Growth team, Jessie is responsible for managing EIT Health's portfolio of supported companies and ensuring new additions to EIT Health's portfolio of companies are financially sustainable.

LinkedIn Jessie Lui | LinkedIn



Guillermo Montero Rodriguez is Innovation Manager at EIT Health. Working in the Innovation team, Guillermo supports the development and commercialisation of innovative healthcare solutions across Europe. His work involves engaging with startups, industry partners, and other stakeholders to help promising health innovations progress towards market adoption. He contributes to the assessment of healthcare innovation proposals and supports initiatives aimed at accelerating entrepreneurship and fostering collaboration within the European health innovation ecosystem.

LinkedIn Guillermo Montero Rodríguez | LinkedIn

3 EVALUATION CRITERIA

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

Excellence and strategic fit	**20%**
Impact	**20%**
Quality and Efficiency of Implementation	**25%**
KIC portfolio strategic fit and compliance with the financial sustainability principles	**35%**

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.

Innovation Uptake 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)
Unmet Need / Problem	What is the problem that you are trying to solve? How is this problem currently being solved? Why do current solutions not (fully) solve it?
Solution overview	Solution overview: what is your solution? How does it solve or address the need/problem in an innovative way (i.e. better/cheaper/faster/etc.)? How does your solution create value in a patient-centric way? Solution development: what has been done and achieved so far in terms of solution (or product) development? what is next? Please describe the technological components of the solution and their respective IP.
Clinical, Regulatory, Technological and Market Validation	Describe the current maturity level of the solution using the CIMIT Innovation Maturity Level (IML) framework. Please make sure to describe the technical and clinical evidence generated to date, the current regulatory status and pathway (e.g. CE mark and regulatory approvals for your medical device risk class, reimbursement strategy, etc.), and key market/business development achievements so far.
Competitor Analysis	What are the current and likely competitors in the new market? Provide a table with your key competitors, and their key attributes/characteristics. What differentiates your solution from existing solutions (products or services)?
Business Model & IP Strategy	What is the value proposition for the key stakeholders (Economic buyers; Users)? Which partner in the consortium is in charge of the commercialisation of the solution? What is the revenue model? Where will the revenue come from? What are your basic financial projections? Please describe your IP strategy going forward.
Market Uptake Plan	Market size: Describe the target market (TAM, SAM, SOM) and your current market penetration. New market entry: Describe the new EU markets you are seeking to enter, the rationale and the market entry strategy including commercial piloting and market access activities that you plan to undertake. Who will prescribe/recommend the solution? How are you going to acquire customers? How are you going to distribute the solution? Show the roadmap and key milestones of your overall plan for commercialisation and, if relevant, reimbursement, touching on any regulatory obligations and conformity assessments that remain to be met for successful commercialisation in the new target market(s).

TOPIC	INFORMATION TO INCLUDE
European impact (KPIs in the proposal)	What is the overall impact you wish to achieve with this solution and project? Describe the estimated impact in terms of the number of European patients or citizens that will benefit from the solution developed or implemented through the EIT Health-funded activity within three years after the end of the funding period. (KPI KIC 13 in the proposal)
Project Focus and Workplan	Describe the overall goal of the project and summarise the activities to be carried out during the EIT Health funding period, with the expected deliverables. Please include a simplified GANTT chart with critical milestones and participating partners to visually represent your overall workplan.
Team / Consortium	Presentation of key team members, which may include names, roles, background of individual team members from each institution, with the specific dedication to the project for each person.
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

Innovation Uptake – Micro and Small Company scorecard

Criteria	Description
Excellence (20%)	The proposed innovation is technically and clinically novel and aligned with the scope of the Call. Focus on the unmet need, maturity of the innovation, scientific quality, inclusion of gender, and the quality of the technical/clinical development plan. Applications must demonstrate: • A strong alignment with the aims of the call and activities being called for. • A clear and substantial unmet patient and healthcare need. • An improved, unique, or novel solution exhibiting a clear patient benefit compared to what is on the market. • A robust evidence base to date and a strong clinical development strategy. • A high quality, feasible clinical study plan, if applicable. • An accurate assessment of the current and forecasted IML levels. • A well-reasoned explanation of how gender has been accounted for in the project.
Impact (20%)	The proposed innovation has the potential to create significant value for European citizens and healthcare systems. Focus on the ambition and feasibility of the projected results of the project, in particular the future launch to the market of the solution and the contribution to the 150,000-patient impact target. Applications must demonstrate: • A high-quality business strategy and commercial exploitation plan. • A high-quality Intellectual Property Strategy. • The desired impact is clear, ambitious, and achievable. • The key performance indicators are relevant to the desired impact, and are specific, measurable, and achievable.
Quality and Efficiency of Implementation (25%)	The project management plan, consortium, and allocation of resources is appropriate and realistic. Focus on the strength of the Knowledge Triangle Integration and capabilities across the consortium, CE quality of the work plan, budget planning and risk assessment. Applications must demonstrate: • A clear, reasonable, and appropriate workplan • A suitable consortium with appropriate knowledge, skills, and experience to deliver the workplan. • A comprehensive and reasonable risk assessment • A reasonable and sufficient budget

KIC portfolio strategic fit and compliance with the Financial Sustainability principles (35%)	Criterion in this category will focus on the ability of the commercialising entity to fulfil the terms outlined in the Financial Sustainability Contribution Agreement. Specific areas include: • target market; • the business model; • commercial exploitation plan; • intellectual property strategy; • the commercialising entity's financial health, • investor traction; • management team capacity and capability; and, • commercial ownership structures.