



BRIDGEHEAD

Take your healthcare business abroad



About Bridgehead

Through our Bridgehead programme, we bring together health entrepreneurs who want to grow their business in the European market with top incubators and accelerators that have the expertise and resources to make it happen

We help match your scale-up with an incubator or accelerator from EIT Health's network of Catalysers.

Together, you will plan how to access new markets in Europe quickly and decisively, tap into local networks of partners and clients, access infrastructure and understand new regulatory systems. You'll be given the seasoned expertise, insight and support needed to help realise your business ambitions.



Be Part of Our Success Story













Why Get Involved



"Thanks to the support of EIT Health and Medical Valley, we were able to detect and execute an opportunity in a new market. We were also able to get the health certifications we needed for our medical device. This is a huge step for our company towards international markets."

Dr. Markus Wilhelms CEO and Co-Founder, Moowoot Bridgehead participant





Through our personalised matchmaking process, choose where to work and with which Catalyser



Access country-specific market-entry advice and identified contacts, get support with local regulatory and reimbursement systems



Make progress! set up local sales teams, get a distribution agreement signed-off, develop pricing strategies and more

Bridgehead Catalysers



What are the Catalysers?

Catalysers are accelerators, incubators and clusters with a proven track record in building, accelerating and scaling-up healthcare companies.

The experts connect industries, corporates, entrepreneurs, specialists, commercial partners and mentors to provide unique access to knowledge, infrastructure and resources to accelerate growth across an interconnected continent.



How it Works



Bridgehead promotes innovation across borders; helping bring new products to new markets, accelerating the adoption of health products, services and concepts and, ultimately, improving the lives of citizens in Europe and beyond.

Begin your journey

Register on our platform and submit an application by 2 May 2023. Have your company information at hand as you will need it to apply.

Kick-off

Tell us about your company's needs so we can help you find the right cluster, accelerator, or incubator from the EIT Health network of Catalysers.

Match

Find the Catalysers that's right for you at our exclusive matchmaking events. Every Catalyser is pre-vetted, with a track record of success and seasoned support teams that know the local market.

Go

Receive a grant to work with and travel to your Catalyser. Tap into their expert guidance and resources to activate your business in a new market.

The Journey



27 Feb - 2 May 2023

Submit your application via the EIT Health platform



End of May 2023

Our expert interational panel will review your application



June 2023

Meet the project team and get an overview of the programme timeline and guidelines



End of June 2023

Meet with our Catalysers to find the right one for your scale-up



July 2023

Meet alumni from past editions of the programme to learn from their experience



July 2023

With your Catalyser, create and submit your project plan to expand to your selected European country

Who Should Apply >>>

To qualify for Bridgehead, your company must:



Sell a product or service in at least one market in Europe and be ready to open up a new market



Deliver innovative, transformative products or services in biotech, medtech or digital health



Be registered in Europe and have less than 250 full-time employees

Financial obligations

There is a 6% success fee of your company's revenue in the new market, capped at three times the amount of the grant amount or three years after completing the programme, whichever comes first. Should there be a financial event during the 3 years revenue monitoring period, there is a 0.5% exit fee as compensation, with the same capping as the success fee.

"Bridgehead is a great platform for companies who are expanding across the EU. It opens doors toward having access to the right people and right organisations who can have the biggest impact in developing a market entry plan for a new market."

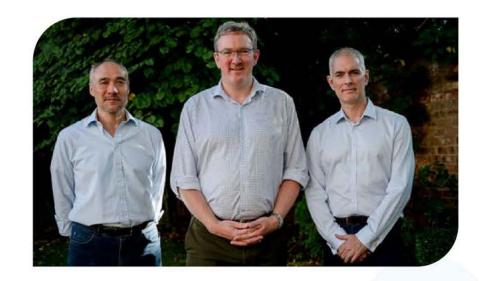


Meet previous participants



The Bridgehead programme is a unique opportunity to be introduced to potential partners and access expert knowledge of the local health ecosystem in participating countries.

Make the most out of a bespoke, personalised service created for you to work in partnership with our Catalysers.



SMART SORT

"Through the collaboration with EIT
Health's Bridgehead programme, our
company was able to scale up and
investigate the Dutch market in depth
and to make plans for collaboration
with potential partners."

Nikolay Todorov Marketing and Customer Relations Director



RE.FLEX KNEE OA

"Going after the German healthcare market is tough. That's why having EIT Health to support you with best-in-class market experts makes things easier. They helped us a lot with the introduction to hospitals and KOLs."

Camil Moldoveanu, CEO and CO-Founder

Meet previous participants





BIEL GLASSES

"We are very satisfied with the results of the Bridgehead programme. We have gained very valuable insights about our target markets and were able to identify KOL and Stakeholders which we can build on."

Jaume Puig CEO and Co-founder



CILCARE

"The programme enabled us to focus on the development of our business in a new and very different market. We initiated contacts with KOL and stakeholders that will enable us to have a smooth access to the market and raise awareness of our product"

Celina Belline **CEO** and Founder



ADD MOVEMENT AB

"Without Bridgehead we would have not made contact with key players in our desired market. The programme has given greater credibility to our product offering and we have been in contact with senior officials in organisations that we didn't know.

Mike Redfor, MBA CEO

Meet previous participants





PREDLIFE

"Through the Catalyst we chose we were able to understand and adapt our offer to the UK market. We also established connection with the public sector allowing us to set up a clinical study. Both catalysers allowed us to gain credibility and have been invaluable our project."

Briac Crouan UK Business Manager



HEALCLOUD

"We managed to successfully enter the Czech market by leveraging the partnership with our Catalyser, who became part of our network and installed our software allowing us to have the right clinical trial. We're now in discussions with other partners interested to install our software."

Ioana Stupariu **Compliance Officer**



EVERSENS SL

"Aiming to access the German market, has been more than satisfactory. We believe that the market understanding with the Catalyser has been very comprehensive and that it has given us many insights that we would not have been able to obtain on our own."

Leyre Ruete Ibarrola, **Founding Partner**

Have Questions?

Get in touch with a member of our team in your region and join our info session:



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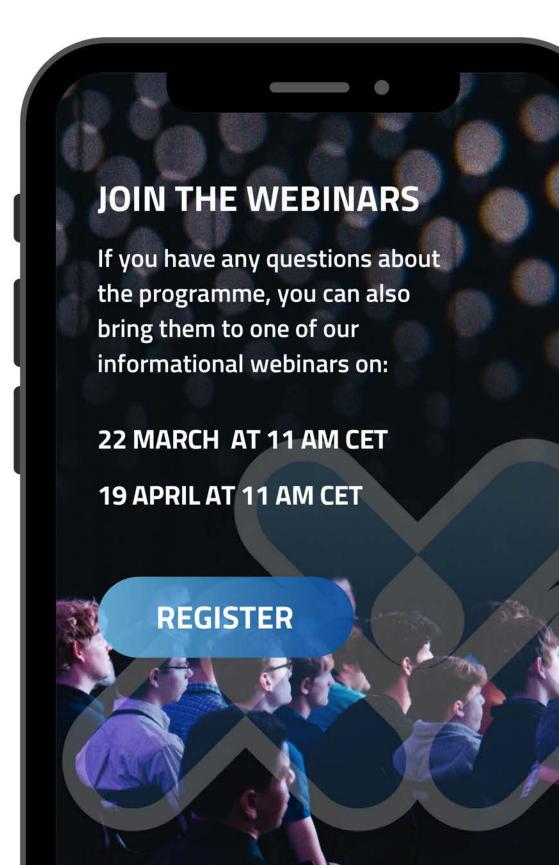
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Our vast community, including approximately 150 worldclass partner organisations, works across borders to bring together the three worlds of business, research and education. Backed by the European Union, EIT Health brings together the brightest minds from the worlds of business, research, education and healthcare delivery to answer the biggest health challenges Europe faces.

Learn more at http://eithealth.eu









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Apply by 2 May 2023

https://eithealth.eu/bridgehead/

