



Top Disruptors in Healthcare

Review of the innovative
medical startups
in Poland
2022

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About the Report

Ladies and Gentlemen,

Three years have passed since the idea of publishing the "Top Disruptors in Healthcare" Report, which is a review of innovative medical startups in Poland. The key objective of the Report is to facilitate the establishment of cooperation between startups and other entities - investors, medical entities, partners and end customers. However, this is not the only benefit. Among the other benefits declared by startups participating in the Report are PR and marketing (35%), as well as expanding knowledge about the startup market (34%). In addition, almost half of the startups declared that thanks to the Report they established contact with at least one business partner. The passage of time has shown that creating opportunities for these dynamically operating entities to present their potential should be considered one of the most important and greatest needs on the medtech market today.

The first edition of the Top Disruptors in Healthcare Report turned out to be a huge success. At that time, 74 medical startups were involved in the creation of this publication. In the second edition of the Report, their number increased to 115. In this year's, third edition of the Top Disruptors in Healthcare Report, 144 startups present their profile and achievements. In addition, the Report also included 14 startups from the CEE region. With all the greater satisfaction and pleasure - on behalf of the Polish Hospital Federation, the AI in Health Coalition, the Young Medicine Managers team and the team of experts in Health - we present to you the latest edition of the "Top Disruptors in Healthcare" Report. It was created thanks to the work and commitment of young experts who deepened their knowledge of the Polish medtech sector and dealt with stocktaking of Polish startups.

What distinguishes the third edition of the Report from the two previous ones are in-depth research statistics, taking into account the current needs of startups and wider information about the solutions developed and implemented by these entities. We also present other data on the following pages of the Report. They concern the team, financing and foreign expansion. The latter aspect cannot be overestimated, as more than half of startups also plan to be present on foreign markets.

This is just one of the conclusions that emerges from reading the Report and analyzing the landscape of medical startups in Poland. We hope that the data presented in it will provide You with a lot of valuable information and insights that will be used to strengthen cooperation and partnerships for the improvement of the Polish health care system.

At the same time, we would like to thank all the entities that were involved in the preparation and publication of the publication. We would like to express our gratitude to our main partners: AstraZeneca, Google for Startups, OVH Cloud and PZU Zdrowie, and supporting partners - DZP law firm and EIT Health.

We would also like to thank our honorary patrons: the Medical Research Agency, the Ministry of Health, the National Health Fund, the National Center for Research and Development, the Patient Ombudsman, the Supreme Medical Chamber, the Supreme Pharmaceutical Chamber, the Polish Investment and Trade Agency, the Polish Agency for Enterprise Development and the District Medical Chamber, as well as media patrons and industry organizations that supported the Report. We give our special thanks also to all startups that have established cooperation with our team - without you, the "Top Disruptors in Healthcare" Report would not have been created.

We hope that the Report and the information presented in it will contribute to a better understanding of the market of medical startups in Poland, as well as to increasing the level of knowledge in the society about innovative solutions in the healthcare sector, which are already or soon will be available in everyday practice.

We wish You a pleasant reading!



Ligia Kornowska

Managing Director of the Polish Hospital Federation
Leader of the AI in Health Coalition
President of the Young Medicine Managers



Karolina Kornowska

Coordinator of the "Top Disruptors in Healthcare" Report
Project Manager of Polish Hospital Federation
and AI in Health Coalition

The Medical Futurist

Healthcare's cultural transformation we call digital health has been shaping how this thousand-years-old industry delivers care. An influx of advanced technologies; the wide availability of direct-to-consumer services; and more importantly, patient empowerment has all led to a new status quo in care: medical professionals and patients working on an equal-level partnership.

It's unprecedented in the history of medicine that patients bring value to the table in the form of data they can obtain about themselves; insights, peer support and second opinion. All these due to the rise of digital health.

This transformation only takes place in practice if companies can thrive, find their target consumers, and receive enough financial and professional support from countries and governments. This is why I'm glad to see this report of start-ups in healthcare entitled "Top Disruptors in Healthcare 2022" being published by the Polish Hospital Federation and the Young Managers of Medicine.

Such reports help find the gaps good founders and inventors can fill in with their ideas and solutions; and provide directions that might help policy makers and investors envision the near future of healthcare better. Moreover, as the digital health transformation becomes the new norm after the pandemic ends and patients finally become the newest members of the medical team, it will be timely to address how automation, especially artificial narrow intelligence, can have a place in that partnership.

Let's have no doubts, no technology has had a bigger impact on the delivery of care and the practice of medicine than what A.I. will have. The sooner we discuss the ethical, legal and social consequences; as well as highlight the amazing potentials A.I. can bring to healthcare, the better the medical workforce can prepare.

Therefore I'm happy to offer the patronage of The Medical Futurist over this report that further facilitates this movement.



Best regards,

Dr. Bertalan Mesko, PhD

[The Medical Futurist](#)

Director of [The Medical Futurist Institute](#)



HONORARY PATRONAGE

PRESIDENT OF THE MEDICAL RESEARCH AGENCY

on

“Top Disruptors in Healthcare” Report

The medical and pharmaceutical market is one of the fastest growing sectors of the economy, mainly due to the continuous development of medical knowledge and access to new technologies.

Due to the ongoing changes related to, inter alia, the ongoing pandemic and the increasing incidence of civilization diseases, special attention is now paid to medical innovations. Due to the high dynamics of changes and the intensive development of the biotechnology sector, full information about the latest projects implemented in the field of medicine is a valuable source of information, enabling the appropriate support for an innovative economy.

I believe that collecting the most important information about the Polish ecosystem in health care will help to better identify the opportunities and needs of the Polish medical market. Bearing in mind the above, I grant honorary patronage over the "Top Disruptors in Healthcare 2022" Report.



AGENCJA
BADAŃ
MEDYCZNYCH



Radosław Sierpiński

President of the Medical Research Agency

Polish Hospital Federation

"Healthcare is the engine of innovation" is a message from the time before the COVID-19 pandemic, which has been positively verified as it is thanks to innovative medical procedures that we have recently managed to save many lives. An obvious example are vaccines based on modern mRNA technology, adenoviral vectors or protein nanoparticles. It should also be emphasized the key role of various innovative tools to fight the pandemic, such as artificial intelligence algorithms, mathematical modeling, telemedicine systems, digital and communication solutions, or digitized strategic management centers.

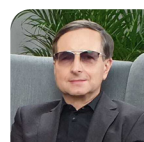
Our sector of the economy, especially hospitals, can boast of numerous modern solutions, both technical and organizational. It is medical sciences and health sciences in combination with advanced technologies and effective management that are a real mine of innovation. The inspiration and driving force behind progress in the healthcare sector are projects commonly known as startups, which can be described in Polish as the so-called young businesses. Among young businesses there are projects in typically medical disciplines, but most of all - interdisciplinary projects, combining organizational, management and technological solutions with diagnostic, treatment or prognostic procedures using IT techniques.

Poland is one of the leaders in the region of Central Europe in the area of medical startups, which is related to, inter alia, dynamic economic growth, high demand for new projects, an ambitious and well-educated society and fruitful international cooperation. Our country owes its leading position, in particular, to the impressive activity of people, mostly young, who can be safely called innovation leaders and pioneers in health care. This small group, in general, creating supportive networks, also using modern communication channels, not only carries out young business projects itself, but also initiates, helps and promotes other startups, creating an ecosystem of young medical business on a national and international scale.

The report on Polish medical startups was prepared by just such a group of leaders gathered around the team of Young Medicine Managers (MMM), operating at the Polish Hospital Federation (PFSz), led by Ligia Kornowska, a doctor, winner of the Forbes 25under25 list, leader of the AI in Health Coalition and at the same time Managing Director of PFSz. This team brings together dynamic people who, despite their young age, have both professional education (medicine, management, marketing, IT, law, etc.), practical knowledge, and experience in the implementation of bold projects that meet the definition of a startup. Most importantly, it is a group that does not lack ideas, courage and motivation, and which is alien to the concept of hopelessness, entitlement, or the so-called occupational burnout. The Report on Polish medical startups was created on the initiative of the leaders of the MMM team at the PFSz, about whom it is worth reading at the very end of the Report.

The "Top Disruptors in Healthcare" Report is the third comprehensive and extensive study of the topic after the first, very popular edition of the Report prepared in 2020 and the second in 2021.

This edition of the Report describes 144 extremely interesting young medical businesses from Poland and - for the first time - also 14 from the CEE area, which are presented for information, investment, networking, marketing, popularization, education, etc., aimed at promoting and supporting Polish startups in the healthcare sector on the national and international forum. I would like to add that cooperation with the MMM team, and especially with its leaders, is a source of personal satisfaction for me. The patronage over the MMM team and the support of young innovators in the health care sector are bearing fruit, this time in the form of the third, sensational Report on Polish medical startups, which I strongly encourage You to read. Personally, I am glad that I was able to contribute to the creation of this publication, important for the protection of health, and I invite You to read the Report.



Prof. Jarosław J. Fedorowski

Prof., MD, PhD, MBA, FACP, FESC

President of the Polish Hospital Federation (PFSz). Governor and member of the Presidium of the European Hospital Federation and Healthcare HOPE. Member of the board of the IHF World Hospital Federation.

Emerging Europe

The World Health Organisation has said that the "acute phase" of the Covid-19 global pandemic could end by the middle of 2022, more than two years after it was declared.

With over half a billion cases and more than six million deaths thus far, the coronavirus has disrupted our lives and workplaces but has also contributed to changing our mindsets and accelerated various processes that will be instrumental to improving health care and the quality of life.

Disruptive technologies such as artificial intelligence (AI), blockchain, distributed power systems, 3D printing, and robotics have proven particularly vital and resulted in multiple solutions: digital platforms using big data analytics and AI, robots that deliver medications, blockchain-based epidemic monitoring platforms, to name just a few.

In April 2022, Emerging Europe and EIT Health InnoStars released a white paper, [*Digital Health: Trends and desirable progress in the emerging regions*](#), identifying trends in the development of digital health solutions in Europe's emerging regions.

The research identified five power areas that are expected to contribute to the process, despite only being loosely related to disruptive technologies themselves.

The first one is the power of **science** — research participants and key opinion leaders emphasised that since the outbreak of the pandemic science has become a topic of everyday conversation. It is particularly important in the process of changing the mindsets of people who were more reluctant to use innovative solutions. Increased interest in medicine, science, and scientific development develops openness to new solutions and enhances curiosity.

The power of **digital health regulations** is essential for those innovators — both start-up founders and researchers — who try to insert their solutions into regulatory systems. Given that, during the pandemic, new products and services were needed here and now, often immediately, new implementations and new reimbursement models were welcome.

The pandemic has also highlighted the power of **health data** and its security. From the very beginning of the pandemic, we were exposed to statistics related to fatality rates or incubation periods, but it is the importance of data interoperability and data quality that was reiterated by respondents in the light of the development of health care solutions.

The power of **agility**, or as others would call it, innovating and adapting under pressure, was widely present and sometimes even desired. Pivoting value propositions, finding niches or reorganising work were vital for survival on the market, especially for private endeavours.

The last power — regional **collaboration** and cooperation in general — was essential as it simply made challenges easier to overcome. Collaboration between private and public organisations, academia, multinationals, policymakers, start-ups and researchers contributed to finding solutions and marketing them faster, increased efficiency and productivity and lowered costs.

The Covid-19 pandemic has provided a solid ground for disruptive technologies to develop in Europe's emerging regions. The report shows that the pandemic not only accelerated the development of innovative health care solutions but also highlighted the importance of key non-technological components and proved that they can be strengthened and applied to help patients. That combined with the existing, highly skilled talent in the emerging Europe region shows the potential for even faster development of health care.

It is now time to ensure that the lessons learnt are applied across all relevant areas by all stakeholders. The opportunity for the advancement of disruptive technology that Covid-19 presented us with came at a high cost. It must not be wasted.



Andrew Wrobel

Founding partner at Emerging Europe and leader of the organisation's Tech Emerging Europe Advocates community.

Medonet as a plug-in platform for innovative digital health solutions

Medonet is one of the largest websites in Poland. It is also the only vertical website in the ranking of top domains. It reaches over 10 million real users per month (according to Gemius data). In the Health and Medicine category alone, it has been a leader continuously for over two years, with an advantage of several million over the second website in the ranking. Medonet not only attracts the most users interested in health, but also keeps their attention the longest. In January 2022, Wed. the average time spent on the site was 14.5 minutes.

The above data shows that health ranks higher and higher on the list of Poles' priorities, and it was caused by the coronavirus pandemic. Before its outbreak, most of the traffic in medical services was related to looking for solutions to already existing health problems. Currently, we observe that more and more people are also interested in prevention.

Medonet's mission is to meet the diverse health needs of users - those that can be met online. We not only provide the most reliable information and advice, but also provide - thanks to cooperation with startups - innovative tools that allow you to check your health condition even better and take care of it, both in the preventive context and in the event of illness.

So far, we have already established cooperation with over a dozen startups, and the products developed by these entities have enriched the range of services offered to Medonet users. In this way, we expanded our offer, among others for telemedicine (online consultations with doctors and specialists), tools to verify the health condition, such as a symptom checker or a lifestyle calculator, determining the biological age and the number of years of health left to a given user.

Our goal is to create a comprehensive health center on Medonet. Place that will guide patients on their path to health or a healthier life using innovative services and tools developed by experts in their fields. We want to popularize the use of mobile applications and digital therapeutics (DTx) solutions that support health.

We invite startups offering B2C products that we can support in marketing and image activities, as well as product and SEO activities. We offer a wide range of native and content activities, as well as traditional advertising and performance activities. We are able to reach very specific target groups. The above possibilities allow you to scale your startup business, but also test users' interest in a completely new product. In addition, we enable promotional activities in the area of not only Medonet, but the entire portfolio of Ringier Axel Springer Polska, which includes brands and titles such as Onet, Forbes and Business Insider.

Cooperation may be based on various business models, depending on the product and investment potential. It is worth emphasizing here that the research from 2020 conducted by the GRAI Group shows that startups have a 9 times greater chance of success if they use the media instead of financial capital (media for equity).



Diana Żochowska
Head of Medonet

AstraZeneca has always been committed to pushing the boundaries of science to develop and create modern drugs that will help combat diseases that are the greatest challenges of modern medicine. We are also going beyond our traditional role - we want to be an important part of the Polish health care system. This requires cooperation, which is why in Poland we focus on public-private partnerships, contacts with the academic community, innovation, and we also create support mechanisms for startups.

We are glad that Polish startups are increasingly seeing the potential of the AI / machine learning sector. This is certainly the future of medicine that will allow even more patients to enjoy a good quality life for many years. These are solutions that will protect against or delay the disease in many people, e.g. by enabling the first symptoms to be detected many years earlier than it is today. Other important tools are those that improve the organization of the health care system - e.g. e-prescription.

Today it seems that thanks to all these solutions, the future of medicine, the future of treatment, despite over two years of turbulence related to COVID-19, looks optimistic.

This optimism does not come out of nowhere. The COVID pandemic has shown how much we as humanity need science, how badly we need innovation. At this difficult time, we began to appreciate valuable scientific research, to see how important technological progress is. We have also matured digitally. These are very important social gains and we must do everything we can to take full advantage of them. We also need to further build public confidence in science. And this is what open dialogue and cooperation serve. At AstraZeneca, we want to be and are part of an innovative landscape in Poland. We are actively involved in initiatives such as the Warsaw Health Innovation Hub (WHIH) or the Partnership for Sustainable and Resilient Health Systems (PHSSR).

- As part of the Warsaw Health Innovation Hub - established under the auspices of the Medical Research Agency - we want to implement projects to improve access of Polish patients to high-quality healthcare services, including in the area of chronic kidney disease.
- The PHSSR is an initiative of the London School of Economics, the World Economic Forum, with the support of AstraZeneca. This is an attempt to draw conclusions for health systems in connection with the pandemic - to answer the question of what needs to be done to make them sustainable and resistant to possible future crises. The project enables the development of regional cooperation in the countries of Central and Eastern Europe and the Baltic States in order to share experiences, reduce costs and eliminate some of the barriers between the systems.

In 2021, AstraZeneca celebrated its 30th anniversary in Poland. In 2011, we opened a research and development center in Warsaw. Today we work in two centers: in Warsaw and Krakow, employing over 2,700 employees.

We believe that through our actions and support for initiatives such as the "Top Disruptors in Healthcare" Report, we are paving the way to use the full potential of Polish science and the startup community.



Hans Sijbesma

Regional Vice President for Central and Eastern Europe and the Baltic States at AstraZeneca



Wiktor Janicki

President of the management board of AstraZeneca Pharma Poland

Google for Startups

We are glad that we can still observe the development of startups in the healthtech sector. It is worth noting that in this year's report the financing obtained by startups increased on average from PLN 1-2 million to PLN 2-5 million. Financing is especially important for foreign expansion, and more than half of startups plan to do so. The Report noted that 45% of startups use artificial intelligence, this figure will surely grow. The introduction of artificial intelligence into medicine offers an opportunity to accelerate innovation in this sector.

The results of the Report confirm our experience from last year's edition of the Google for Startups Accelerator: Europe program, which was dedicated to startups from the healthtech and wellbeing sectors. During this program, we supported startups in product development, artificial intelligence, business model, analyzing foreign markets and international expansion. We are pleased to observe the alumni of our programs such as Biotts, MedApp or Infermedica, which successfully enter other markets.

Google for Startups



Magdalena Przelaskowska

Senior Startup Partner Manager
in Central Europe,
Google for Startups

OVHcloud Startup Program

According to market analyses, there is a growing discrepancy between health needs and the availability of specific services and resources in Europe. The "Top Disruptors in Healthcare" Report shows perfectly how Polish innovators respond to these urgent needs. At OVHcloud, we closely follow bold visions and pioneering solutions to help bridge the critical gap between supply and need.

We consider the area of health to be one of the key areas, therefore we offer dedicated solutions for Healthcare, and we have been dealing with data storage in the field of health care since 2016. We are proud to observe how innovative companies join the OVHcloud startup program, as we agree with them that digitization means reducing common problems: reducing administrative paperwork, reducing the risk of error and, above all, accelerating the implementation of necessary solutions. In short, we all benefit from it!

"The medical sector needs innovation like no other, if only because the number of doctors is decreasing, the systems are outdated and the needs are growing."



Natalia Świrski
Startup Program Manager,
OVHcloud CEE

About OVHcloud Startup Program

One of the advantages of the program is that we are **close** to our companies. In cooperation, we focus on the **quality of relationships**, because we care about mutual understanding and adaptation to specific needs. Our clients appreciate full **transparency**, as well as the fact that **our program is created by practitioners**, creators of their own startups, who perfectly know the needs and pain of young enterprises. As part of the Startup Program, we actively participate in the development of companies, and we support their creators in many ways. We are not only close in terms of location, but also:

- We offer **non-returnable funds** for OVHcloud products for building solutions,
- we provide **technical assistance**, i.e. consultations with an expert who provides knowledge and experience,
- we support startups in aspects that help to develop business.

"CancerCenter.ai supports oncology (pathology and radiology) in better and faster diagnostics using AI (Deep Learning (DL) and Machine Learning (ML)). Thanks to OVHcloud we can train and validate our AI module in their cloud under optimal conditions."

Piotr Krajewski
CEO, CancerCenter.ai

"Customers using MedApp solutions are increasingly interested in the cloud as a place for effective, secure storage and processing of sensitive medical data. Cooperation with OVHcloud and the dissemination of access to cloud resources supports the scalability and development of our business both in Poland and on foreign markets. When creating digital medicine solutions, it is worth remembering not only about the usability and innovation aspects of cloud solutions, but also about choosing a trusted cloud provider that can guarantee proper data protection in accordance with stringent security standards. OVHcloud is such a partner."

Krzysztof Mędrala
the president of the board, MedApp S.A.

Medical startups are becoming a showcase of the Polish economy and an integral part of our health care system. Therefore, for the third time, PZU Zdrowie is honored to take the patronage over the "Top Disruptors in Healthcare" Report. The development of this publication shows how each year the medtech market is growing by new entities and successful implementations. From the perspective of a medical operator, solutions that can improve the work of medical staff and increase the availability of care, as well as support positive patient experiences, are of particular interest. The main assumption of PZU Zdrowie is to focus the healthcare system on the patient, which is why we create a service model based on the patient experience concept. For several years now, we have been finding space in our facilities to test the solutions of Polish startups, incl. symptom checker for the initial diagnosis of symptoms, electronic stethoscope, vein illuminator or artificial intelligence algorithm for quick diagnosis of stroke. We are happy that, as a member of the AI in Health Coalition, we can promote the topic of medical innovations together with the Polish Hospital Federation and interest them not only in technology enthusiasts, but also in patients.



At the end of 2021, we implemented the educational project "Health in conversation", a podcast devoted to the technological revolution in medicine. The six episodes are six conversations with representatives of startups, patient organizations, the public party and medical managers on creating and implementing innovations in Polish healthcare. The thematic issues of the premiere series, which we entitled "Innovations closer to the patient", focus on the needs and comfort of the final recipients of a given solution - patients and their rights, as well as supporting the diagnostic and therapeutic process based on placing the patient in a medical care center.

The podcast is available on popular streaming websites:

<https://anchor.fm/zdrowiewrozmowie>



Medical technologies can also support the education of healthcare professionals. With the help of VR training, administration employees at PZU Zdrowie facilities strengthen their knowledge and skills in the field of first aid. All the participant's senses are involved in the training, thanks to which the participant assimilates the acquired skills more effectively. The course is held individually, therefore the participant is fully focused on its course. This formula also allows for flexible adaptation to the operating mode of a medical facility and regular return to exercise.



PZU Zdrowie is one of the largest nationwide medical operators. Our medical infrastructure consists of: 130 own facilities, including imaging diagnostics laboratories, 2200 partner facilities in 600 cities in Poland, medical helpline, the mojePZU patient portal and the Telemedicine Center. We provide health care in the form of insurance and subscriptions for companies and individual clients. PZU Zdrowie medical centers are also available to patients without packages. We invite You to visit our facilities, also virtually.



**Medical Center
PZU Zdrowie**
Warszawa Puławska



**Medical Center
PZU Zdrowie**
Kraków Kotłarska



**Medical Center
PZU Zdrowie**
Poznań Grunwaldzka



**Medical Center
PZU Zdrowie**
Wrocław Grabarska

More on: pzuzdrowie.pl



Why was TOP DISRUPTORS IN HEALTHCARE created

Review of medical startups in Poland



The starting point for works on the Report was a conclusion resulting from the experience of authors and other industry experts, on the existence of a huge information gap in the area of health innovation, in particular between startups and startups as well as startups and potential investors or customers. This gap causes that obtaining answers to such questions as:

- a) what are the new interesting solutions in the medical sector and what is their level of progress;
- b) who and how can take advantage of these solutions;
- c) what is the maturity of startups;
- d) what are the needs of startups and the challenges faced by them;
- e) how does a given startup come off compared with other initiatives,

is extremely difficult and time-consuming. We hope that the Report will also make it possible to reach innovations that can help to combat the COVID-19 pandemic, and investors and business partners will receive reliable information before starting cooperation.

The aim of the Report is to support the ecosystem of innovation in healthcare, including establishing effective cooperation between startups and other entities. This is used to identify the most promising startups on the Polish health market, obtain key information about these entities and present this information in a structured and coherent manner to potential recipients, including in particular:

- a) potential investors, business environment institutions;
- b) entities carrying out medical activities or pharmaceutical sector entities interested in implementing the solutions offered by startups;
- c) persons engaged in medical professions;
- d) representatives of the public party interested in supporting the development of health innovations as well as the implementation of innovations in clinical practice and in the organisation of provision of benefits;
- e) consumers/patients.

Methodology of work on the Report

What startups are presented in the Report

The concept of a startup is unclear. We have therefore assumed that we will consider as a startup those initiatives whose representatives themselves consider themselves to be a startup. Among the potential "top disruptors in healthcare" described in the Report, we included those startups that plan to offer or that offer:

- services addressed to entities carrying out medical activities;
- services supporting medical or administrative processes which support the provision of services;
- services addressed to patients connected with medicinal activities;
- services for pharmaceutical companies and R&D related to processes regulated by pharmaceutical or medical law or R&D processes.

Questionnaire

The Report was created on the basis of information gathered using a standardised survey tool developed in cooperation with industry experts. The set of questions for the survey has been developed in such a way that it can gather the most important information about startups participating in the Report - concerning the solution being created, needs, problems, team, financing, etc.

The following sections are included in the survey:

- a) Solution information** - this is a key section in which we asked startups for a detailed description of the solution, whether this solution requires CE certification as a medical device, in which medical area it operates, with which institutions it usually cooperates, and we also asked about the competitive position of startups on the market
- b) General information on a startup** - contact details, legal form and maturity degree, time of existing, as well as the headquarters location.
- c) Team** - the number of team members, the competences sought, basic information about the founders along with their contact details.
- d) Current Needs** - information on how the pandemic influenced a startup, what factors are crucial for the development of startups, what kind of support are startups looking for.
- e) Finance** - in this section, we asked about the sources of startup financing and expectations regarding the acquisition of financing, as well as asked about basic financial data, allowing, on the one hand, to determine the degree of maturity of the business conducted in a directional manner, as well as suggesting a possible valuation of the startup.
- f) Foreign expansion** - experiences, especially from the medical sector, indicate that the Polish market may be too small, and foreign expansion is a necessary element for achieving success and scaling up the activity, which is why in this section we asked about the planned and implemented directions of expansion to foreign markets.

Some questions and answers are visible only in the extended version of the Report intended for Report Partners and available for a fee. This information includes, for example, direct contact details, sensitive financial data, payment model, end customers and the patenting of the solution. Persons and entities interested in purchasing the extended version of the Report are invited to contact Karolina Kornowska:

+ 48 609 908 877,
karolina.kornowska@wzdrowiu.com.

Selected statistics

based on survey results

Collection and processing of data for the Report

The authors of the Report, on the basis of generally available sources and information made available by some Partners of the Report and on the basis of Reports submitted by startups themselves, identified a list of approx. 380 Polish entities. Subsequently, the editorial team attempted to contact startups in order to initially verify their business profiles and then after establishing their business profiles, to invite the startups to cooperate. Interested startups received a link to the survey tool and then filled out the questionnaire on their own. In case of doubts when filling in the questionnaire, they were explained on an ongoing basis by direct contact of the editorial team with startup representatives. Data collection as part of surveys took place between February 2022 and May 2022. Subsequently, the results of the questionnaires were evaluated and supplemented by the editorial team (in consultation with the representatives of startups) in terms of:

- a) completeness;
- b) comprehensibility of the claims used
- c) orthographic and stylistic.

Important note:

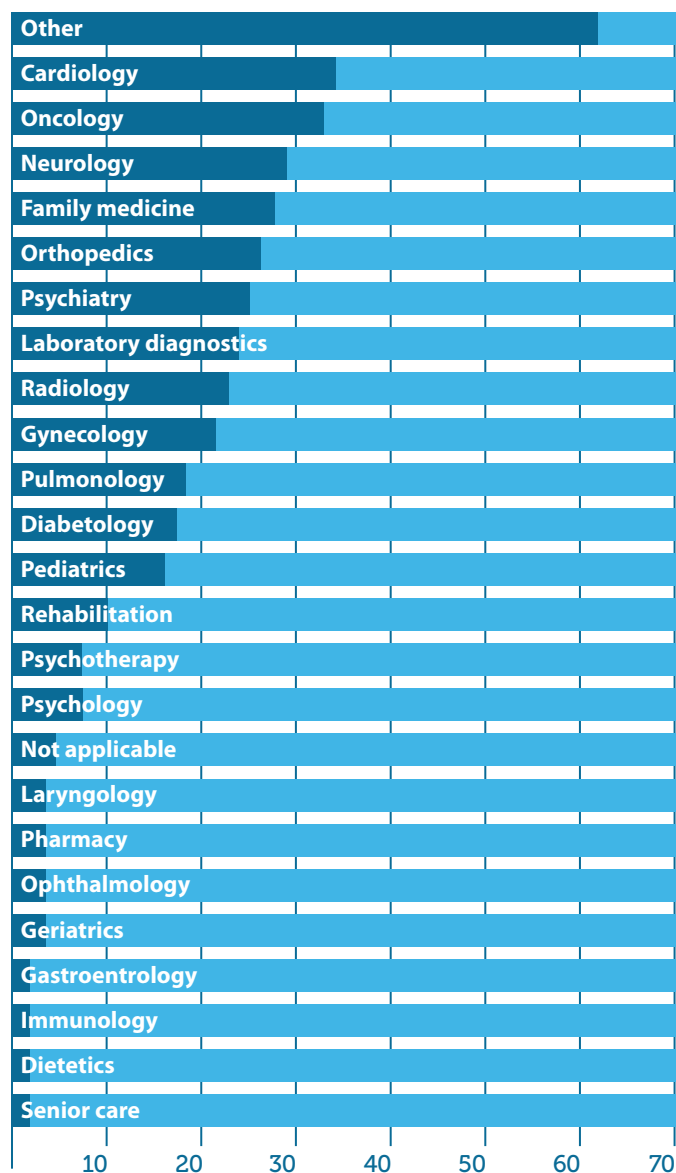
The editorial team did not perform a substantive analysis of the data presented by startups, in particular did not verify the data with publicly available data, including in public registers, and did not verify claims whose verification would require expert knowledge, e.g. as regards the legitimacy of obtaining CE certification or competitive environment or potential recipients.

Report in numbers

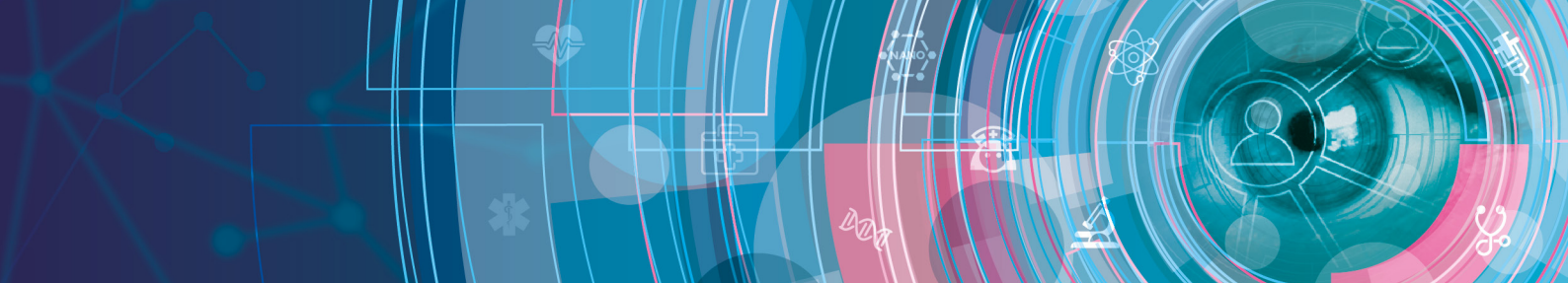
Work on the Report:

- a) Over 300 identified startups with which editorial team members attempted contact.
- b) Approximately 90 days – working time on the Report.
- c) 6 – number of editorial team members (authors).
- d) 144 – number of Polish startups that filled out the survey and were included in the Report.
- e) 14 – number of startups from the CEE region that filled out the survey and were included in the Report.
- f) 10 – number of patronages of representatives of the public party
- g) 6 – number of commercial partners – leaders of cooperation with startups in Poland.
- h) 20 – number of media patronages.
- i) 34 – number of other patronages.

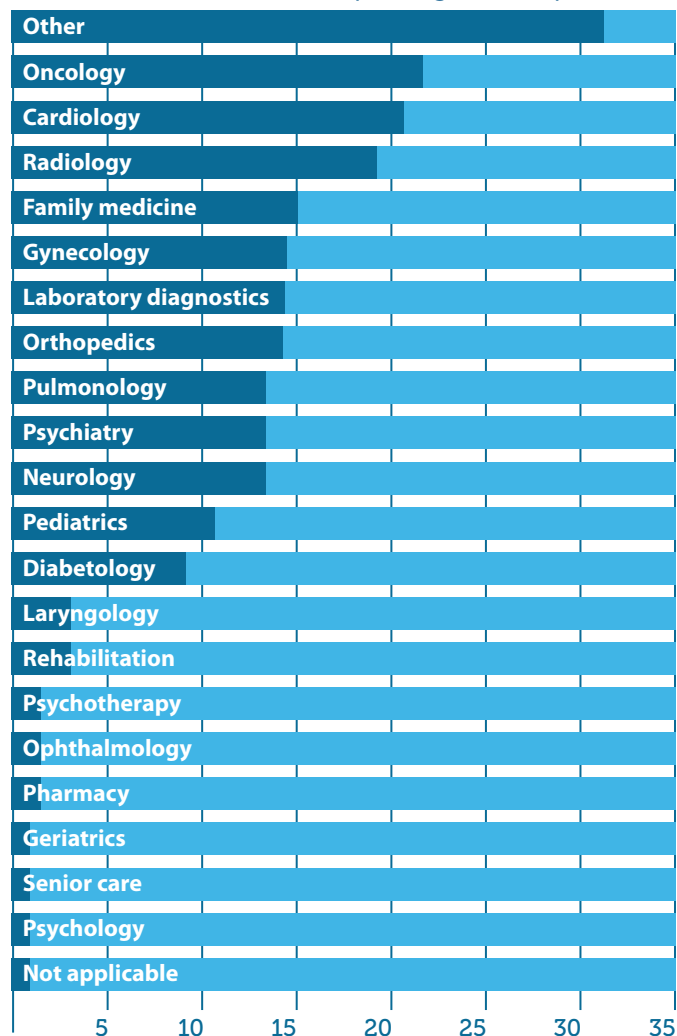
In which medical area do You operate?



The most common areas of activity of Polish startups include cardiology (34 startups, 24% of the respondents) and oncology (33 startups, 23% of the respondents). Although psychiatry was only in 6th place, ex aequo with laboratory diagnostics (24 startups, 17%), attention should be paid to its growing importance in recent years. It may result, first of all, from a stronger sense of isolation during the COVID-19 pandemic, as well as from the growing need and interest in caring for mental health among Poles. It should also be noted that the vast majority of startups operate in more than one area, especially since a significant proportion of respondents indicated that apart from their basic specialization, they also develop in another area.



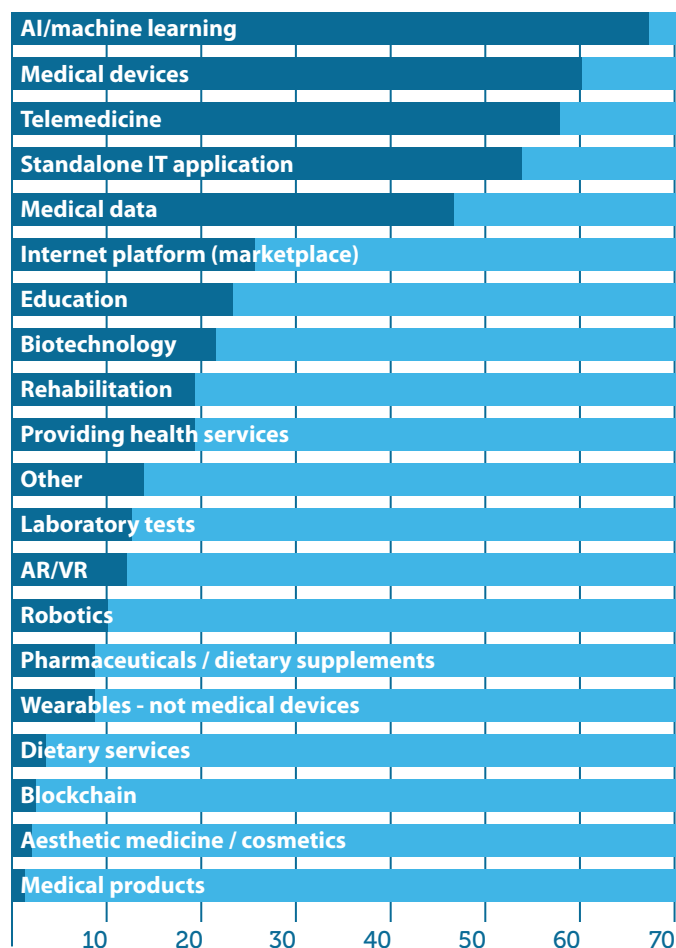
In what medical area do startups using AI / ML operate?



In the case of startups whose solutions are developed on the basis of artificial intelligence, the most frequently chosen sectors were oncology (22 startups, 32% of the respondents), cardiology (21 startups, 31% of the respondents) and radiology (19 startups, 28% of the respondents). It should be noted that these are the sectors where the most AI-supported solutions are also produced globally - artificial intelligence-based radiology solutions are leading the market - perhaps due to the high availability of radiological imaging data*.

*Approval of artificial intelligence and machine learning-based medical devices in the USA and Europe (2015–20): a comparative analysis
https://www.researchgate.net/publication/348599977_Approval_of_artificial_intelligence_and_machine_learning-based_medical_devices_in_the_USA_and_Europe_2015-20_a_comparative_analysis

What sector does Your solution operate in?

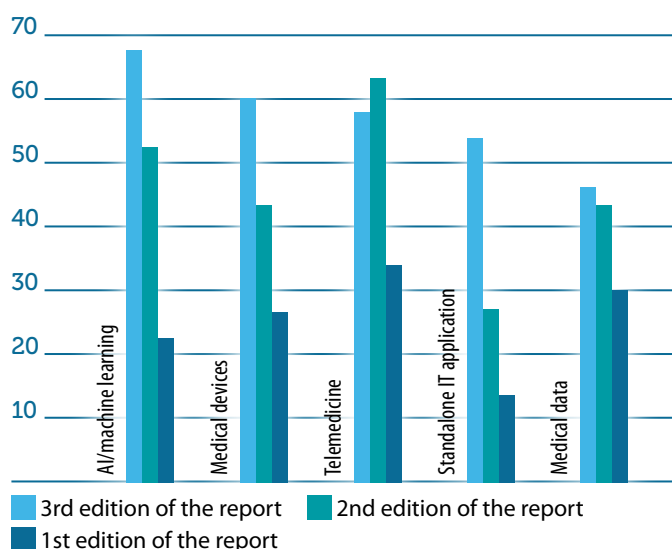


In recent years, there has been a sharp increase in interest in medical solutions based on AI / ML. As many as 68 startups (47% of respondents) indicated that they are developing their solutions in the artificial intelligence and machine learning sector. This proves a dynamic and noticeable increase in interest in AI in health. This is a trend that we are currently observing - and we will also be observing it in the future, especially as both startups and society are beginning to see the benefits of using AI-based solutions in clinical practice. Innovative solutions are already tools facilitating the work of doctors and nurses, as well as increasing the effectiveness of patient treatment, so it is not surprising that the second most chosen sector this year is medical devices (60 startups, 42%), and the third - telemedicine (58 startups, 40%). A small number of startups - 3 - also operate in the blockchain sector, the development of which we will probably also observe in the future.

Selected statistics

based on survey results

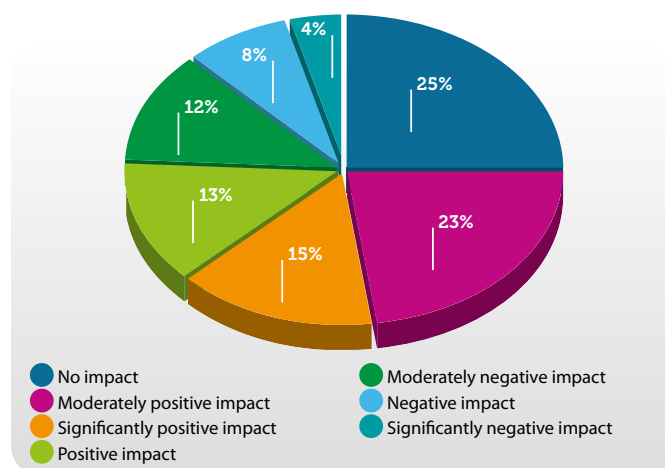
What sector does Your solution operate in?
Comparative statistics for 3 years, based on 5 selected sectors.



In the above statistics, we present the five most popular sectors in which startups develop their solutions from the perspective of all three editions of the Report.

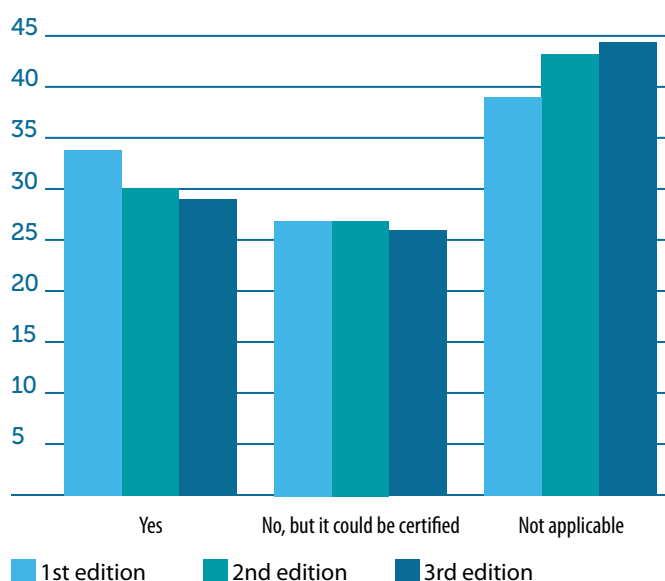
In 2020 and 2021, the most frequently indicated sector was telemedicine - in 2020 it was chosen by 34 startups, constituting 46% of the respondents, and in 2021, it was chosen by as many as 63 startups, constituting 55% of the respondents. In this year's edition, however, this trend dropped sharply to 40% (58 startups), which may suggest that with the reduction of pandemic restrictions, telemedicine solutions have also lost their popularity. However, you can see the development of innovative solutions based on AI / ML. In the following years, activity in this area was declared by 30%, 45% and 47% of the respondents. The stand-alone IT application sector has also developed significantly. Although only 12 startups indicated it in 2020, a year later there was more than a twofold increase (28 startups, 24%), and this year's number increased to 53 startups (37%). It follows that within two years there was an increase by as much as 131%. Certainly, in the future, we will be able to see more solutions based on a standalone IT application. In the medical data sector, a declining popularity can be observed, despite the fact that the number of startups operating in it has slightly increased within two years. This may be due to the fact that the medical data sector is not yet sufficiently regulated by law and hence the difficulty in obtaining and using data. In the case of medical devices, however, we can see a constant, stable annual growth of the offered solutions in this sector.

Describe the impact of Covid-19 on Your business.

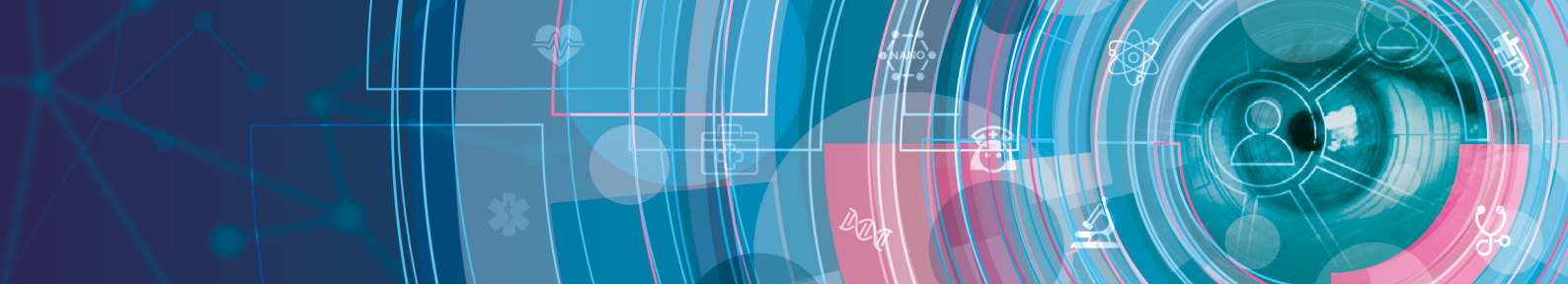


The COVID-19 pandemic in previous years had a significant impact on all sectors of the global economy, including the health industry, but with the lifting of lockdown and restrictions, the impact of the pandemic has significantly decreased. Although in 2021 only 12% indicated that COVID-19 was not affected at all or only slightly affected by their business, in this year's version 25% of startups declared no impact whatsoever. In addition, more than half of the startups declared a positive impact of the pandemic, and only 4% indicated that it was significantly negative.

Does the product / service have a CE certificate?

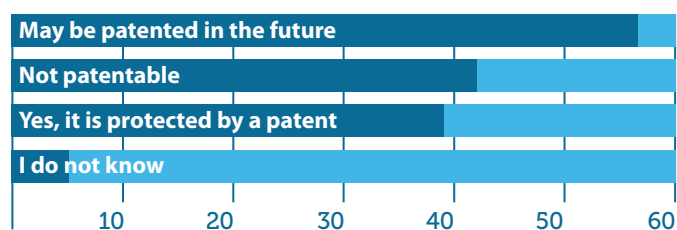


Applications and devices created by startups can be considered medical devices. Having a CE Certificate means that they met certain EU requirements before being allowed to market. The certification process includes, among others, product testing, preparation of documenta-



tion and declaration of conformity, as well as the correct CE marking. According to this year's data, only 29% of respondents (42 startups) obtained such a certificate. However, the percentage of startups that have not yet obtained certification, although their product is subject to certification, does not change - this number varies between 26% and 27%. In the last three years, however, startups most often indicated that their product was not subject to certification.

Can Your product / service be or is already protected by a patent?



Startups can patent their product or service, which means that they gain the right to exclusive use of their invention for profit or profession in the country where the patent was granted. 58 startups (40%) indicated that their product or service may be patented in the future, although it has not received such protection at the moment. This is an increase compared to the previous edition, in which 37 startups (32%) saw the potential for patenting the developed innovation in the future. In this year's edition of the Report, patent protection was declared by 27% of respondents (39 startups), similar to the previous year. The data has not changed significantly in the case of non-patentable products and services - in 2022 it is 30% (43 startups), and in 2021 it was 37% (also 43 startups).

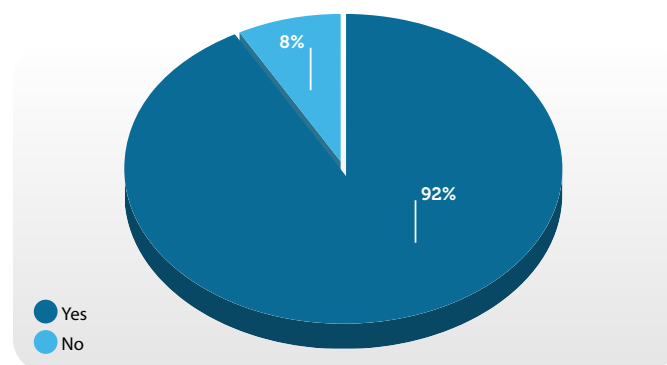
What is Your biggest problem in the development of the solution?



The biggest barrier to the development of the solution for startups is the promotion and sale of the solution (52 startups, 36% of the respondents). On the basis of the authors' experience, it can be concluded that the difficulties in the field of promotion result from the huge information gap that exists on the market of medical startups. Especially in the case of the gap between startups and investors, it turns out to be problematic, as 51 startups (35.5% of respondents) indicate difficulties in finding an investor and financing. Finding answers to basic questions about startups or companies offering innovative solutions turns out to be a time-consuming task - also for investors.

However, it is good that - according to startup declarations - they have no problems with recognizing customer needs (this is a barrier for only 6 startups, which constitute 4% of the respondents) and with creating a business model (10 startups, 7% of the respondents).

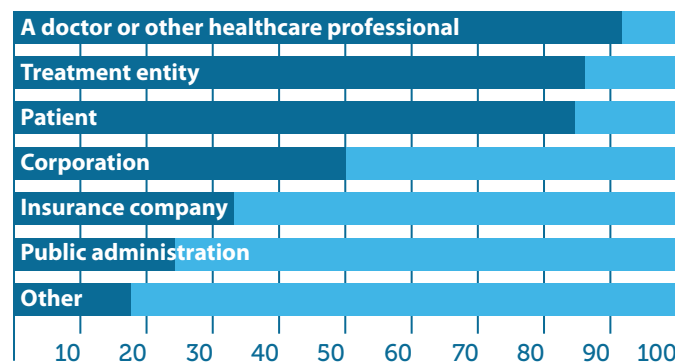
Have You already developed a business model?



The vast majority of the surveyed startups have already developed a business model and only 8% (11 respondents) indicate the lack of it. In this case, there is no significant change compared to last year's editions of the Report - in 2021 the business model was not developed by 8%, and in 2020 by 7%. Such a positive trend may result, inter alia, from the activities of the startup environment aimed at helping startup companies in creating a business model.

Among the startups that have not yet developed a business model, most of them operate in the artificial intelligence and medical devices sectors.

Who is the target user of the product / service?

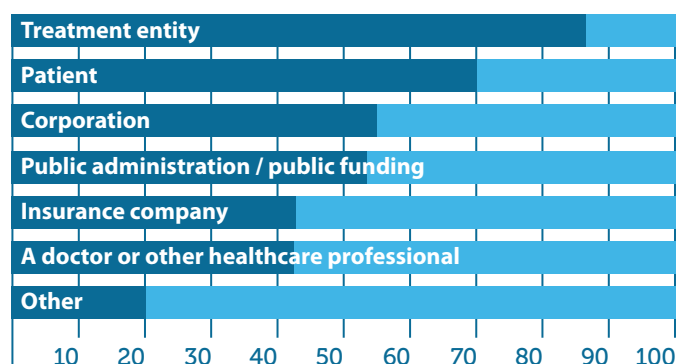


Selected statistics

based on survey results

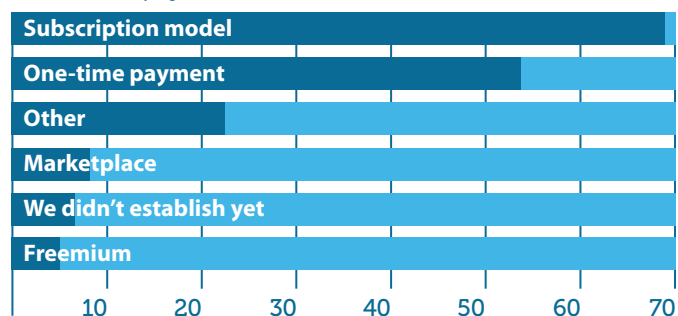
The target user of the offered product / service is mostly a doctor or other healthcare professional (91 startups, 63% of the respondents), as well as a healthcare entity (87 startups, 60%) and a patient (85 startups, 59%), which may result from the fact that most respondents strive to establish cooperation with medical institutions. It also means that startups create solutions that will be able to really contribute to relieving doctors in their daily work and increasing the effectiveness of diagnostic, therapeutic and preventive procedures, while maintaining due diligence.

Who is the ultimate paying customer of the product / service?



Practice shows that the ultimate paying customer for the offered product or service is most often a healthcare entity (87 startups, 60%), followed by the patient (70 startups, 49%). It can be concluded that the key end customers include entities focused on the implementation and direct use of the product in medical practice, but the share of business entities such as corporations (55 startups, 38% of respondents) or related to public administration (54 startups, 37.5%) is significant.

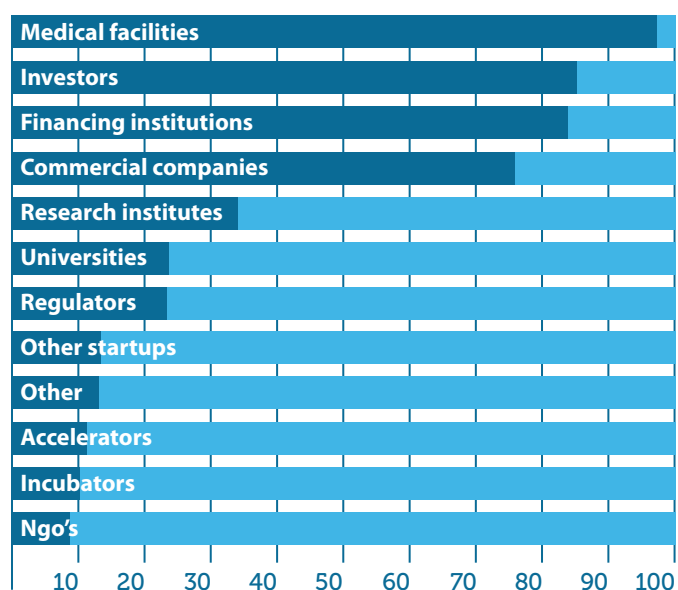
Select Your payment model.



The payment model most often used by startups is the subscription model (69 respondents, 48% of the respondents), which assumes regular access to a service or solution in return for a periodic payment. A completely different, but equally popular payment model for startups is a one-time payment (54 respondents, 37.5% of respondents). Some respondents also pointed to the mixed model, assuming the availability of both a subscription and a one-off payment. On the other hand, freemium is not very popular (5 startups, 3.5% of respondents),

which assumes free access to a product or service, but with payment for advanced functions. The situation is similar with the marketplace - a model that allows many sellers using the platform to sell a product or service to a group of customers - which was selected by 8 startups (6% of respondents).

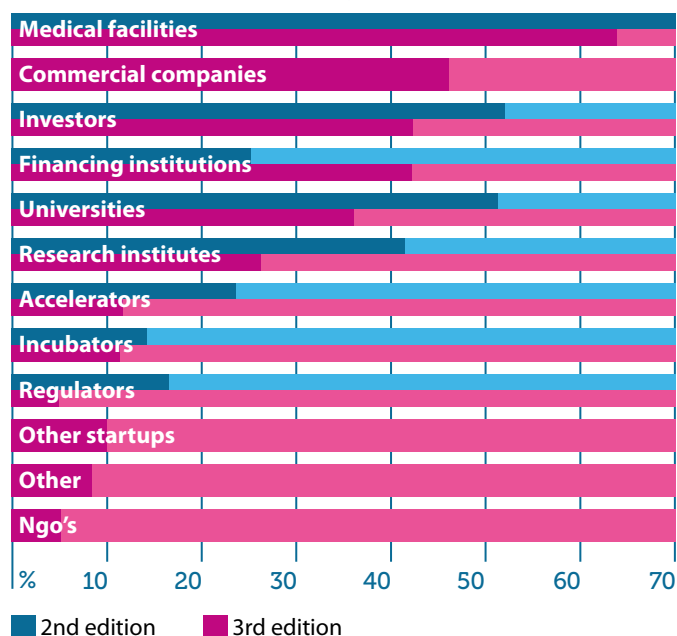
Indicate the priority institutions with which Your startup would like to cooperate in the next 12 months.



The institutions with which medical startups in Poland would most like to cooperate are medical facilities. The priority in terms of cooperation was indicated by as many as 67.5% of respondents (97 startups). Investors (85 startups, 59% of the respondents) came in second, followed by financing institutions (84% startups, 58% respondents). This means that Polish innovative companies see the potential of cooperation with medical institutions and implementation of their solutions in cooperation with them, as well as the need to verify them in the clinical environment and by experts - practitioners.

Indicate the institutions with which Your startup cooperates most often.

Comparative statistics (from 2 years)

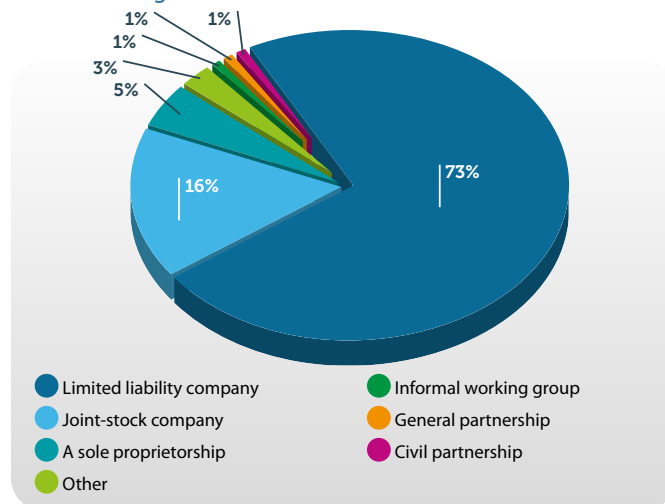


Healthcare facilities also see the benefits of using innovations in health. Gladly, the interest of startups in cooperation with medical institutions has not changed significantly since last year - although this trend has decreased from 70% to 62.5%, it is still the most frequently given answer (90 startups). In the future, this may translate into the speed of adapting new medical solutions by hospitals. Moreover, it proves that medical facilities are open to implementing innovations. According to the **Review "AI is not Sci-Fi"**^{*}, published by the Polish Hospital Federation in cooperation with the AI in Health Coalition and a team of health experts, medical solutions, including medical startups from the Report, are already implemented in some hospitals and work great in practice.

On the other hand, a relatively small number of respondents (14 startups, 10% of respondents) cooperate with other startups. This may indicate that cooperation between young innovative companies is still at an early level, as well as the lack of a solution that would allow startups to exchange knowledge and experience.

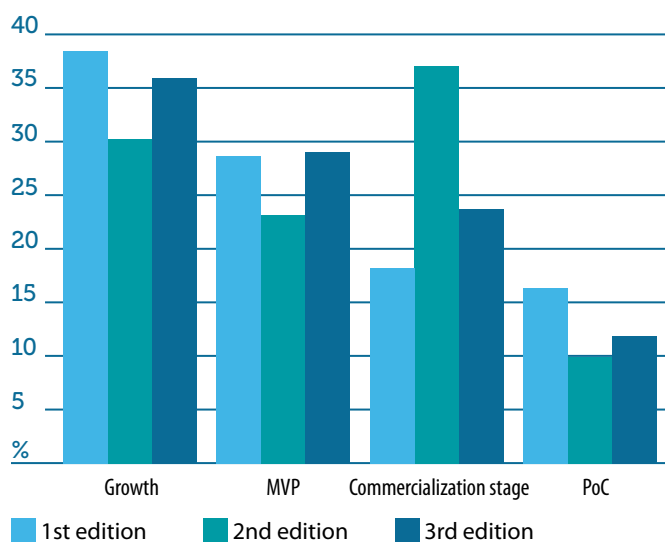
^{*} [Review „AI is not Sci-Fi“](#)

What is its legal form?



As every year, almost 90% of respondents choose a legal entity to conduct business, which is associated with a high risk of conducting innovative activities, which often cannot afford financing from organic income. In this year's edition, 106 start-ups (73%) were registered as a limited liability company, compared to 2021 (82%) and 2020 (78%). There was also a twofold increase in joint stock companies as the chosen legal form (2022 - 16%, 2021 - 8%, 2020 - 12%), which indicates the dynamic development of startups and the need for even greater funding for the scaling of the product. As in previous years, sole proprietorship is not popular (2022 - 5%, 2021 - 3%, 2020 - 1.4%).

Indicate the current stage of development.



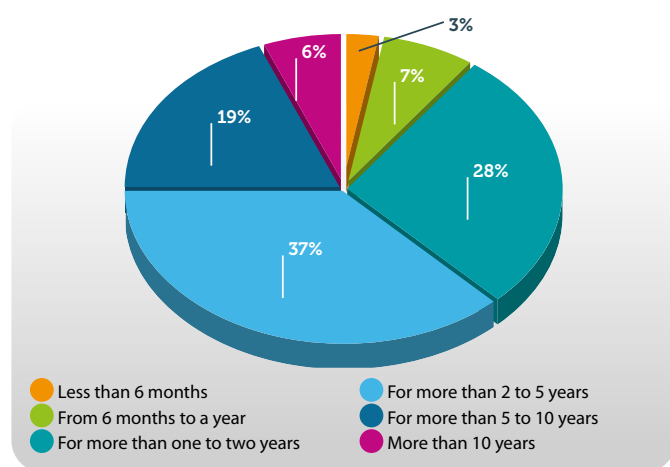
Almost 90% of startups have their product at the stage of at least MVP (Minimum Viable Product - a product version that has enough functionality to meet the expectations of the first customers and provide feedback for further product development). These data have not changed compared to last year's edition.

Selected statistics

based on survey results

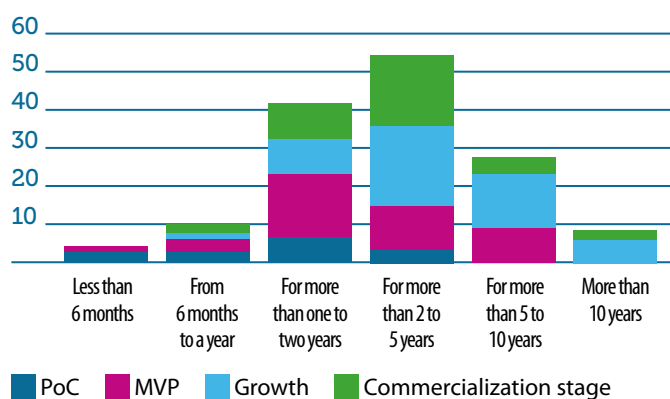
A positive phenomenon is that over the last year the number of startups at the Growth stage (expansion) – startups which are already working on acquiring new customers and further product development - has increased. This year there are 51 of them, which constitutes 35% of respondents. However, the percentage of startups that offer their product commercially has dropped significantly - this year their number was 35 (24% of respondents). Compared to last year's edition, the percentage of startups that offer a product version showing its feasibility but not yet meeting the basic requirements of customers (16 startups, 11% of respondents) has hardly changed.

How long has Your startup been operating?



A positive phenomenon is that a significant proportion of startups, as much as 90%, have been operating on the market for more than a year. The Report also includes companies which, although they have been on the market for over 10 years, have still relatively recently developed a new, innovative solution and still identify themselves as startups (8 startups, 6%).

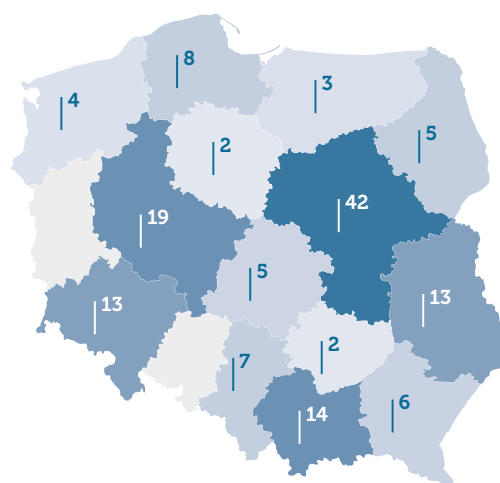
How long has your startup been operating depending on the stage of development?



When considering the issue of the degree of development of startups, it is worth paying attention to the temporal aspect. As the statistics

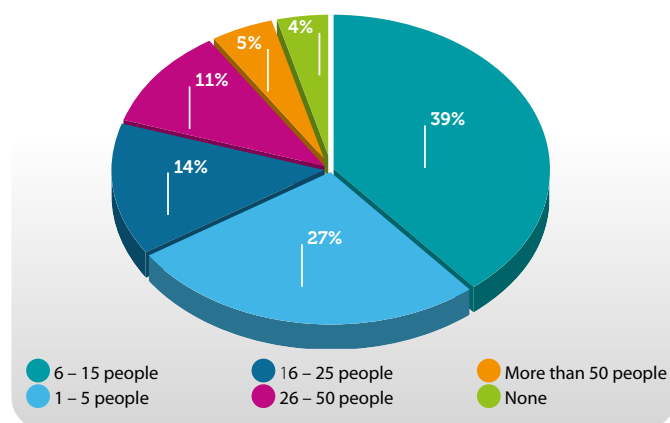
show, most startups (81%) are not even 2 years old at the Proof of Concept stage. On the other hand, at the MVP stage, when we can talk about a full-fledged product, ready for testing, as many as 62% of startups exist for more than 2 years. We can say about a specific barrier of 2 years, which are usually required for a medical startup to build a solution, to which, hopefully, the paths of every investor will lead. It is also not surprising that the majority of startups looking for customers and commercializing the product (79% and 69% respectively) are solutions from entities over 2 years old. Symbolic for the two-year barrier is, above all, the indication of the gradual disappearance of entities at the stage of PoC and MVP development of startups operating longer. This may result from the difficulties associated with leaving the zone for > 2 years, related to the creation of a functional product, obtaining financing, testing or finally commercialization. Certainly, however, two years of operation mark the moment when it is necessary to create a product and start acquiring customers. The nature of startups is their high innovation, with an inherent risk of failure. The first two years of Healthcare Disruptors appear to be decisive.

What province is Your startup's headquarters located in?



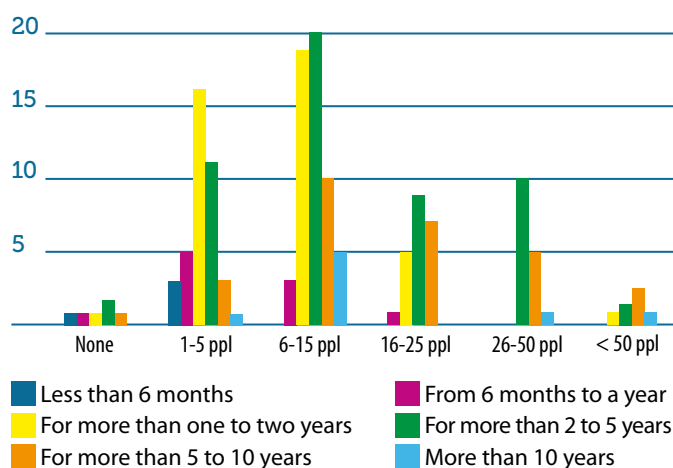
This year, we also checked the distribution of provinces in which startups' headquarters are located. Masovia definitely stands out, which should come as no surprise considering that many startups are based in or around the capital of Poland. A startup's seat in the capital is potentially easier contact with the public party or foreign capital. Other provinces that stand out from the rest are those concentrated around large urban centers of local importance - i.e. Greater Poland, Lesser Poland, Lower Silesia and Lublin. The numerous presence of startups does not raise any doubts in rich and large centers - Krakow, Poznan and Wroclaw. However, a large number of startups located in close proximity to Masovia technology hub, in Lublin, seems to result from numerous programs supporting innovativeness in Eastern Poland (Innovative Eastern Poland, Development of startups in Eastern Poland, etc.). The location of startups is therefore heavily dependent on the intellectual and financial base, and in particular, the "rich" provinces with large urban centers or specific preferences related to innovation.

How many team members do you currently engage in a startup on a more than half-time basis?



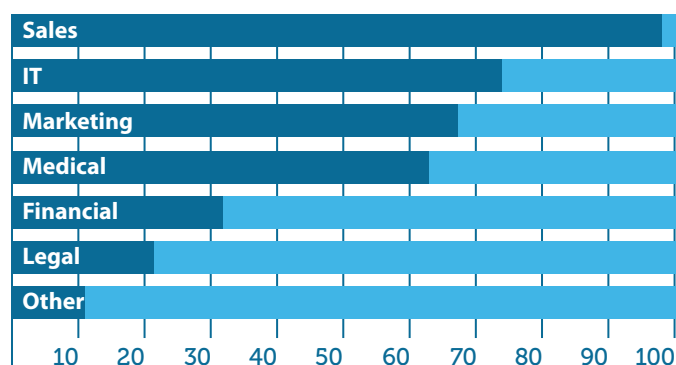
More than half of startups work in a team of no more than 15 people. This may indicate that the majority of young, innovative companies prefer to work in a small, but compact and well-connected group of employees, or not more than part-time. Only 5% of startups (7 respondents) employ more than 50 people.

How many team members do you currently engage in a startup on a more than half-time basis, depending on the duration of the startup's operation?



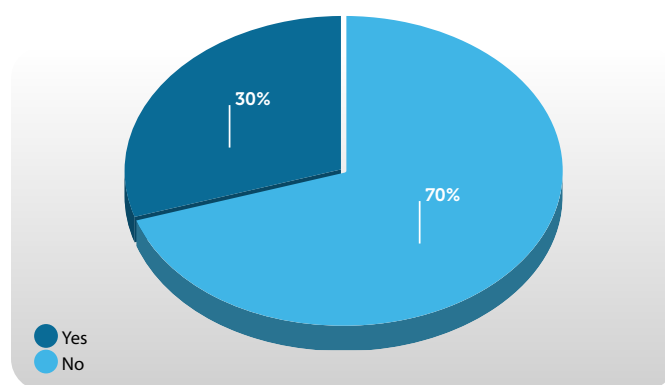
Looking at the relationship between the number of members in the team and the length of its existence on the market, it can be noticed that along with the longer operating time of a startup, it usually employs more people. The surveyed startups that are not yet two years old do not employ more than 25 people. An interesting issue is the fact that most startups in the first year of operation do not employ more than 5 people. In the next year the trend is reversed - more startups employ more than 5 employees, but in this employment range startups also remain in categories 2 to 5 years, 5 to 10 years and over 10 years, which might indicate that startups prefer smaller forms of organization in which it is easier to manage the work and effectiveness of the team.

What additional competences are You looking for in the team?



Polish medical startups indicate that they are looking for sales competences the most in their teams (98 startups, 68% of the respondents), which is related to the fact that the biggest barrier to the development of a solution for startups is the promotion and sale of the solution. Taking into account the information gap existing on the market, it is not surprising that startups are looking for team members who will be experts in the field of effective marketing and sales. In second place, startups indicated the need to employ people specializing in IT (73 startups, 50% of respondents), which is not surprising when most innovative solutions require specialist knowledge and experience needed to develop and create a device that works in practice. Only 22 startups (15% of respondents) indicate the need to establish cooperation with lawyers.

Do you employ citizens of other countries?

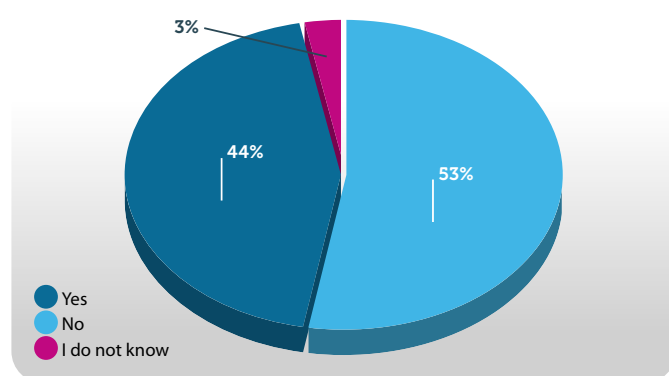


Over 100 startups (70% of respondents) declared that they do not employ citizens of other countries in their team. Only 30% (43 startups) indicated employee internationalization. In the case of startups that are in the Growth stage and in the commercialization stage, 35% and 34%, respectively, employ citizens of other countries. On the other hand, startups that operate at the PoC (12.5%) and MVP (26%) stages are less internationalized.

Selected statistics

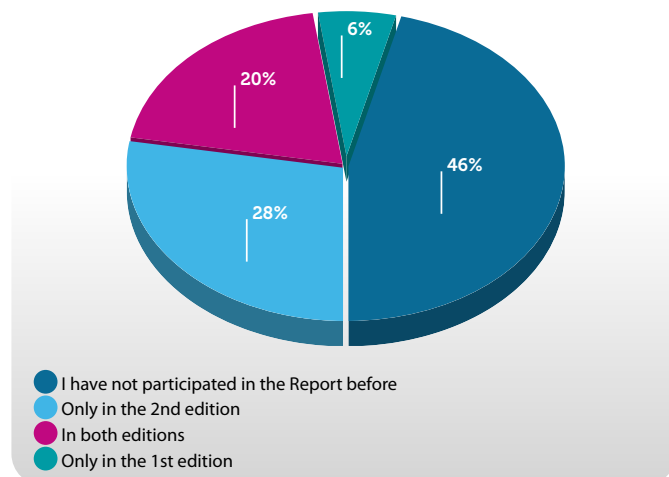
based on survey results

Do You have ESOPs for employees?



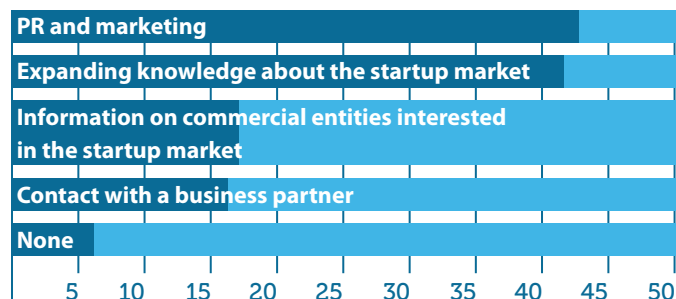
ESOP (employee stock option plan) is an incentive program for employees that allows them to take over some of the company's ownership. It is a remuneration for previous work and achievements. It enjoys great popularity in foreign companies. According to the survey, Polish startups are also beginning to notice its benefits. As many as 44% of respondents indicated that they offer ESOPs for employees. What's more, ESOPs are much more popular with startups that employ citizens of other countries (56% of the respondents). In the case of startups that do not have international teams, ESOPs are present in 39%.

Which edition of the Report did you participate in?



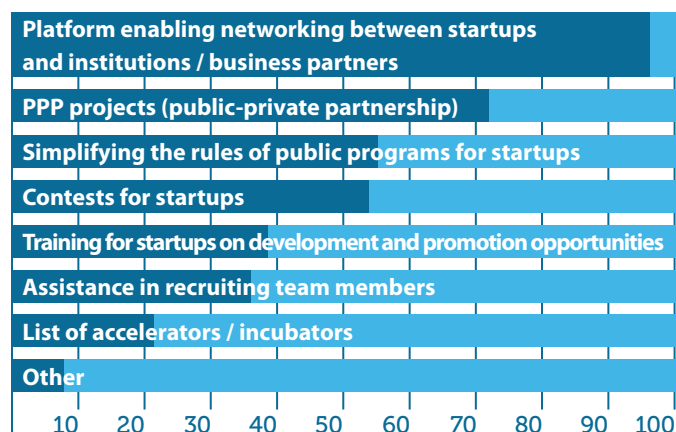
Almost 1/2 of startups have not previously participated in the Report (67 respondents), which confirms that the startup market is an extremely dynamic and rapidly developing market, as well as the growing popularity of the Report, which aims to help young innovative companies in promoting their solution and establishing cooperation with investors and other end customers. This year's edition featured only 37 startups out of 74 that participated in the 1st edition and 69 out of 115 that participated in the 2nd edition, which may prove that not all startups in the medical industry manage to succeed and remain on the market.

What benefits did the Report give You?



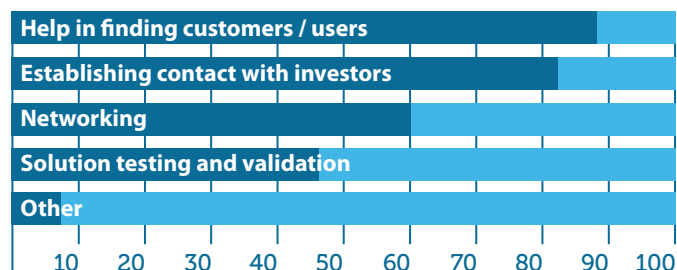
Among the benefits of participating in the Top Disruptors in Healthcare Report, PR and Marketing (43 startups, 35%), along with expanding knowledge about the startup market (42 startups, 34%) were the most frequently mentioned. It is also very positive that among the startups that declared cooperation with business partners, there were more than 10 startups that entered into cooperation with at least 3 or more partners.

What support for Your startup would You most like to use?



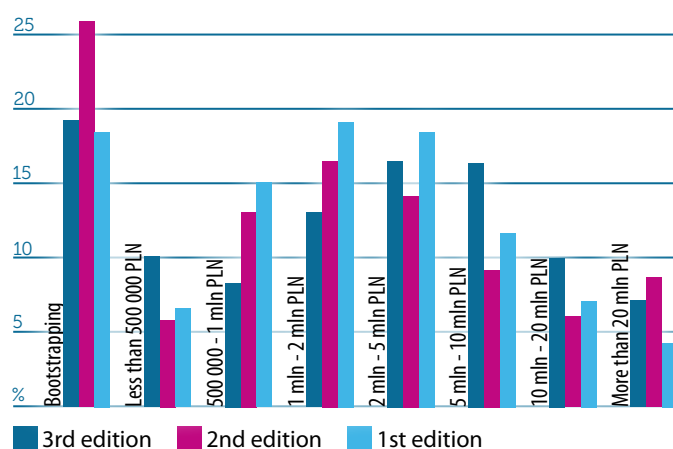
When creating the "Top Disruptors in Healthcare" Report, we met with many suggestions to create a dedicated solution for the industry, such as an ecosystem connecting Healthcare and Life Science startups with the public party, investors, medical institutions and the private sector. This need is confirmed by the results of a survey conducted among startups. As many as 67% of startups indicated that they would be willing to use a platform enabling networking between startups and institutions or business partners. Public-private partnership projects (49%) would be a significant support for startups. It would also be important to simplify the rules of public programs for startups (38%), which currently make it difficult for startups to get acquainted with the requirements precisely and meet them, and consequently, inter alia, obtaining financing. Startups also indicated that they would be willing to take part in competitions for startups (37.5%), of which, according to startups, there are still not many at the moment. Interestingly, the list of accelerators and incubators (14.5%) would be of little interest.

In what area do You need support?



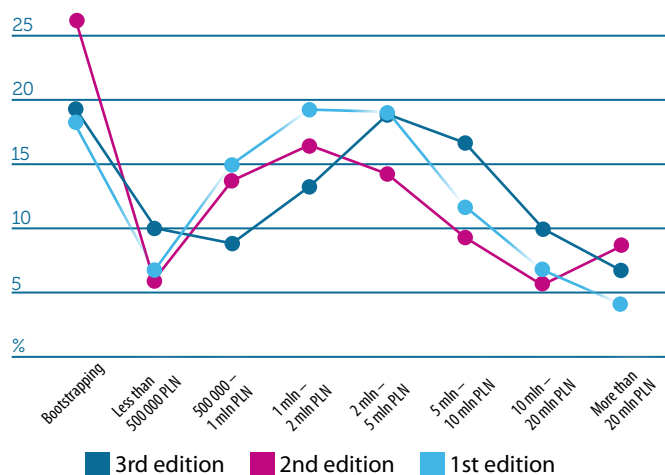
More than half of the respondents (89 startups, 62% of respondents) indicate that the greatest support for the operation of their company would be help in finding customers and users, as well as in establishing contacts with investors (82 startups, 57% of respondents). Startups also point to the need to exchange information and opportunities through a network of mutual contacts, which is still missing in the med-tech market environment. 1/3 of the respondents also admitted that they would benefit from the support in testing and validating the solution they offer.

What is the current funding level for Your startup?



The main level of financing of medical startups is still bootstrapping, although this trend has significantly decreased compared to last year (2022 - 19%, 2021 - 26%, 2020 - 18%). It can be assumed that financing from own resources is not so necessary in the case of the apparently growing trend of financing from external resources in even larger amounts.

What is the current funding level for Your startup?

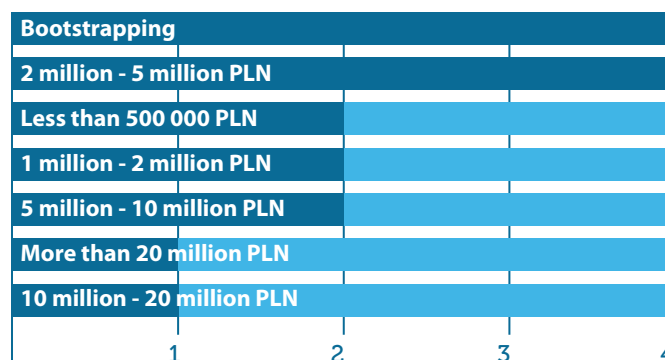


Most medical startups obtained financing at the level of PLN 2-5 million (17%) and PLN 5-10 million (17%). This is a significant increase compared to 2021, when such high funding was received by 14% and 9%, respectively (in 2020 it was 18% and 12%, respectively). This may prove that the innovative solutions of startups are so interesting that they gain favor in the event of attempts to obtain external financing. Moreover, it may also indicate the dynamics of the startup market, which is constantly developing.

In 2021, funding was most often obtained at the level of PLN 1-2 million (2021 - 17%), which was probably due to the popularity of grant programs such as 01/01/02 OP EP and BRIDGE Alfa investment funds, whose co-financing - usually amounts to about PLN 1 million. Although this year it is also popular (13%), this amount of financing was declared by much fewer startups.

It is also pleasing that as many as 10% of startups obtained financing at the level of PLN 10-20 million, and 7% exceeded the threshold of PLN 20 million in financing.

What is the current funding level for Your startup? Proof of Concept Stage

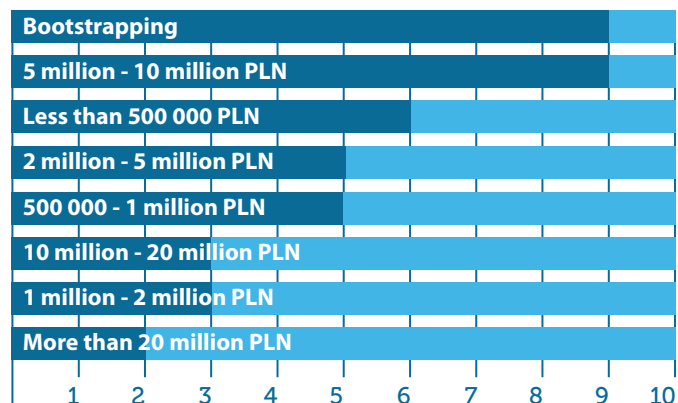


Selected statistics

based on survey results

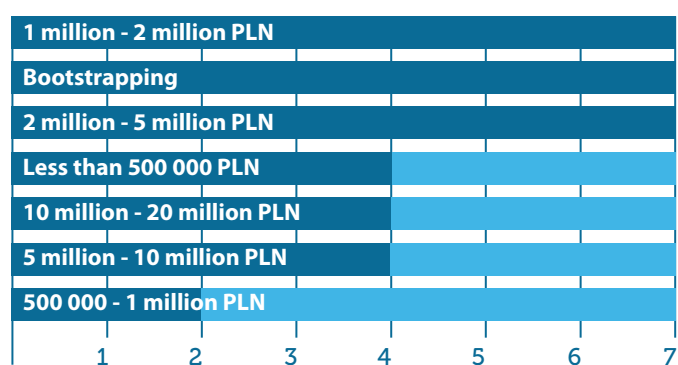
In the case of startups at the PoC stage, bootstrapping again has a high share. Also in this category, there is a significant stratification of responses, but a very interesting aspect is that at this stage there are two startups whose financing exceeded PLN 10 million.

What is the current funding level for Your startup? Minimum Viable Product Stage



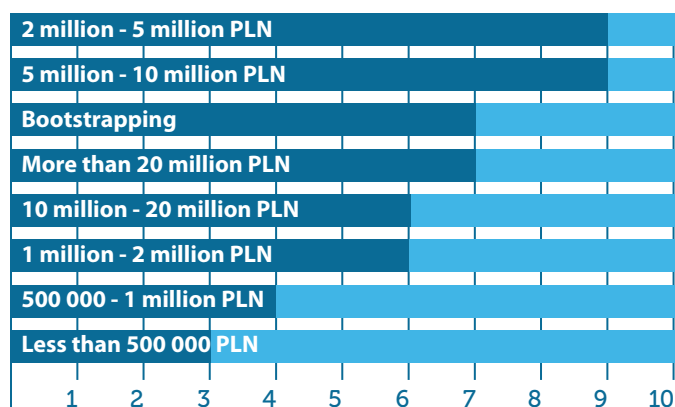
At the MVP stage, bootstrapping can be identified again in the most common sources of financing. In the case of the MVP stage, the level of financing is similar to that of the commercialization stage. Characteristic is a large share of financing at the level of PLN 5-10 million and a growing share indicating a low level of financing or amounts not exceeding several million PLN. About 49% of startups at this stage have financing above PLN 1 million.

What is the current funding level for Your startup? Commercialization Stage



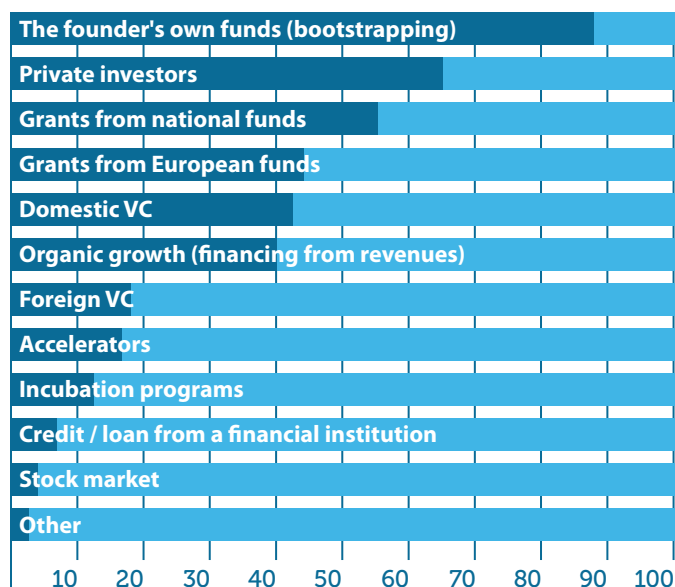
In the case of the commercialization stage, the level of financing is noticeably lower than at the growth stage. However, a large share of bootstrapping and amounts not exceeding several million PLN is characteristic. About 43% of startups at this stage have financing above PLN 1 million.

What is the current funding level for Your startup? Growth Stage

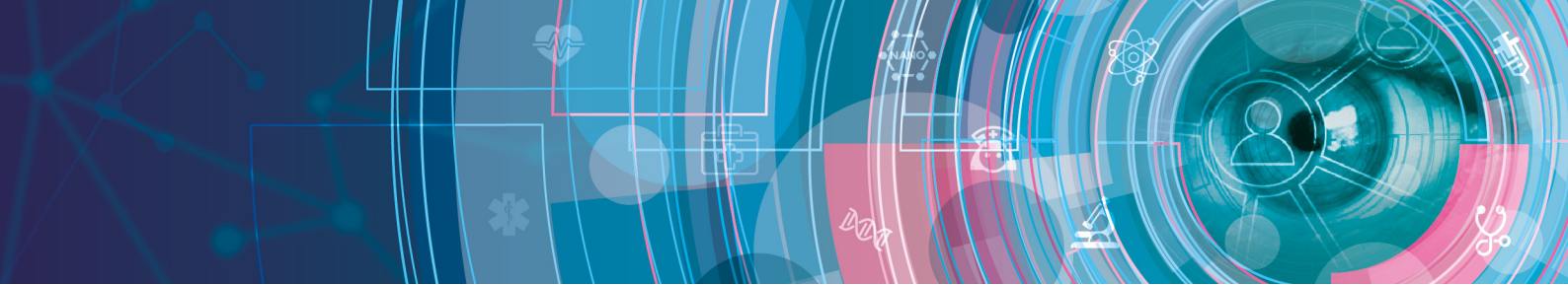


In the current edition of the Report, the level of financing startups at the Growth stage is much more diverse. Compared to the previous edition, Bootstrapping is no longer the most frequently chosen form of financing. Characteristic for this stage is the significant stratification of startups in terms of financing. In this year's edition of the Report, none of the funding levels at the Growth stage exceeded 20% of all responses. Stratification may arise from different funding needs and differences in income. About 73% of startups at this stage have financing above PLN 1 million..

What are Your sources of financing?



Among the startups that appeared in the Report, the most popular form of financing is bootstrapping - it was indicated by 87 startups, which constitutes 60% of the respondents. This is the method that was the most popular also in last year's sample of participants in the Report (62%) and may mean that startups believe in the success of their solution and are ready to use their own funds for its development. It

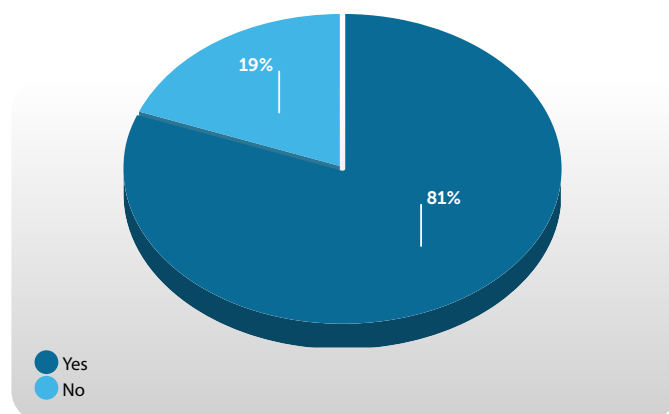


may also indicate difficulties in obtaining external financing. An extremely positive phenomenon is that financing from private investors has increased - almost half of startups (45%) use the help of business partners, which is a significant increase compared to the second edition of the Report, in which only 21% declared financing from private persons.

Grants - both national and European - are also popular means of financing. This trend has not changed significantly compared to last year's sample. Financing from national grants this year was declared by 38% (in 2021 it was 31%), and from European grants by 31% (in 2021 it was 34%). There are also startups that finance themselves from organic growth (28%), despite the high costs of creating an innovative product for the healthcare sector, as well as existing market entry barriers.

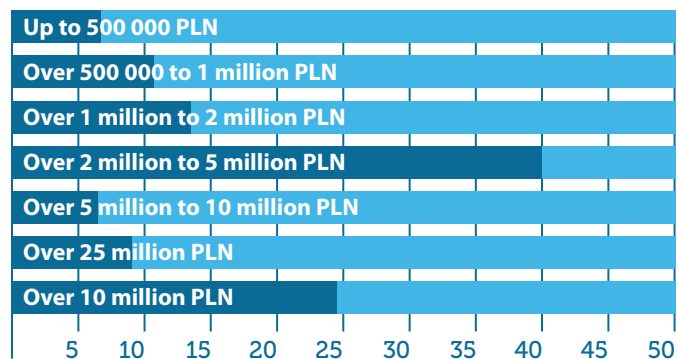
As in last year's edition, none of the startups took advantage of crowdfunding, perhaps because of the difficulties that a crowdfunding campaign would pose. The stock exchange, as well as a loan from a financing institution, gained little popularity as a source of financing.

Are You currently looking for funding?



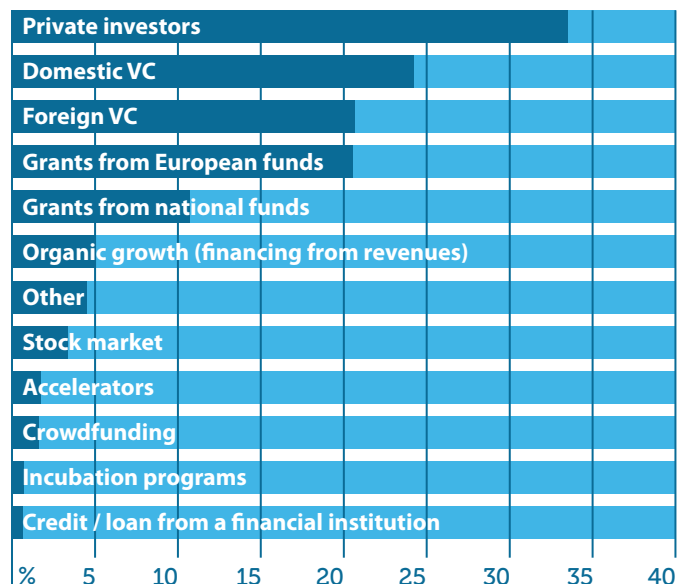
Over 3/4 of the respondents indicated that they are currently looking for financing (116 startups, 81%). These data did not change significantly when compared to 2021, when 78% of respondents were looking for financing, and to 2020, when 84% of startups needed additional sources of financing. It is worth noting, however, that access to financing is still difficult, which may be responsible for an increase in the rate of respondents who need financing for further successive development of a product or service. One of the main problems of startups is still obtaining financing, especially related to establishing business contacts and obtaining funds from public sources.

What amount of financing are You looking for?



Every startup needs adequate financing for its activities, and in the case of medical startups, we have set a trend indicating their need for financing. The data shows that the most optimal amount of financing that medical startups apply for is PLN 2 to 5 million. It was indicated by 36% of startups. As many as 72% of startups indicated that they are looking for more than PLN 2 million of financing. At the same time, only 16% of them are looking for financing up to PLN 1 million. The second most frequently indicated answer was the maximum amount of financing that a startup could indicate in the study - over PLN 10 million. This answer was indicated by 22% of startups.

What source are you looking for financing from?



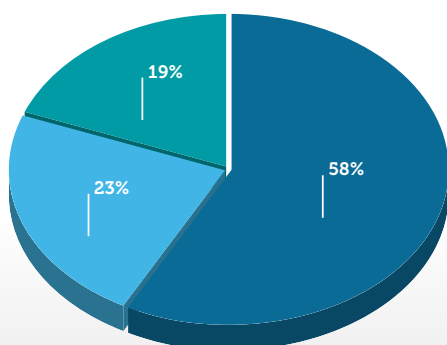
Private investors are a key source of financing for startups - 33% of respondents (37 startups) indicated that it is a targeted source of fundraising for the further development of their product or service. Next, startups look for domestic VC (27 startups, 24% of the respondents) and foreign VC (23 startups, 21%). This indicates a trend to provide capital to the enterprise in return for taking up a part of shares by the VC fund. Grants from European funds (21%) are almost twice as demanded as

Selected statistics

based on survey results

grants from domestic funds (11%), which may mean that foreign sources of financing are higher (or easier to obtain), and thus more beneficial for startups. Moreover, it may indicate difficulties in obtaining national grants that would be satisfactory in terms of value. It should also be noted that startups are not interested in obtaining financing from sources such as crowdfunding, accelerators, credit or loans from a financing institution, stock exchange or incubation program.

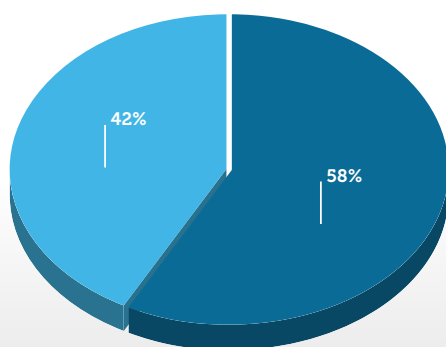
How do You rate the possibility of obtaining financing in the last year?



- Nothing has changed in terms of funding opportunities over the last year.
- It is getting more and more difficult to get financing.
- It is getting easier and easier to get financing.

Over 1/2 of the respondents (75 startups, 58%) indicated that nothing had changed in the last year in terms of the possibility of obtaining financing, which may mean that in the case of obtaining funds from external sources, such as e.g. grants, no new perspectives emerged. In the case of startups that noticed changes in receiving funding, the prevailing view was that there were difficulties in this aspect (29 startups, 23% of respondents). However, this difference is statistically negligible.

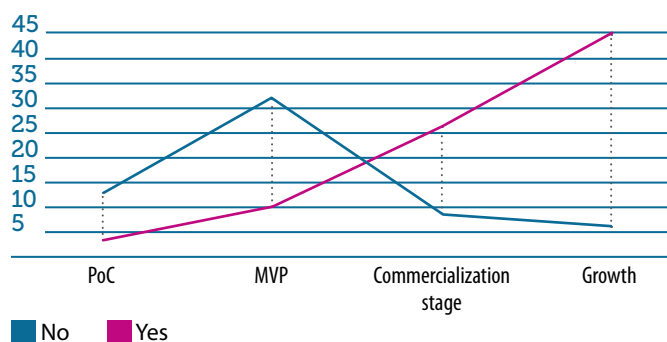
In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?



- Yes
- No

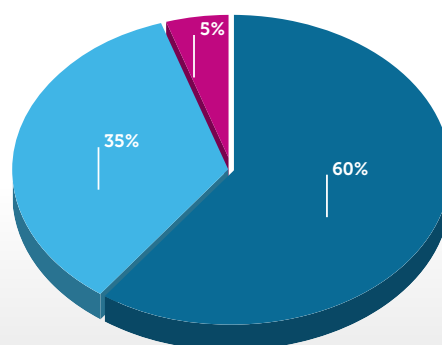
A positive thing is that more than half of the startups (84 respondents, 58% of the respondents) recorded income from the sale of the main product or service.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?



Along with the development of a startup, the number of startups indicating that they have recorded income from the sale of the main product / service grows. At the PoC stage, 19% of startups recorded revenue from the sale of the main product, at the MVP stage it was 24%, while at the commercialization stage it was already 74%. However, it seems that an inherent element of the Growth stage is the acquisition of revenues from the sale of the main product. Almost 90% of startups at this stage have income from the main product of the service. There are also a few startups offering their main product in the form of freemium - they will probably have a lack of income from selling the company's main product / service.

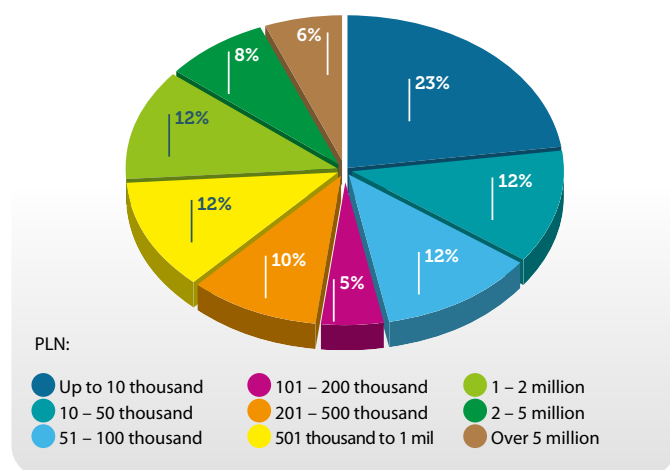
Revenue from sales of the main product / service in the past (2021) was?



- Higher than in the previous year
- No change
- Lower than in the previous year

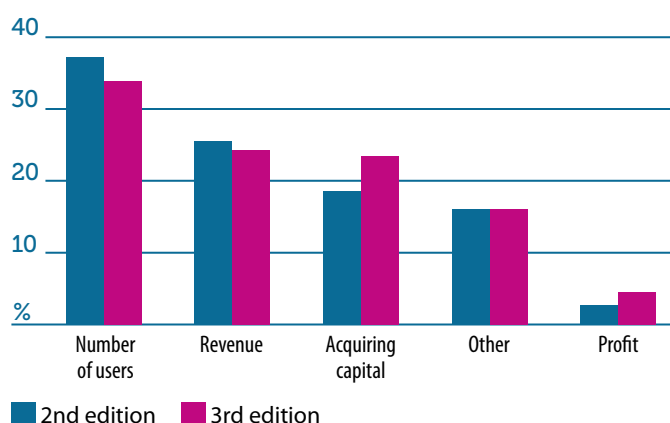
Medical startups are developing - which is perfectly illustrated by the above graph. Only 5% of startups decreased their income compared to last year. In the case of as many as 60% of respondents, the revenue from the sale of the main product was higher than in the previous year. This means that 2021 was a successful period for the development of startups, despite the COVID-19 pandemic.

What was the amount of revenue from the sale of the main product / service in the last year?



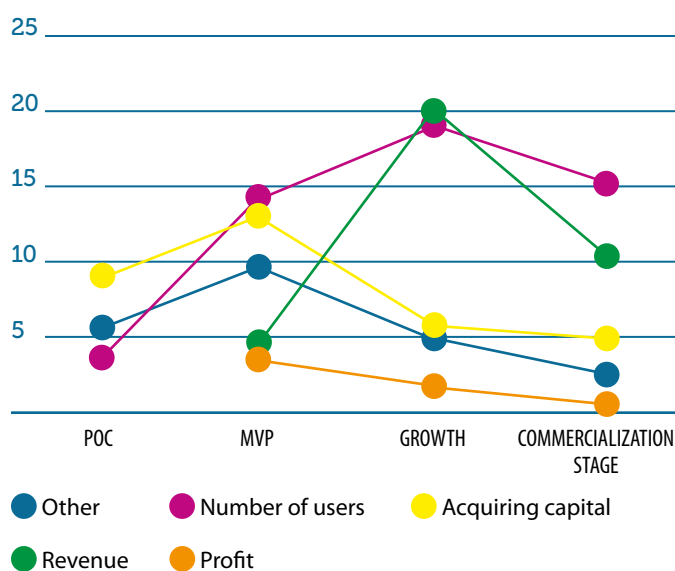
Among the startups that declared the amount of income (85 respondents), as many as 53% of startups declared income from the sale of the main product in the amount of over PLN 100,000. At the same time, we have as many as 22 "millionaires" (26%) who achieved revenues higher than PLN 1 million. Therefore, we have a lot of innovative high tech solutions on the market, the revenues of which prove the significant success of the solutions implemented by them.

What is the most important measure of Your success at the present stage of Your development?



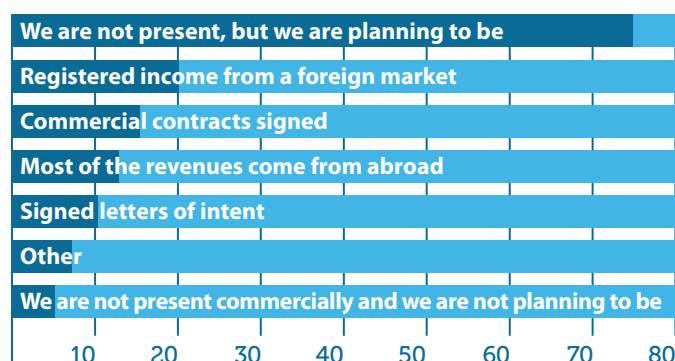
Compared to last year's edition of the Report, there are no major changes in the most important measures of success. Startups indicate that the number of users of the offered product or service is of key importance (2022 - 35%, in 2021 - 37%), followed by revenues (2022 - 24%, in 2021 - 25%), as well as raising capital (2022 - 22%, in 2021 - 19%). The fact that profit is not considered by startups as the most important indicator also remained unchanged, which may mean that the definition of success is the number of users of a service or product.

What is the most important measure of Your success at the present stage of Your development?



What proves the success of a startup depending on the stage of its development? First of all, at the PoC stage, a startup's success is convincing investors and the public to obtain capital. This is not surprising considering that startups in this group do not have a well-developed solution yet. At the next stages of development, there is a clear advantage of success factors indicating the effectiveness of the product - on the one hand, the number of users, and on the other, revenues. For most startups, profit is not significant, which startups often do not treat as a significant indicator at such an early stage of implementing the solution.

Are You currently commercially present on foreign markets?



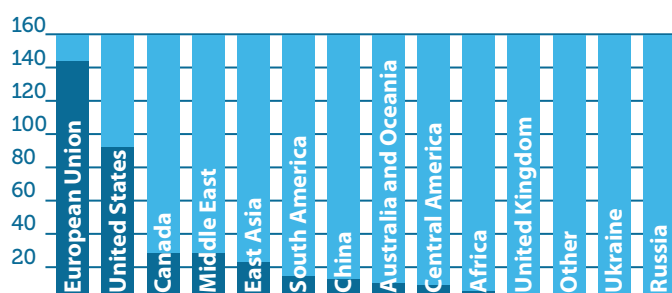
More than half of the respondents (52% of startups) are not yet present on foreign markets but have plans to internationalize their product. It can be concluded that medical startups perceive that the Polish health care market is too small to achieve significant success in their solution, therefore they are looking for development opportunities

Selected statistics

based on survey results

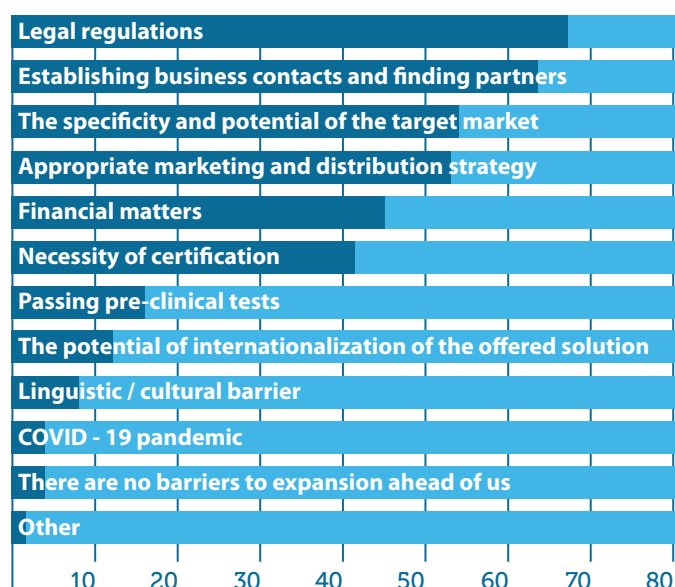
outside Poland. It's of a pleasure that as many as 22% of startups have revenues from the foreign market, especially since there has been an increase compared to last year's edition, in which 17% of respondents declared foreign revenues. 25 startups internationalize their product through signed commercial agreements or letters of intent. Only 5 startups do not plan to go beyond the domestic market.

Which countries / regions are important to Your business success?



Almost all startups participating in the Report indicated that the most important region for the success of their business is the European Union (98%). The next country indicated as necessary for success was the United States (64%). However, it is worth noting the growing indications of areas such as Canada (23%), the Middle East (23%) and East Asia (15%). This may suggest that Polish startups are looking for alternative markets where they can offer their solution. On the other hand, the Russian and Ukrainian markets, as well as African countries, are not very popular.

What are the most important challenges / barriers to expansion?



Although the main priority of startups in terms of the competences sought is not legal competences (only 22 startups seek in the team, which is 15% of the respondents - author's note), the main barrier to expansion into foreign markets are legal regulations (67 startups, 46, 5% of respondents), which can often make it difficult or even impossible to offer your product internationally, especially considering the existing differences in foreign law and Polish law.

An equally significant obstacle for startups is establishing contacts with foreign business partners (44%), which may be an obstacle to the efficient and effective implementation of the offered product or service on the foreign market. However, this is not a barrier that would be surprising, because on the Polish market, one of the main problems of startups standing in the way of their success is also finding an investor and establishing business contacts.

Only 45 startups (31%) indicated that financial issues prevent them from internationalizing the product, which may mean that in light of the growing financing of Polish medical startups, these issues are becoming a secondary problem. A similar number of startups (28.5%) admit that the barriers preventing their expansion include the need to certify the offered product.

Startups at the Growth stage indicate that the specificity and potential of the target market (24 startups, 47% of the respondents), as well as an appropriate marketing strategy and distribution (22 startups, 43% of the respondents) are also an equally large barrier to expansion as legal regulations.

The background of the slide is a complex, abstract circular graphic. It features multiple concentric rings in shades of blue, pink, and white. Various icons are scattered around the perimeter and within the rings, including a rocket, a medical cross with a dollar sign, a brain, a DNA helix, a heart with an ECG line, a circuit board, and a stylized atom. The overall design is modern and tech-oriented.

Review of the innovative medical startups in Poland

ABASTroke

Limited Liability Company.



<https://abastroke.com>



michal@abastroke.com



Information about the solution

What is Your product / service?

Mobile application for home rehabilitation of people's cognitive deficits after stroke, based on Applied Behavior Analysis (ABA) and adapted to the patient by artificial intelligence.

In which medical area do You operate?

Neurology.

What sector does Your solution operate in?

Telemedicine, AI/machine learning, rehabilitation.

Describe the impact of Covid-19 on Your business.

5 - moderately positive impact.

Does the product / service have a CE certificate?

No, but it could be certified.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

Our solution is easier scalable than solutions focused on speech therapy rehabilitation and can be used by the patient at home - without the supervision of a therapist. It also uses a combination of ABA methodology and artificial intelligence to maximize the patient's motivation to exercise daily with the application and increase its effectiveness.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Patient.



Information about the organization

Indicate the current stage of development.

Proof of Concept.

How long has Your startup been operating?

For more than 2 to 5 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

6 - 15 people.



Finance

What is the current funding level for Your startup?

2 mln - 5 mln PLN.

What are Your sources of financing?

Grants from European funds, private investors, domestic VC.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

No.

What is the most important measure of Your success at the present stage of Your development?

Acquiring capital.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union, United States.

Acellmed

Limited Liability Company.



www.acellmed.pl



32 70-50-310



biuro@acellmed.pl



Information about the solution

What is Your product / service?

Nanotherapeutic drug for the therapy of SARS-CoV-2 virus infections.

In which medical area do You operate?

Epidemiology.

What sector does Your solution operate in?

Pharmaceuticals / dietary supplements, biotechnology, laboratory tests.

Describe the impact of Covid-19 on Your business.

5 - moderately positive impact.

Does the product / service have a CE certificate?

No, but it could be certified.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

A liposome-based nanotherapeutic for the therapy of SARS-CoV-2 virus infections, characterized by insensitivity to mutational variability of the viral RNA, as it is based on the sequence of the ACE2 receptor, which is essentially non-mutable.

The nanotherapeutic agent will not only competitively inhibit the binding of SARS-CoV-2 to the cell surface, but also immobilize virus particles, preventing the development of infection.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional, patient.



Information about the organization

Indicate the current stage of development.

Proof of Concept.

How long has Your startup been operating?

For more than 2 to 5 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

1 - 5 people.



Finance

What is the current funding level for Your startup?

10 mln - 20 mln PLN.

What are Your sources of financing?

The founder's own funds (bootstrapping), grants from national funds, grants from European funds.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

No.

What is the most important measure of Your success at the present stage of Your development?

Acquiring capital.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union, United States, Canada, Middle East.

Aether Biomedical

Limited Liability Company.



www.aetherbiomedical.com



Information about the solution

What is Your product / service?

Zeus bionic prosthesis.

In which medical area do You operate?

Rehabilitation.

What sector does Your solution operate in?

Telemedicine, medical devices, robotyka, AI/machine learning, AR/VR.

Describe the impact of Covid-19 on Your business.

3 - moderately negative impact.

Does the product / service have a CE certificate?

Yes.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

As research on amputees shows, it is a community worth fighting for. There are around 10 million people in the world who have lost their upper limbs, but only 5% of them have access to prostheses. The main reasons for this are: their high price and the lack of satisfaction with their functionality and usefulness in life.

Zeus is a multifunctional bionic hand prosthesis for people after upper limb amputation with intuitive control and sensory feedback for the user. It is characterized by a high gripping force (up to 152 N, which makes it the strongest prosthesis currently available on the market), high durability (maintains up to 35 kg), impact resistance and a completely customizable design. Anyone can become a designer of their product. By giving users the opportunity to customize their dentures, we wanted to infuse them with their personality and make them so that they feel more confident and efficient in them.

Zeus was created to fill this gap, the lack of a highly advanced and functional hand prosthesis that is financially within reach of those who need it most. Our secret is to create a product that is as efficient and at the same time cheaper than other bionic dentures by 40%. The highest quality at an affordable price is the key that opens the door to many markets and allows 95% of amputees and people born without an upper limb to improve their everyday life and return to work. Zeus is a CE marked device that is sold in 12 European countries, the USA and India.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity.



Information about the organization

Indicate the current stage of development.

Growth (expansion).

How long has Your startup been operating?

For more than 2 to 5 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

26 – 50 people.



Finance

What is the current funding level for Your startup?

10 mln - 20 mln PLN.

What are Your sources of financing?

Grants from national funds, grants from European funds, private investors, domestic VC, foreign VC, accelerators.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Profit.



Foreign Expansion

Are You currently commercially present on foreign markets?

Most of the revenues come from abroad.

Which countries / regions are important to Your business success?

European Union, United States, Middle East.

AI Technika

Limited Liability Company.



www.aitechnika.com

AiTECHNIKA



Information about the solution

What is Your product / service?

Dermlabo, SiLabo, OphtaLabo, CytoLabo.

In which medical area do You operate?

Oncology, gynecology, laboratory diagnostics, dermatology, laryngology, ophthalmology.

What sector does Your solution operate in?

Standalone IT application, AI/machine learning.

Describe the impact of Covid-19 on Your business.

1 - significantly negative impact.

Does the product / service have a CE certificate?

Not applicable.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

Our solutions not only recognize the disease, but also define and diagnose it. All based on an individual AI algorithm.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional, patient.



Information about the organization

Indicate the current stage of development.

Minimum Viable Product.

How long has Your startup been operating?

For more than one to two years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

6 – 15 people.



Finance

What is the current funding level for Your startup?

Bootstrapping.

What are Your sources of financing?

The founder's own funds (bootstrapping), grants from national funds.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

No.

What is the most important measure of Your success at the present stage of Your development?

Number of users.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union, United States, Canada, South America, Central America, Australia and Oceania, East Asia, Middle East.

AI4BIO

Limited Liability Company.



www.ai4.bio



contact@ai4.bio



Information about the solution

What is Your product / service?

AI4.BIO was created to improve the quality of life and health thanks to the power of artificial intelligence. We are working on ML & AI solutions for pharmacy, medicine and life sciences. We use extensive knowledge of world-class AI & ML methods to solve biomedical problems. Whether it's biomedical imaging, text mining, or multi-omic data analysis, we give your data life. We are also currently working on an innovative project that will significantly increase the possibilities in the drug candidate discovery process. Our deep learning-based solution will quickly predict RNA structures with atomic accuracy without the need for time-consuming and costly laboratory experiments. Understanding the structure of RNA is key to understanding biological processes and disease mechanisms, and opens the way to RNA-based or targeted therapies. While 85% of the human genome is transcribed into RNA, only 3% of these transcripts encode proteins, indicating that the vast majority of RNA do not. Meanwhile, a large number of newly identified non-coding RNAs are associated with disease. Our automated RNA structure prediction platform is designed to discover better drugs faster and provide treatment options for conditions that have not been cured as yet.

In which medical area do You operate?

Cardiology, pulmonology, neurology, radiology, orthopedics, diabetes, oncology, gynecology, laboratory diagnostics, pediatrics, psychiatry, family medicine, basic research, R&D research.

What sector does Your solution operate in?

AI/machine learning.

Describe the impact of Covid-19 on Your business.

4 - no impact.

Does the product / service have a CE certificate?

Not applicable.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

We are distinguished by the use of the latest scientific achievements in the field of artificial intelligence and machine learning, as well as an innovative approach to discovering new therapies using RNA molecules.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Corporation.



Information about the organization

Indicate the current stage of development.

Proof of Concept.

How long has Your startup been operating?

From 6 months to a year.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

1 - 5 people.



Finance

What is the current funding level for Your startup?

Bootstrapping.

What are Your sources of financing?

The founder's own funds (bootstrapping).

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

No.

What is the most important measure of Your success at the present stage of Your development?

Number of business partnerships concluded.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union, United States, Canada.

AIDA Diagnostics

Limited Liability Company.



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AIDA
Diagnostics



Information about the solution

What is Your product / service?

Support platform in the management and optimization of blood and blood components production.

In which medical area do You operate?

Blood donation and hemotherapy.

What sector does Your solution operate in?

Standalone IT application, AI/machine learning, medical data.

Describe the impact of Covid-19 on Your business.

2 - negative impact.

Does the product / service have a CE certificate?

Not applicable.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

There is no similar and currently used solution on the market.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity.



Information about the organization

Indicate the current stage of development.

Commercialization stage - we have the first paying customers.

How long has Your startup been operating?

For more than 2 to 5 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

6 – 15 people.



Finance

What is the current funding level for Your startup?

2 mln - 5 mln PLN.

What are Your sources of financing?

Private investors.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Number of users.



Foreign Expansion

Are You currently commercially present on foreign markets?

Signed letters of intent.

Which countries / regions are important to Your business success?

European Union, United States, East Asia, Middle East.



<http://join.aidify.eu>



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Information about the solution

What is Your product / service?

A platform managing the education of employees of pharmaceutical companies, supported by machine learning algorithms.

In which medical area do You operate?

Pharmaceutical industry.

What sector does Your solution operate in?

Pharmaceuticals / dietary supplements, standalone IT application, AI/ machine learning, education.

Describe the impact of Covid-19 on Your business.

5 - moderately positive impact.

Does the product / service have a CE certificate?

Not applicable.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

We take a comprehensive approach to the entire education of a pharmaceutical company employee, starting from the identification of its needs to the selection of educational materials. We create the structure of the system and educational materials in accordance with the highest standards. The AIDIFY team and its competences allow for comprehensive work on the project.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Corporation.



Information about the organization

Indicate the current stage of development.

Minimum Viable Product.

How long has Your startup been operating?

For more than one to two years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

1 - 5 people.



Finance

What is the current funding level for Your startup?

500 000 - 1 million PLN.

What are Your sources of financing?

The founder's own funds (bootstrapping), grants from European funds, incubation programs.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

No.

What is the most important measure of Your success at the present stage of Your development?

Number of users.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union, United States.

AIDMED

Limited Liability Company.



<https://www.aidmed.ai>



+48 723 456 798



contact@aidmed.ai

-O- AIDMED



Information about the solution

What is Your product / service?

AIDMED supports remote diagnostics and monitoring of rehabilitation of patients with chronic diseases. We have our own device that collects data from the patient and algorithms based on Artificial Intelligence that automatically process signals. The system is a medical device (certified class IIa) and is also intended to diagnose breathing disorders during sleep at home (printing) and to detect arrhythmias.

In which medical area do You operate?

Pulmonology, rehabilitation, cardiology, chronic diseases.

W jakim sektorze działa Wasze rozwiązanie?

Telemedicine, medical devices, AI/machine learning, medical data, rehabilitation.

Describe the impact of Covid-19 on Your business.

4 - no impact.

Does the product / service have a CE certificate?

Yes.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

The AIDMED solution is much smaller and lighter than the competing devices offered. Advanced machine learning methods are used for signal processing, which reduces the time and cost of data analysis. Rehabilitation programs are based on recognized and effective methods of professor dr hab. Jan Szczepielniak.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional, patient.



Information about the organization

Indicate the current stage of development.

Growth (expansion).

How long has Your startup been operating?

For more than 2 to 5 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

6 – 15 people.



Finance

What is the current funding level for Your startup?

5 mln – 10 mln PLN.

What are Your sources of financing?

Grants from national funds, grants from European funds, private investors.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Number of users.



Foreign Expansion

Are You currently commercially present on foreign markets?

We start implementations in Spain and Greece.

Which countries / regions are important to Your business success?

European Union, Middle East.

AILIS

Limited Liability Company.

AILIS



www.aailiscare.com



contact@aailiscare.com



Information about the solution

What is Your product / service?

AILIS is used for early detection of women's breast cancer lesions. It is a comprehensive system for monitoring breast health, which allows for detecting breast abnormalities in women at a very early stage of their development, and also predicting the likelihood of such changes occurring in the future. The system consists of a device based on the Parametric Dynamic Imaging (hardware) method and AI algorithms which automate the analysis of results and allow for making a very precise diagnosis. The supported system is a mobile application for users and a platform for remote consultation with specialist doctors. Our solution shortens the diagnosis time to 15 minutes and offers very comfortable, painless, touchless and safe breast testing (without radiation). This is a breakthrough not only at the level of the method itself but also at the level of approach to women, respect for their needs and a sense of dignity.

In which medical area do You operate?

Imaging / diagnostics.

What sector does Your solution operate in?

Medical devices.

Describe the impact of Covid-19 on Your business.

7 - significantly positive impact.

Does the product / service have a CE certificate?

No, but it could be certified.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

Speed of examination and result (10 - 15 minutes), precision, comfort of examination - fully non-contact examination; approach to the service based on building positive experiences.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Patient, insurance company.



Information about the organization

Indicate the current stage of development.

Minimum Viable Product.

How long has Your startup been operating?

For more than 2 to 5 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

26 - 50 people.



Finance

What is the current funding level for Your startup?

5 mln - 10 mln PLN.

What are Your sources of financing?

The founder's own funds (bootstrapping), grants from European funds, private investors.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

No.

What is the most important measure of Your success at the present stage of Your development?

Acquiring capital.



Foreign Expansion

Are You currently commercially present on foreign markets?

Not yet.

Which countries / regions are important to Your business success?

European Union, East Asia, China.



<https://apoqlar.com>



Lukasz.Radomski@apoqlar.com



Information about the solution

What is Your product / service?

VSI HoloMedicine® is a platform that transforms medical images, clinical workflow and medical education into an interactive 3D mixed reality environment for remote consultation.

In which medical area do You operate?

Cardiology, neurology, radiology, orthopedics, oncology, laboratory diagnostics.

What sector does Your solution operate in?

Medical devices, standalone IT application, AI/machine learning, AR/VR.

Describe the impact of Covid-19 on Your business.

3 - moderately negative impact.

Does the product / service have a CE certificate?

Yes.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

Global cooperation network supported by real-time transmission of 3D objects, global certification, full cloud solution, hardware independence, over 40 implementations worldwide, International Advisory Council 30 specialists from 13 medical specialties.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional, medical universities.



Information about the organization

Indicate the current stage of development.

Growth (expansion).

How long has Your startup been operating?

For more than 2 to 5 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

16 – 25 people.



Finance

What is the current funding level for Your startup?

Bootstrapping.

What are Your sources of financing?

The founder's own funds (bootstrapping), grants from European funds, private investors, organic growth (financing from revenues).

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Number of users.



Foreign Expansion

Are You currently commercially present on foreign markets?

Most of the revenues come from abroad.

Which countries / regions are important to Your business success?

European Union, United States, Canada, East Asia.

ARmedi.co powered by ARcreate

Limited Liability Company.



armedico

armedico

AR create



Information about the solution

What is Your product / service?

Software for medical facilities and centers for contacting the patient with the doctor.

In which medical area do You operate?

All medical specializations depending on the facility, incl. cardiology, pulmonology, neurology, radiology, orthopedics, diabetology, oncology, gynecology, laboratory diagnostics, pediatrics, psychiatry, family medicine.

What sector does Your solution operate in?

Telemedicine, standalone IT application, AI/machine learning, AR/VR, medical data.

Describe the impact of Covid-19 on Your business.

7 - significantly positive impact.

Does the product / service have a CE certificate?

Not applicable.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

Our prices are competitive. We offer ML, AI, AR / VR algorithms to support the diagnosis. We have a solution in the form of a Virtual Assistant. We offer a remote visit from any location.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional, patient, pharmacies and pharmaceutical companies.



Information about the organization

Indicate the current stage of development.

Commercialization stage - we have the first paying customers.

How long has Your startup been operating?

For more than one to two years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

6 - 15 people.



Finance

What is the current funding level for Your startup?

500.000 - 1 mln PLN.

What are Your sources of financing?

The founder's own funds (bootstrapping), incubation programs, accelerators.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

No.

What is the most important measure of Your success at the present stage of Your development?

Number of users.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union, United States.

Aurero

Limited Liability Company.



<https://aurero.com>

Aurero



Information about the solution

What is Your product / service?

Aurero - a system for managing a medical facility.

In which medical area do You operate?

Not applicable.

What sector does Your solution operate in?

Telemedicine, standalone IT application, internet platform (marketplace), medical data.

Describe the impact of Covid-19 on Your business.

6 - positive impact.

Does the product / service have a CE certificate?

Not applicable.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

User experience, application stability, client support.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity.



Information about the organization

Indicate the current stage of development.

Growth (expansion).

How long has Your startup been operating?

For more than 2 to 5 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

26 - 50 people.



Finance

What is the current funding level for Your startup?

1 mln - 2 mln PLN.

What are Your sources of financing?

The founder's own funds (bootstrapping), domestic VC.

Are You currently looking for funding?

No.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Revenue.



Foreign Expansion

Are You currently commercially present on foreign markets?

Registered income from a foreign market.

Which countries / regions are important to Your business success?

European Union.



www.badania.pl



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michal.kwiatek@badania.pl



Information about the solution

What is Your product / service?

System for commissioning laboratory and imaging examinations Badania.pl. The system has two basic functions. The first is a platform for commissioning laboratory tests. Thanks to the Badania.pl platform, the doctor will quickly and precisely order the necessary laboratory tests to the patient. The order with a link to online payment is sent to the patient in the form of a text message. The doctor only enters the patient's first name, last name and telephone number. It is not only a digital convenience for a doctor's work, but also a way to facilitate access to healthcare for patients who cannot always make it to an in-patient appointment. You can order laboratory tests from anywhere in the world with only access to the Internet.

Badania.pl is also the possibility of issuing orders for imaging tests, incl. magnetic resonance imaging, computed tomography, ultrasound, X-ray and mammography. An order issued by a specialist generates a message to the Patient Service Center, which contacts the patient to arrange the examination at a convenient time and place in one of 350 laboratories cooperating with us throughout Poland.

Both our tools are great for telemedicine.

In which medical area do You operate?

All specializations.

What sector does Your solution operate in?

Telemedicine, standalone IT application, internet platform (marketplace), laboratory tests, providing health services (prophylaxis, diagnostics, treatment) as a medical entity.

Describe the impact of Covid-19 on Your business.

4 - no impact.

Does the product / service have a CE certificate?

Not applicable.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

The only digital lab ordering system connected directly to the diagnostic network. Access to a huge network of imaging laboratories.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

A doctor or other healthcare professional, patient.



Information about the organization

Indicate the current stage of development.

Growth (expansion).

How long has Your startup been operating?

For more than one to two years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

6 - 15 people.



Finance

What is the current funding level for Your startup?

2 mln - 5 mln PLN.

What are Your sources of financing?

Private investors, organic growth (financing from revenues).

Are You currently looking for funding?

No.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Number of users.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union.

BioCam

Limited Liability Company.



biocam.ai / biocam.pl



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BIOCAM
CAPSULE ENDOSCOPY



Information about the solution

What is Your product / service?

The BioCam endoscopic capsule enables a patient-friendly remote examination of the entire gastrointestinal tract, which is supported by artificial intelligence-based software for automatic real-time detection of potential pathological changes.

In which medical area do You operate?

Endoscopy, medical imaging of the digestive system.

What sector does Your solution operate in?

Telemedicine, medical devices, AI/machine learning.

Describe the impact of Covid-19 on Your business.

3 - moderately negative impact.

Does the product / service have a CE certificate?

No, but it could be certified.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

- 1) Possibility to examine the entire digestive system and not just the small intestine as competing capsules are available for use. There are pilot implementation of capsules dedicated to gastric and colon examination, but there is no technology available on the market that would aggregate clinical utility for the entire large intestine.
- 2) We enable remote research. Patients do not have to appear in person at the medical facility and can carry out the examination at their home. This ensures both comfort and safety of the examination. Traditional endoscopic procedures also pose an increased risk of SARS-CoV2 transmission. Our solution allows for a safe diagnosis during a pandemic. There is no competitor product that enables remote examination with an endoscopic capsule.
- 3) We shorten the examination time. Currently, the time of examination with an endoscopic capsule along with the doctor's analysis is from 2-3 to even 12 hours, depending on the size of the examined section and intestinal peristalsis. Thanks to the use of artificial intelligence, we can shorten the examination analysis to 20-40 minutes, and conduct the examination in remote conditions, saving both the time of the patient and the doctor, thus relieving the health care system.
- 4) Hardware advantage: 3D positioning, precise temperature measurement, enabling the creation of temperature maps (cancerous tissues have a higher temperature than healthy tissues), retention at the site of the lesion

- 5) Software advantage: possibility of automatic image analysis - detection of lesions and bleeding in real time. The examination is minimally invasive, well tolerated by patients, safe and much less burdensome than the classic endoscopic examination. Greater comfort for the patient motivates to prophylaxis and screening tests, prevention by early detection of potential diseases instead of hospitalization and palliative medicine. Contrary to invasive endoscopic examination, it does not require sedation / anesthesia. In the case of examination of the small intestine - indispensable when a certain diagnosis cannot be made or when it is impossible or requires "opening" of the patient, disturbing the peritoneal cavity.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Patient.



Information about the organization

Indicate the current stage of development.

Minimum Viable Product.

How long has Your startup been operating?

For more than 2 to 5 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

16 – 25 people.



Finance

What is the current funding level for Your startup?

5 mln - 10 mln PLN.

What are Your sources of financing?

Grants from national funds, private investors, domestic VC.

Are You currently looking for funding?

No.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

No.

What is the most important measure of Your success at the present stage of Your development?

The number of patients tested, the effectiveness of our AI algorithms.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union, United States, Canada, Australia and Oceania, Middle East.

BioMinds Healthcare

Limited Liability Company.



www.biominds.pl



Information about the solution

What is Your product / service?

The BioMinds XR neurotherapeutic system is intended for the treatment of adults with neurological diseases in three key areas - mental-health, cognitive and motor.

In which medical area do You operate?

Neurology, psychiatry, neurorehabilitation, rehabilitation, psychology.

What sector does Your solution operate in?

Telemedicine, AR/VR.

Describe the impact of Covid-19 on Your business.

5 - moderately positive impact.

Does the product / service have a CE certificate?

No, but it could be certified.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

Individual adjustment of the internal requirements of the exercise to the patient's abilities. In the system, we have combined several therapeutic techniques that allow for the correct performance of the task and a gradual increase in the patient's abilities (PNF, Mirror Therapy, Montessori Senior, Flawless Learning Technique, Safe Place). This combination allows for simultaneous training in both cognitive and motor functions. The applied scheme of tasks makes the tool applicable not only in the treatment of people after stroke or brain injuries, but also in people with mild and moderate severity of dementia (eg Alzheimer's disease). The use of virtual reality, thanks to its immersion and full immersion in the virtual environment, increases therapeutic effectiveness. The operation of the system is adapted to people with various limitations in terms of hand movement capabilities - the use of handtracking.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional, patient, corporation, public administration, insurance company.



Information about the organization

Indicate the current stage of development.

Commercialization stage - we have the first paying customers.

How long has Your startup been operating?

For more than one to two years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

6 – 15 people.



Finance

What is the current funding level for Your startup?

2 mln - 5 mln PLN.

What are Your sources of financing?

Grants from national funds, private investors, domestic VC.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Acquiring capital.



Foreign Expansion

Are You currently commercially present on foreign markets?

Signed letters of intent.

Which countries / regions are important to Your business success?

European Union, Middle East.

BIOTTS

Joint-stock company.



www.biotts.com



+48 606 569 746



office@biotts.com



BIOTTS



Information about the solution

What is Your product / service?

The main product is the MTC-Y transdermal technology, a proprietary carrier that allows large particles to be transferred through the skin. We also create proprietary drug recipes.

In which medical area do You operate?

Diabetology, oncology. We are currently focusing on a few main areas, but the application potential of our technology is unlimited in terms of the possible areas.

What sector does Your solution operate in?

Biotechnology.

Describe the impact of Covid-19 on Your business.

4 - no impact.

Does the product / service have a CE certificate?

Not applicable.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

Possibility of transferring drugs through the skin, molecules that so far could not be administered in this way.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Corporation.



Information about the organization

Indicate the current stage of development.

Growth (expansion).

How long has Your startup been operating?

For more than 2 to 5 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

16 - 25 people.



Finance

What is the current funding level for Your startup?

10 mln - 20 mln PLN.

What are Your sources of financing?

Grants from national funds, grants from European funds, domestic VC.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

No.

What is the most important measure of Your success at the present stage of Your development?

Acquiring capital.



Foreign Expansion

Are You currently commercially present on foreign markets?

At the end of 2021, we signed a PoC agreement with one of the leaders in the French pharmaceutical market and are in talks with many other global companies.

Which countries / regions are important to Your business success?

European Union, United States, Canada, East Asia, China.

BIOVELT

Limited Liability Company.



biovelt.pl



Information about the solution

What is Your product / service?

System (IBIS) based on artificial intelligence algorithms that supports medical staff in the automatic diagnosis of lung diseases (including Covid19).

In which medical area do You operate?

Pulmonology, ultrasound examination.

What sector does Your solution operate in?

Biotechnology, standalone IT application, AI/machine learning, medical data, providing health services (prophylaxis, diagnostics, treatment) as a medical entity.

Describe the impact of Covid-19 on Your business.

6 - positive impact.

Does the product / service have a CE certificate?

Not applicable.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

This is an innovative solution, there is no other such solution at the moment.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional, patient.



Information about the organization

Indicate the current stage of development.

Proof of Concept.

How long has Your startup been operating?

For more than one to two years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

1 - 5 people.



Finance

What is the current funding level for Your startup?

Less than 500.000 PLN.

What are Your sources of financing?

The founder's own funds (bootstrapping), incubation programs.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

No.

What is the most important measure of Your success at the present stage of Your development?

Acquiring capital.



Foreign Expansion

Are You currently commercially present on foreign markets?

Signed letters of intent.

Which countries / regions are important to Your business success?

European Union, United States.

BloodLab (the product was created under the company Saventic Health)

Limited Liability Company.



www.bloodlab.pl



info@bloodlab.pl



Information about the solution

What is Your product / service?

BloodLab - a system for algorithmic and personalized interpretation of laboratory test results, supporting doctors and patients in the diagnostic process. BloodLab comprehensively analyzes parameter deviations, taking into account the patient's gender and age, values, reference values and, most importantly, the correlation of changes between individual parameters. Provides clinicians with contextually tailored information to support the clinical decision process.

The system consists of over 100 algorithms and was created on the basis of huge anonymised medical data sets (covering over 5 million records) as a result of 3 years of research and development work and the involvement of a team of doctors and technological personnel, composed of specialists in algorithms and data science.

In which medical area do You operate?

Cardiology, oncology, family medicine, hematology.

What sector does Your solution operate in?

Telemedicine, standalone IT application, AI/machine learning.

Describe the impact of Covid-19 on Your business.

4 - no impact.

Does the product / service have a CE certificate?

Yes.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional, corporation, insurance company.



Information about the organization

Indicate the current stage of development.

Commercialization stage - we have the first paying customers.

How long has Your startup been operating?

For more than 2 to 5 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

16 - 25 people.



Finance

What is the current funding level for Your startup?

2 mln - 5 mln PLN.

What are Your sources of financing?

The founder's own funds (bootstrapping), grants from national funds, private investors.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

No.

What is the most important measure of Your success at the present stage of Your development?

Number of users.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union, United States.

BrainScan

Limited Liability Company.



www.brainscan.ai



**BRAIN
SCAN**



Information about the solution

What is Your product / service?

We improve the diagnostic process by using artificial intelligence to automatically detect 14 classes of pathology in the brain CT.

In which medical area do You operate?

Radiology.

What sector does Your solution operate in?

AI/machine learning.

Describe the impact of Covid-19 on Your business.

4 - no impact.

Does the product / service have a CE certificate?

Yes.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

BrainScan focuses on supporting the diagnostic process based on brain computed tomography through automatic detection and localization of many pathological changes. BrainScan recognizes the largest number of pathology classes on the market, thanks to which it improves the accuracy of diagnosis, enables the queuing of imaging examinations (triad) and can act as a second opinion for a radiologist. BrainScan has the largest collection of CT imaging data among startups specializing in imaging diagnostics. An important aspect for hospitals and medical units is that the implementation does not require investment in additional equipment or tools - integration is trouble-free and possible with any PACS system and each tomograph model.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity.



Information about the organization

Indicate the current stage of development.

Commercialization stage - we have the first paying customers.

How long has Your startup been operating?

For more than 2 to 5 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

6 - 15 people.



Finance

What is the current funding level for Your startup?

5 mln - 10 mln PLN.

What are Your sources of financing?

The founder's own funds (bootstrapping), grants from European funds, domestic VC.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

No.

What is the most important measure of Your success at the present stage of Your development?

Revenue.



Foreign Expansion

Are You currently commercially present on foreign markets?

Commercial contracts signed.

Which countries / regions are important to Your business success?

European Union, United States.

BrainTech

Limited Liability Company.



www.braintech.pl



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BrainTech



Information about the solution

What is Your product / service?

Brain-Computer Interface (BCI) systems based on electroencephalogram (EEG), enabling computer control without the use of muscles.

In which medical area do You operate?

Neurology, psychiatry, neurorehabilitation.

What sector does Your solution operate in?

Biotechnology, medical devices, wearables - not medical devices, AI/ machine learning, medical data, rehabilitation, education.

Describe the impact of Covid-19 on Your business.

4 - no impact.

Does the product / service have a CE certificate?

Not applicable.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

We have academic experience and create the highest quality systems at the lowest possible price.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional, patient, corporation, public administration.



Information about the organization

Indicate the current stage of development.

Commercialization stage - we have the first paying customers.

How long has Your startup been operating?

More than 10 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

1 - 5 people.



Finance

What is the current funding level for Your startup?

Less than 500.000 PLN.

What are Your sources of financing?

The founder's own funds (bootstrapping), grants from national funds, grants from European funds.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Number of users.



Foreign Expansion

Are You currently commercially present on foreign markets?

Registered income from a foreign market.

Which countries / regions are important to Your business success?

European Union, Africa, China.

Braster

Joint-stock company.



www.braster.eu



22 295 03 50



braster@braster.eu



Information about the solution

What is Your product / service?

Braster was established as a special purpose company to carry out industrial research and development works aimed at developing and preparing the implementation for production of a world-unique medical thermographic tester of the 1st generation, based on a Polish invention, intended for the early detection of breast pathologies, in particular breast cancer. In 2010, Tester Braster, after meeting the requirements of the Medical Devices Directive, was registered in the URLWMiMB as a class I medical device, and then entered into the European EUDAMED database.

Braster PRO is a medical device supporting the early diagnosis of breast cancer in a doctor's office. The examination is performed by trained medical personnel, and its operation is facilitated by a simple and convenient mobile application.

Braster SYSTEM is an innovative medical device for comfortable breast examination at home.

In which medical area do You operate?

Oncology.

What sector does Your solution operate in?

Telemedicine.

Describe the impact of Covid-19 on Your business.

1 - significantly negative impact.

Does the product / service have a CE certificate?

Yes.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

The Braster Tester is the only device in the world for examining breast cancer.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

A doctor or other healthcare professional, patient.



Information about the organization

Indicate the current stage of development .

Growth (expansion).

How long has Your startup been operating?

More than 10 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

6 – 15 people.



Finance

What is the current funding level for Your startup?

500.000 - 1 mln PLN.

What are Your sources of financing?

Grants from European funds, private investors.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

No.

What is the most important measure of Your success at the present stage of Your development?

Number of users.



Foreign Expansion

Are You currently commercially present on foreign markets?

Commercial contracts signed.

Which countries / regions are important to Your business success?

European Union, Central America, East Asia, China.

Cancer Center

Limited Liability Company.



<https://cancercenter.ai>



Information about the solution

What is Your product / service?

Cancer Center software enables faster, more efficient, and more accurate cancer diagnosis by enabling experts in a wide variety of disciplines to collaborate with no restrictions on where to stay or work time. Online platforms make it possible to diagnose patients without the need to send traditional glass or unprotected digital samples of biological materials. Specialized algorithmic solutions, made available via API and on online platforms, analyze medical images in both pathology and radiology. AI-based diagnoses are lightning-fast and more accurate than the human eye. The platforms provide faster and better access to the second and third diagnostic opinions issued by doctors. Thanks to this, they help to precisely develop the right therapeutic approach.

Our solutions support everyday work, i.e. segment images, search for areas of interest, generate statistical image descriptions, count cells as well as classify the entire image / image into the category of the degree of malignancy, type of cancer.

In histopathology, <https://micro.cancercenter.ai>

PathoCam - We provide software for manual imaging of entire slides. Using your own microscope and camera it is possible to create a high-quality scan of biological material.

PathoPlatform - web based histopathology viewer for zooming, viewing, annotating and sharing via web / browser with built-in AI module for calculating Gleason score for prostate cancer; <https://patho-platform.cancercenter.eu>

In radiology

RadiologyPlatform - DICOM web browser for analysis of radiological images (MRI, CT, USG and others) with built-in AI module for automatic ROI masking and calculation of PIRADS for prostate cancer; <https://radiology.cancercenter.eu/>

In which medical area do You operate?

Radiology, oncology.

What sector does Your solution operate in?

Standalone IT application, internet platform (marketplace), AI/machine learning.

Describe the impact of Covid-19 on Your business.

5 - moderately positive impact.

Does the product / service have a CE certificate?

Not applicable.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

Our online platforms analyze medical images in both pathology and radiology - most competitors focus on one of these areas. In addition, the applications allow you to generate automatic, standardized reports that are understandable to specialists from around the world and make them available without space or time constraints. Access to the second diagnostic opinion issued by doctors for both experts and patients is another important functionality. In addition, our users believe that the software we provide is definitely more intuitive and faster than our competitors.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional, patient.



Information about the organization

Indicate the current stage of development.

Commercialization stage - we have the first paying customers.

How long has Your startup been operating?

For more than 2 to 5 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

6 - 15 people.



Finance

What is the current funding level for Your startup?

1 mln - 2 mln PLN.

What are Your sources of financing?

The founder's own funds (bootstrapping), grants from national funds.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

Cancer Center

What is the most important measure of Your success at the present stage of Your development?

Acquiring capital.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union, United States.

Caparo Polska

Natural person running a business activity.



www.caparo.pl



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Information about the solution

What is Your product / service?

Mobile system supporting the work of the hospital. We provide hospital IT security, electronic medical documentation and network infrastructure services.

In which medical area do You operate?

Service of medical facilities.

What sector does Your solution operate in?

Standalone IT application, providing health services (prophylaxis, diagnostics, treatment) as a medical entity.

Describe the impact of Covid-19 on Your business.

5 - moderately positive impact.

Does the product / service have a CE certificate?

Not applicable.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

The solution draws data from the hospital's medical database; at present, we are distinguished by AMMS (Asseco Medical Management Solutions). Nobody has such a solution in Poland.

Have You already developed a business model?

No.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional.



Information about the organization

Indicate the current stage of development.

Minimum Viable Product.

How long has Your startup been operating?

Less than 6 months.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

None.



Finance

What is the current funding level for Your startup?

Bootstrapping.

What are Your sources of financing?

The founder's own funds (bootstrapping).

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

No.

What is the most important measure of Your success at the present stage of Your development?

Number of users.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present commercially and we are not planning to be.

Which countries / regions are important to Your business success?

European Union.

Clebre

Joint-stock company.



www.clebre.com



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contact@clebre.com



Information about the solution

What is Your product / service?

Clebre is the solution for the personalized treatment of sleep and breathing disorders for both adults and children. It consists of a wireless sensor, a mobile application and a platform that allows you to analyze data from sensors using neural networks.

In which medical area do You operate?

Cardiology, pulmonology, laryngology, sleep medicine.

What sector does Your solution operate in?

Telemedicine, medical devices, wearables - not medical devices, AI/ machine learning.

Describe the impact of Covid-19 on Your business.

4 - no impact.

Does the product / service have a CE certificate?

No, but it could be certified.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

Clebre Solution:

- Allows long-term observation.
- The devices for sleep respiration diagnostics available on the market have a number of limitations, so they cannot be used in mass diagnostics. This is due to the high price of the device itself (polysomnographs, polygraphs), as well as the high maintenance costs of the device, i.e. its assembly before testing, signal analysis and preparation of a test report. For this reason, sleep tests are routinely performed overnight, many of them additionally in a hospital or sleep laboratory setting, which means that we get a single result, additionally burdened with a measurement error due to the influence of the new environment on the person's sleep, as well as decreased sleep comfort caused by the uncomfortable sleep diagnostic device itself.
- Can be used at home without medical assistance.
Diagnostic systems that could be used for wide-ranging diagnosis are merely telephone applications that do not adequately record signals during sleep, have not been approved for sleep medical research, and can only be considered "health applications". The effectiveness of this type of solutions (pro-health applications) is low, with many limitations, the main of which is the lack of a reliable source of signals for analysis, because the applications are based on recordings from the microphone built into the smartphone / tablet.
- It gives reliable results when examining children.
- It is comparable to the gold standard - polysomnography.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional, patient, insurance company.



Information about the organization

Indicate the current stage of development.

Minimum Viable Product.

How long has Your startup been operating?

For more than 5 to 10 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

6 – 15 people.



Finance

What is the current funding level for Your startup?

5 mln - 10 mln PLN.

What are Your sources of financing?

The founder's own funds (bootstrapping), grants from national funds.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

No.

What is the most important measure of Your success at the present stage of Your development?

Acquiring capital.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union, United States.

CliniNote

Limited Liability Company.



clininote.pl



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Information about the solution

What is Your product / service?

CliniNote - system for structuring and analyzing medical notes.

In which medical area do You operate?

Cardiology, pulmonology, neurology, radiology, orthopedics, diabetology, oncology, gynecology, laboratory diagnostics, pediatrics, family medicine, psychiatry.

What sector does Your solution operate in?

AI/machine learning, medical data, clinical tests, real-world data.

Describe the impact of Covid-19 on Your business.

5 - moderately positive impact.

Does the product / service have a CE certificate?

No, but it could be certified.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

The openness and flexibility of the solution - systemic, geographical, linguistic and domain-specific - both for the user of the creator of medical notes and data sets, as well as the technological simplicity of a SaaS-type solution - no special installation requirements.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional, corporation, public administration, pharmaceutical companies, CRO - Clinical Research Organization.



Information about the organization

Indicate the current stage of development.

Minimum Viable Product.

How long has Your startup been operating?

For more than one to two years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

6 - 15 people.



Finance

What is the current funding level for Your startup?

1 mln - 2 mln PLN.

What are Your sources of financing?

The founder's own funds (bootstrapping), grants from national funds, private investors.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Number of users.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union, United States, East Asia.

Covid Genomics

Limited Liability Company.



<https://covidgenomics.com>



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**Covid
Genomics**



Information about the solution

What is Your product / service?

Our main product is a system that helps pharmaceutical companies to accelerate development of mRNA vaccines, that are more resistant to future mutations of viruses.

In which medical area do You operate?

Technology, vaccines, drug discovery.

What sector does Your solution operate in?

Biotechnology, AI/machine learning.

Describe the impact of Covid-19 on Your business.

7 - significantly positive impact.

Does the product / service have a CE certificate?

Not applicable.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

We have an AI-first approach, we approach technological problems. Currently, we use the latest achievements in the field of AI / ML and build systems that achieve parameters that have not been achieved so far in the literature. At the same time, we are building our database, thanks to which our competitive advantage increases (along with the entry threshold for potential competition).

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Corporation.



Information about the organization

Indicate the current stage of development.

Minimum Viable Product.

How long has Your startup been operating?

For more than one to two years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

6 – 15 people.



Finance

What is the current funding level for Your startup?

5 mln - 10 mln PLN.

What are Your sources of financing?

The founder's own funds (bootstrapping), grants from national funds, organic growth (financing from revenues), accelerators.

Are You currently looking for funding?

No.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Number of users.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are present on the foreign market.

Which countries / regions are important to Your business success?

European Union, United States, East Asia.

Customy

Limited Liability Company.



customy.eu



contact@customy.eu

Customy Vision



Information about the solution

What is Your product / service?

Computer software that enables easy and accurate transformation of medical images into 3D models ready for printing and designing tailor-made implants.

In which medical area do You operate?

Cardiology, radiology, orthopedics, oncology.

What sector does Your solution operate in?

Standalone IT application, AI/machine learning, medical data.

Describe the impact of Covid-19 on Your business.

5 - moderately positive impact.

Does the product / service have a CE certificate?

Yes.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

Our modern solution for segmenting medical data, operating on both the Windows and MacOS platforms, allows you to quickly and accurately transform CT and MRI images into very high-quality 3D models ready for printing and processing.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional, corporation, public administration.



Information about the organization

Indicate the current stage of development.

Commercialization stage - we have the first paying customers.

How long has Your startup been operating?

For more than 2 to 5 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

6 - 15 people.



Finance

What is the current funding level for Your startup?

1 mln - 2 mln PLN.

What are Your sources of financing?

The founder's own funds (bootstrapping), grants from national funds, grants from European funds, domestic VC, organic growth (financing from revenues), accelerators.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

No.

What is the most important measure of Your success at the present stage of Your development?

Number of users.



Foreign Expansion

Are You currently commercially present on foreign markets?

Signed letters of intent.

Which countries / regions are important to Your business success?

European Union, United States, Canada, Australia and Oceania, East Asia, Middle East, China.

Data Lake

Limited Liability Company.



www.data-lake.co



DATA LAKE™



Information about the solution

What is Your product / service?

Blockchain system for recording declarations of will after verifying the user's identity. This system is used to collect patient consents to provide their data for research and development purposes.

In which medical area do You operate?

Not applicable.

What sector does Your solution operate in?

Standalone IT application, internet platform (marketplace), medical data, blockchain.

Describe the impact of Covid-19 on Your business.

4 - no impact.

Does the product / service have a CE certificate?

Not applicable.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

Using blockchain as a register of operations, not as a database. Creating a new idea for data donation.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, patient, corporation.



Information about the organization

Indicate the current stage of development.

Minimum Viable Product.

How long has Your startup been operating?

For more than one to two years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

6 – 15 people.



Finance

What is the current funding level for Your startup?

5 mln - 10 mln PLN.

What are Your sources of financing?

The founder's own funds (bootstrapping), grants from European funds, private investors.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Number of users.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union, United States.

DC Software

Limited Liability Company.



Start-up: www.dcsoftware.pl
System eOS: www.meeteos.com



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General: biuro@meeteos.com
President of the board:
andrzej.kurek@dcsoftware.pl



Information about the solution

What is Your product / service?

eOS System - an innovative solution dedicated to Research Sponsors, CROs, Research Centers and Patients in order to support communication processes, data management as well as analytics and statistics during the implementation of Clinical Trials. eOS is Cloud Software, which enables a significant increase in the level of security in physical, systematic, legal and logical terms. This type of specification allows for convenient access and reduction of costs related to the organization and maintenance of appropriate servers. The solution uses the Workflow engine, thanks to which it guarantees a high level of flexibility enabling the individualization and personalization of each test (or its phase). The system uses AI algorithms that are responsible for the acceleration and optimization of individual tasks of research teams, patients or employees of CRO companies. In terms of operation, eOS guarantees all kinds of key functionalities responsible for the proper implementation of the entire Clinical Trials process, including:

- remote monitoring of the patient's health in real time (a specially designed application that is synchronized with the structure of the system and a number of prophylactic software activities, such as generating questionnaires for patients);
- managing the overall randomization process (eg, adjusting the type of blinding, registering and managing patients, or legitimate tracking of the history of blinding);
- managing multiple projects (e.g. organization of projects, realization of remote and stationary visits or creating patient profiles);
- controlling the overall research documentation (e.g. synchronization with external files, electronic signatures or complete archiving of documentation);
- extensive analytics and statistics (e.g. generating dynamic reports, configuration of statistics and analyzes or alerts of key notifications);
- tracking changes and the ability to generate comments to entries (Audit Trail and full compliance with FDA guidelines);
- management of logistics and warehouse stock of each of the centers (e.g. analyzes and shipping reports, supervision of the warehouse resources of the tested substance or the operational structure in terms of disposal, withdrawal or acceptance of substances in specific centers);

- comprehensive communication in one system environment (the possibility of continuous and complete communication between all participants of the study, i.e. employees of Research Centers, CRO companies, Sponsors and Patients).

Thanks to its complex specification, the eOS System allows for the implementation of operations such as clinical trials, medical registers, observational studies, scientific research, research on medical devices. The solution is equipped with a dictionary adapted to international terminology and standardization of medical processes, thanks to which it optimizes all activities and enables clear and proper carrying out of research for each of the parties participating in them. The main goal of the eOS System is to respond to all the needs of operational staff and decision-makers related to the medical environment, combined with a greater focus than before on solving the problems of patients participating in Clinical Trials. It will result in a more effective organization of the process of acquiring new patients and their greater awareness of the benefits of the entire medical process mentioned above.

In which medical area do You operate?

Clinical trials, observational studies, scientific research, research on medical devices, medical registers - carried out in each of the medical fields.

What sector does Your solution operate in?

Medical devices, wearables - not medical devices, standalone IT application, AI/machine learning, medical data.

Describe the impact of Covid-19 on Your business.

5 - moderately positive impact.

Does the product / service have a CE certificate?

Not applicable.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

The eOS system is a Cloud Software solution, thanks to which it is distinguished by a high level of security in the field of sensitive data protection through a lower risk caused by hacker attacks than in the case of server solutions. An additional advantage is the significant reduction of costs related to the above-mentioned specificity, which eliminates the need for long-term maintenance and organization of server space. In terms of technology, eOS is equipped with the Workflow engine, which allows for the continuous possibility of personalizing the structure of the research or its specific phase through a flexible technical and IT side.

DC Software

The system also uses self-learning AI algorithms to support users during the implementation of individual operational activities related to the entire research path. From the point of view of functionality, eOS is legally, physically or logically adapted to all the needs of clinical trials, and its specificity, apart from the basic response to all the needs of employees related to the medical environment, is also much more oriented towards problems and difficulties related to the patient community. Therefore, the solution has an extensive model of communication between all parties participating in the Study, enabling specialist monitoring of the patient's health condition remotely in real time. Thanks to this, people qualified for Clinical Trials have the opportunity to have 24-hour care from trained and highly qualified personnel, and through tools such as an app (e.g. generating health questionnaires), researchers receive a full picture of the health situation without the requirement of a stationary visit. Less need to verify the well-being of patients in medical facilities also affects the amount of generated documentation and the possibility of its complete coordination in the digital environment. One of the main goals of eOS is to support cost reduction in the monitoring of the Clinical Trial process, and above all its documentation. Therefore, by combining the above-mentioned aspects with extensive possibilities in the field of operations, such as randomization management, analytics and statistics, organization of a large number of projects or logistics and warehouse management of the tested substance, the system allows you to optimize the entire process of clinical trials, medical registers, and observational studies, research and medical device research, as well as extensive personalization in relation to the needs of a specific project.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional, patient, corporation.



Information about the organization

Indicate the current stage of development.

Minimum Viable Product.

How long has Your startup been operating?

For more than one to two years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

1 – 5 people.



Finance

What is the current funding level for Your startup?

1 mln - 2 mln PLN.

What are Your sources of financing?

The founder's own funds (bootstrapping), domestic VC.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Acquiring capital.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union, United States.

Diagendo

Limited Liability Company.



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Diagendo



Information about the solution

What is Your product / service?

An innovative, non-invasive method of detecting problems with endometriosis in women (IVD medical device).

Endometriosis is a very common (about 10-14% of the female population of childbearing age), hormonally dependent chronic disease of the reproductive system of a woman associated with the presence of foci of endometrial tissue (endometrium) outside the uterine cavity. The presence of ectopic foci of the endometrium causes local inflammatory reactions and reactions of an autoimmune nature. The disease may be accompanied by symptoms such as increased menstrual pain, pain during intercourse or chronic pain in the pelvic area. Pain associated with endometriosis can be a factor limiting the professional and social activity of women and is often the cause of serious depressive disorders. In addition, endometriosis can also be the cause of reduced fertility. It is estimated that about 50% of all cases of female infertility are caused by endometriosis. Thus, endometriosis is a very important social and clinical problem. The etiopathogenesis of endometriosis is still poorly understood, which has a significant impact on the diagnosis and treatment of the disease. Currently, the treatment of endometriosis is basically limited to symptomatic treatment: pharmacological or surgical. The basic problem, however, is the lack of good diagnostic methods. Endometriosis cannot be reliably confirmed by any imaging examination. To date, no specific biochemical marker of the disease has been identified. The only recognized diagnostic method of endometriosis is a highly invasive laparoscopic procedure confirmed by the result of histopathological examination of the material taken during the operation. The lack of a good, minimally invasive method of diagnosing endometriosis is one of the main reasons for its very late detection, which has a significant impact on the course and effects of treatment. The invention of EndoRNA by Diagendo in the form of a medical device for in vitro diagnostics allows for easy and reliable testing for women. The material for the examination (a small fragment of the endometrium) will be taken on an outpatient basis in a gynecological office in the clinic of the obstetrics and gynecology clinic (university hospital, city hospital, private hospital) or infertility treatment clinic. After taking the sample, the patient can immediately return to her daily duties. The sample will then be tested by qRT-PCR using the EndoRNA device. The sensitivity of the product is 94.12% and the specificity is 89.29%. Diagendo is the owner of a patent for the method of endometriosis diagnostics based on the assessment of the expression of the CD15 marker in the endometrium.

In which medical area do You operate?

Gynecology.

What sector does Your solution operate in?

Medical devices, laboratory tests, providing health services (prophylaxis, diagnostics, treatment) as a medical entity.

Describe the impact of Covid-19 on Your business.

4 - no impact.

Does the product / service have a CE certificate?

No, but it could be certified.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

Apart from imperfect imaging methods or surgical interventions, there is no method that can non-invasively detect endometrial problems in a sample taken by PCR.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional, public administration, insurance company.



Information about the organization

Indicate the current stage of development.

Minimum Viable Product.

How long has Your startup been operating?

From 6 months to a year.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

1 - 5 people.



Finance

What is the current funding level for Your startup?

500.000 zł - 1 mln PLN.

What are Your sources of financing?

The founder's own funds (bootstrapping).

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

No.

Diagendo

What is the most important measure of Your success at the present stage of Your development?

Revenue.



Foreign Expansion

Are You currently commercially present on foreign markets?

Signed letters of intent.

Which countries / regions are important to Your business success?

European Union, Middle East.

Diagu

Limited Liability Company.



<https://diagu.com>



Information about the solution

What is Your product / service?

Diagu is a system for analyzing medical diagnostics using machine learning. The algorithm supports doctors in making a diagnosis. Precise analysis of tests and relationships between results allows doctors to diagnose patients, saving their time and increasing the accuracy of the analysis. In addition, the system identifies various relationships between the patient's medical data and enables effective prophylaxis.

In which medical area do You operate?

Laboratory diagnostics.

What sector does Your solution operate in?

Medical devices, AI/machine learning.

Describe the impact of Covid-19 on Your business.

3 - moderately negative impact.

Does the product / service have a CE certificate?

Yes.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

Diagu's solution is clear and easy to use for doctors. The algorithms are highly effective. Meticulous analysis of medical data and laboratory test results along with the presented disease predictions allows for significant time savings for doctors at the diagnostic stage.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional, corporation.



Information about the organization

Indicate the current stage of development.

Commercialization stage - we have the first paying customers.

How long has Your startup been operating?

For more than one to two years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

1 - 5 people.



Finance

What is the current funding level for Your startup?

Over 2 million - 5 million PLN.

What are Your sources of financing?

Grants from European funds, domestic VC, foreign VC, organic growth (financing from revenues).

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Number of users.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present commercially and we are not planning to be.

Which countries / regions are important to Your business success?

European Union, United States.

Doctor.One

Limited Liability Company.



www.doctor.one



Information about the solution

What is Your product / service?

Private doctor on subscription. Doctor.One is a virtual clinic where doctors build their private practice based on direct patient subscriptions.

In which medical area do You operate?

Cardiology, neurology, diabetology, oncology, gynecology, pediatrics, psychiatry, family medicine.

What sector does Your solution operate in?

Telemedicine, standalone IT application, internet platform (marketplace), medical data, providing health services (prophylaxis, diagnostics, treatment) as a medical entity.

Describe the impact of Covid-19 on Your business.

7 - significantly positive impact.

Does the product / service have a CE certificate?

Not applicable.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

1. Business model - a virtual clinic that helps doctors switch from "fee for service" and visit fees to the subscription model, charging % of subscriptions.
2. It is the doctors who invite patients and determine the amount of the subscription.
3. Communication with the patient takes place in the "virtual-first" model, and the same doctor is always available to his regular patients during the daily "rounds".

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

A doctor or other healthcare professional, patient.



Information about the organization

Indicate the current stage of development.

Commercialization stage - we have the first paying customers.

How long has Your startup been operating?

From 6 months to a year.

Doctor. One



Team

How many team members do you currently engage in a startup on a more than half-time basis?

16 - 25 people.



Finance

What is the current funding level for Your startup?

Over 10 million - 20 million PLN.

What are Your sources of financing?

The founder's own funds (bootstrapping), domestic VC, foreign VC.

Are You currently looking for funding?

No.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Number of users.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union.

eTrustMedical

Limited Liability Company.



etrustmedical.com



Information about the solution

What is Your product / service?

We offer two solutions:

System for medical celebrations and reviews - HosPanel.

System for handling and monitoring the quality parameters of patients in Hospital Emergency Departments - SorBan.

In which medical area do You operate?

SorBan - Emergency Department.

HosPanel - every hospital ward.

What sector does Your solution operate in?

Medical data.

Describe the impact of Covid-19 on Your business.

4 - no impact.

Does the product / service have a CE certificate?

Not applicable.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

Excellent knowledge of the operation of hospitals, we do not only sell solutions, but we are also able to optimize entire processes, e.g. in emergency departments, imaging diagnostics facilities, and conducting clinical trials. We are distinguished by the intuitive solutions and automation of tasks.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional.



Information about the organization

Indicate the current stage of development.

Commercialization stage - we have the first paying customers.

How long has Your startup been operating?

From 6 months to a year.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

6 – 15 people.



Finance

What is the current funding level for Your startup?

Less than 500,000 PLN.

What are Your sources of financing?

Organic growth (financing from revenues).

Are You currently looking for funding?

No.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

No.

What is the most important measure of Your success at the present stage of Your development?

Revenue.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union.

Evispine

Limited Liability Company.



www.evispine.com



+48 784 457 099



office@evispine.com



Information about the solution

What is Your product / service?

Innovative medical implants, intelligent medical software.

In which medical area do You operate?

Neurology, orthopedics, family medicine, neurochirurgia.

What sector does Your solution operate in?

Medical devices, robotics, AI/machine learning.

Describe the impact of Covid-19 on Your business.

3 - moderately negative impact.

Does the product / service have a CE certificate?

No, but it could be certified.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

The solution has unique features that allow the product to be adapted to a specific patient, the implementation of AI allows for more precise adaptation of the therapy to a specific patient.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

A doctor or other healthcare professional, patient.



Information about the organization

Indicate the current stage of development.

Minimum Viable Product.

How long has Your startup been operating?

For more than 2 to 5 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

1 - 5 people.



Finance

What is the current funding level for Your startup?

Less than 500,000 PLN.

What are Your sources of financing?

The founder's own funds (bootstrapping), incubation programs, credit / loan from a financial institution.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

No.

What is the most important measure of Your success at the present stage of Your development?

Acquiring capital, developing the final version of the product.



Foreign Expansion

Are You currently commercially present on foreign markets?

Signed letters of intent.

Which countries / regions are important to Your business success?

European Union, United States, South America, China.

Farada Group

Limited Liability Company.



<https://faradagroup.com>



Information about the solution

What is Your product / service?

Manufacturing of unmanned aerial vehicles and providing a world-unique medical transport system by air that preserves the cold chain. The transport includes, in particular, blood samples, blood bags, vaccines, interferon, insulin, anaphylactic drugs and small organs such as the kidney.

In which medical area do You operate?

Laboratory diagnostics, medical transport.

What sector does Your solution operate in?

Robotics, laboratory tests.

Describe the impact of Covid-19 on Your business.

5 - moderately positive impact.

Does the product / service have a CE certificate?

Not applicable.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

Our drones were the first in Poland to transport medical samples between hospitals over 65 km apart. On February 17, 2022, the LabAir company belonging to the Farada Group obtained the first consent of the Civil Aviation Authority in Poland to launch regular drone routes for a diagnostic company.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, corporation.



Information about the organization

Indicate the current stage of development.

Growth (expansion).

How long has Your startup been operating?

For more than one to two years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

6 – 15 people.



Finance

What is the current funding level for Your startup?

Over 1 million - 2 million PLN.

What are Your sources of financing?

The founder's own funds (bootstrapping), private investors, organic growth (financing from revenues).

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Number of users.



Foreign Expansion

Are You currently commercially present on foreign markets?

Commercial contracts signed.

Which countries / regions are important to Your business success?

European Union.

Feyenally

Limited Liability Company.



www.feyenally.com



Information about the solution

What is Your product / service?

An application for online vision testing based on objective ophthalmic methods as well as vision therapy and treatment monitoring.

In which medical area do You operate?

Ophthalmology.

What sector does Your solution operate in?

Standalone IT application, AI/machine learning, medical data.

Describe the impact of Covid-19 on Your business.

5 - moderately positive impact.

Does the product / service have a CE certificate?

No, but it could be certified.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

Research method based on scientific objective methods using AI, Machine Learning, and not on subjective methods, the results of which are very divergent.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional, patient, corporation, public administration, insurance company.



Information about the organization

Indicate the current stage of development.

Proof of Concept.

How long has Your startup been operating?

From 6 months to a year.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

6 – 15 people.



Finance

What is the current funding level for Your startup?

Over 2 million - 5 million PLN.

What are Your sources of financing?

Private investors, domestic VC.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

No.

What is the most important measure of Your success at the present stage of Your development?

Accuracy and repeatability of the tests performed.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union, United States, Canada, South America, Central America, Australia and Oceania, East Asia, Africa, Middle East, China, Russia.

FindAir

Limited Liability Company.



<https://findair.eu>



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findair®



Information about the solution

What is Your product / service?

FindAir ONE.

In which medical area do You operate?

Pulmonology.

What sector does Your solution operate in?

Telemedicine, medical devices, AI/machine learning, medical data.

Describe the impact of Covid-19 on Your business.

5 - moderately positive impact.

Does the product / service have a CE certificate?

Yes.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

Availability in the EU and "real-time connectivity" technology.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional, patient, insurance company.



Information about the organization

Indicate the current stage of development.

Growth (expansion).

How long has Your startup been operating?

For more than 5 to 10 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

6 – 15 people.



Finance

What is the current funding level for Your startup?

Over 5 million - 10 million PLN.

What are Your sources of financing?

The founder's own funds (bootstrapping), grants from national funds, grants from European funds, domestic VC, organic growth (financing from revenues), incubation programs, accelerators.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Revenue.



Foreign Expansion

Are You currently commercially present on foreign markets?

Most of the revenues come from abroad.

Which countries / regions are important to Your business success?

European Union, United States, Canada.

GeneMe

Limited Liability Company.



<https://geneme.eu>



Information about the solution

What is Your product / service?

Diagnostic tests.

In which medical area do You operate?

Laboratory diagnostics.

What sector does Your solution operate in?

Biotechnology, telemedicine, medical devices, wearables - not medical devices, laboratory tests, providing health services (prophylaxis, diagnostics, treatment) as a medical entity.

Describe the impact of Covid-19 on Your business.

7 - significantly positive impact.

Does the product / service have a CE certificate?

Yes.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

Covid Rapid Test:

- Rapid RT-PCR test (results within approximately 30 minutes);
- Direct test (no RNA isolation step is required);
- Target sequence - Orf1ab (single gene), works on the currently mutant strains;
- Lyophilized reagents in 8-well strips;
- VTM (virus transport medium) kit included;
- Supplied with virus inactivating buffer (verified by Public Health England, UK);
- Comes with sampling kits, pipettes and pipette tips;
- Customer service (help desk) included in the price;
- Based on patented GeneMe enzymes;
- Product registered in CE IVD (EU regulation).

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional, patient.



Information about the organization

Indicate the current stage of development.

Growth (expansion).

How long has Your startup been operating?

For more than 2 to 5 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

More than 50 people.



Finance

What is the current funding level for Your startup?

Over 5 million - 10 million PLN.

What are Your sources of financing?

The founder's own funds (bootstrapping), grants from national funds, private investors.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Revenue.



Foreign Expansion

Are You currently commercially present on foreign markets?

Commercial contracts signed.

Which countries / regions are important to Your business success?

European Union, East Asia, Africa, Middle East.

Genomtec

Joint-stock company.



www.genomtec.com



+48 793 440 931



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GENOMTEC

The right diagnosis, right away, at the right price



Information about the solution

What is Your product / service?

Our product is the Genomtec ID platform for mobile genetic diagnostics in places of patient care (such as: clinics and health care centers, doctor's offices, emergency departments of HEDs or pharmacies) without the need for complicated and time-consuming laboratory operation by qualified personnel. The platform consists of an analyzer and a reaction chart with integrated genetic tests and has the ability to analyze up to five genetic targets simultaneously. The first diagnostic panel that we will introduce to the market is the respiratory disease panel, the so-called 5-plex respirators, which in one study will detect infections: influenza A / B; Respiratory Syncytial Virus (RSV), SARS-CoV-2, Mycoplasma pneumoniae and Chlamydia pneumoniae. In addition, during the pandemic, we introduced laboratory genetic diagnostic tests to detect SARS-CoV-2 using a swab or saliva sample of patients.

In which medical area do You operate?

Laboratory diagnostics, diagnostics in the place of patient care (POC - Point of Care).

What sector does Your solution operate in?

Biotechnology, medical devices, laboratory tests.

Describe the impact of Covid-19 on Your business.

7 - significantly positive impact.

Does the product / service have a CE certificate?

Yes.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

- (1) Low cost of the analyzer and genetic test.
- (2) Short research time.
- (3) Dimensions of a device that is mobile and fits in the palm of your hand.
- (4) Possibility to perform the genetic test outside the laboratory.
- (5) Easy to use - any healthcare professional can handle the Genomtec ID.
- (6) The comfort of patients who, during one visit to the doctor, can receive treatment supported by a genetic test.
- (7) If the SEPSY or meningitis panel is launched, Genomtec ID can save a patient's life.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional, insurance company, pharmacies, mobile medical care and diagnostics points, patients and corporations as well as airport administrators.



Information about the organization

Indicate the current stage of development.

Commercialization stage - we have the first paying customers.

How long has Your startup been operating?

For more than 5 to 10 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

16 - 25 people.



Finance

What is the current funding level for Your startup?

Over 10 million - 20 million PLN.

What are Your sources of financing?

Grants from national funds, grants from European funds, private investors, stock market, domestic VC.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

No.

What is the most important measure of Your success at the present stage of Your development?

Revenue.



Foreign Expansion

Are You currently commercially present on foreign markets?

Commercial contracts signed.

Which countries / regions are important to Your business success?

European Union, United States, Middle East, China.



genxone.eu; nanobiome.pl



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Information about the solution

What is Your product / service?

Our flagship product is NANOBIOME - the study of human intestinal microbiota using the whole genome sequencing method. We work based on the long reading technology developed by Oxford Nanopore Technologies, commonly known as nanopore sequencing.

As part of the study, the patient sends a stool sample and completes a comprehensive questionnaire on diet, lifestyle and other elements influencing the formation of the intestinal microbiota. Based on the genetic data on the bacteria present in the feces and on the basis of the information obtained in the survey, a friendly result report is generated, presenting, among others, biodiversity index, indication of enterotypes, review of bacteria present in the intestine or lifestyle assessment with an indication of changes that have a positive impact on the condition of the microbiota. The data is related to the proprietary reference database composed of people with general good health.

In which medical area do You operate?

Laboratory diagnostics, dietetics, gastroenterology, rehabilitation.

What sector does Your solution operate in?

Dietary support, a tool for doctors.

Describe the impact of Covid-19 on Your business.

7 - significantly positive impact.

Does the product / service have a CE certificate?

Not applicable.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

We are distinguished by advanced technology, extensive know-how, developed bioinformatics competences, and the ability to translate scientific language into more accessible.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Patient and nutritionists.



Information about the organization

Indicate the current stage of development.

Growth (expansion).

How long has Your startup been operating?

For more than 5 to 10 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

16 – 25 people.



Finance

What is the current funding level for Your startup?

Over 5 million - 10 million PLN.

What are Your sources of financing?

Organic growth (financing from revenues).

Are You currently looking for funding?

No.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Qualitative measures - opinions of our users.



Foreign Expansion

Are You currently commercially present on foreign markets?

Registered income from a foreign market.

Which countries / regions are important to Your business success?

European Union.

GlucoActive

Limited Liability Company.



<https://www.gluco-active.com>



Information about the solution

What is Your product / service?

GlucoStation - device for non-invasive blood glucose measurement with optical methods (spectrophotometry).

In which medical area do You operate?

Diabetology.

What sector does Your solution operate in?

Telemedicine, medical devices.

Describe the impact of Covid-19 on Your business.

2 - negative impact.

Does the product / service have a CE certificate?

Not applicable.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

Non-invasive measurement (no contact with body fluids).

No replaceable components (sensors, straps) = no medical waste.

A telemedicine solution connected with the cloud and mobile devices in order to easily control the course of diabetes.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Patient.



Information about the organization

Indicate the current stage of development.

Minimum Viable Product.

How long has Your startup been operating?

For more than 2 to 5 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

26 - 50 people.



Finance

What is the current funding level for Your startup?

Over 2 million - 5 million PLN.

What are Your sources of financing?

The founder's own funds (bootstrapping), grants from national funds, private investors, domestic VC, accelerators.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

No.

What is the most important measure of Your success at the present stage of Your development?

Technological and commercialization milestones: completion of R&D, adaptation to production, obtaining medical certification, starting sales, scaling up production, acquiring commercialization partners.



Foreign Expansion

Are You currently commercially present on foreign markets?

Signed letters of intent.

Which countries / regions are important to Your business success?

European Union, United States, Canada.

GlukanMed

Limited Liability Company.



www.glukanmed.pl



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Information about the solution

What is Your product / service?

Oat β -glucan solution.

Slices with β -glucan produced from oats.

In which medical area do You operate?

Oncology.

What sector does Your solution operate in?

Pharmaceuticals / dietary supplements, aesthetic medicine / cosmetics.

Describe the impact of Covid-19 on Your business.

3 - moderately negative impact.

Does the product / service have a CE certificate?

Not applicable.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

Beta-glucan solution is produced by an innovative and energy-saving method, in addition, there is currently no company on the market dealing with the use of β -glucan in the treatment or support of cancer treatment.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Patient, corporation.



Information about the organization

Indicate the current stage of development.

Minimum Viable Product.

How long has Your startup been operating?

For more than 2 to 5 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

None.



Finance

What is the current funding level for Your startup?

1 million - 2 million PLN.

What are Your sources of financing?

Grants from national funds.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

No.

What is the most important measure of Your success at the present stage of Your development?

Acquiring capital.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union.

Hashiona

Limited Liability Company.



www.hashiona.com



+48 888 528 111



eva@hashiona.com



Information about the solution

What is Your product / service?

Hashiona mobile application.

In which medical area do You operate?

Laboratory diagnostics, psychiatry, immunology, dietetics.

What sector does Your solution operate in?

Dietary services, telemedicine, medical devices, internet platform (marketplace).

Describe the impact of Covid-19 on Your business.

5 - moderately positive impact.

Does the product / service have a CE certificate?

Not applicable.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

We rely on medical data and scientific research. Additionally, thanks to simple tracking, patients are able to find their individual dependencies exacerbating the disease. We also enable reporting of blood test results and generating historical reports for medical appointments. Particularly noteworthy is the 20-week program Master the Diet in Hashimoto, which supports the patient in changing habits that are key to achieving remission of the disease.

Have You already developed a business model?

No.

Who is the target user of the product / service?

Patient, corporation.



Information about the organization

Indicate the current stage of development.

Growth (expansion).

How long has Your startup been operating?

For more than one to two years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

1 - 5 people.



Finance

What is the current funding level for Your startup?

Over 1 million - 2 million PLN.

What are Your sources of financing?

Private investors, domestic VC, foreign VC, accelerators.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

No.

What is the most important measure of Your success at the present stage of Your development?

Number of users.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are present and we do not generate revenues.

Which countries / regions are important to Your business success?

European Union, United States, Canada, Australia and Oceania.

HealthBot

Limited Liability Company.



<http://www.healthbot.pl>



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kontakt@healthbot.pl



Information about the solution

What is Your product / service?

HealthBot is a chatbot integrated with AI algorithms and office systems of medical entities. It solves the problem of clogged telephone channels of communication between the patient and the medical entity, causing patient frustration and loss of income for the medical entity. HealthBot uses Messenger, WhatsApp, Ukrainian Viber, website chat with full integration with the office system. The solution enables the patient to obtain information about the operation of the facility, the scope of services, admission hours, makes it possible to book an appointment, obtain an e-prescription, conduct satisfaction surveys, or conduct remote diagnostics using a symptom questionnaire, which allows the doctor to take earlier and more efficient actions or indicate earlier appointments based on symptoms. HealthBot is education and support for treatment coordination by providing the patient with appropriate messages and integration with telemedicine devices, through one communicator. Ultimately, it is planned to extend the solution with personalization using the configuration panel for medical facilities.

In which medical area do You operate?

Cardiology, pulmonology, neurology, radiology, orthopedics, diabetology, oncology, gynecology, laboratory diagnostics, pediatrics, family medicine, psychiatry.

What sector does Your solution operate in?

Telemedicine, standalone IT application, internet platform (marketplace), AI/machine learning, providing health services (prophylaxis, diagnostics, treatment) as a medical entity.

Describe the impact of Covid-19 on Your business.

7 - significantly positive impact.

Does the product / service have a CE certificate?

Not applicable.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

Currently, there is no such solution on the market that has so much functionality with simultaneous integration with office systems (full automation) and provides support for various channels of communication between the patient and the healthcare entity. Solution can be scaled to other countries.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional, patient.



Information about the organization

Indicate the current stage of development.

Minimum Viable Product.

How long has Your startup been operating?

From 6 months to a year.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

1 - 5 people.



Finance

What is the current funding level for Your startup?

Bootstrapping.

What are Your sources of financing?

The founder's own funds (bootstrapping).

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

A this stage we need to be recognizable.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union, United States, Canada, South America, Central America, Australia and Oceania, East Asia, Africa, Middle East, China.

Healthly

Limited Liability Company.



healthly.pl



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he⁺althly



Information about the solution

What is Your product / service?

The Healthly platform, which enables patients 24/7 and easy access to medical specialists of various specializations. The Healthly database includes not only doctors and specialists, but also psychotherapists, psychologists, nutritionists and physiotherapists. Thanks to the platform, the user can easily find the appropriate medical specialist and quickly book an appointment. Users can use convenient channels of contact with specialists, discuss their problems with them, receive a diagnosis and treatment plan and, if necessary, an e-prescription or e-release.

Healthly offers benefits to both patients and medical professionals. It not only allows you to choose between many medical specialists and doctors in a given specialization, but at the same time solves the problem of distant dates and queues, eliminates the distance barrier and problems with access, guarantees significant time savings.

The service allows medical specialists and doctors to work in the form of e-consultations, by using our internal video messenger or by phone. We also optimize the registration and payment process by providing an extensive calendar system and a payment system integrated with DotPay. We support specialists and doctors by constantly promoting the service and delivering new patients. We enable the registration of facilities with any number of specialists, also providing administrative functionalities for this purpose.

The most important area of innovation of the Healthly platform is the provision of an API (Application Programming Interface) solution for the integration of telediagnostic devices with our software. This will allow the integration of a large number of devices from partner companies.

The Healthly platform is an intermediary and does not provide health services, and is not an entity performing activities in the field of health services.

In which medical area do You operate?

Telemedicine.

What sector does Your solution operate in?

Telemedicine.

Describe the impact of Covid-19 on Your business.

4 - no impact.

Does the product / service have a CE certificate?

Not applicable.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

We stand out with a commission-based income model. We earn a 10% commission on teleconsultations carried out on the platform, the client (medical specialist, facility) bears the cost only if it also makes a profit. This distinguishes us from the rest of the competition. Healthly will act as a web platform as well as a mobile application. Other telemedicine platforms operating in the form of a marketplace on the Polish market do not yet have mobile applications.

We do not employ medical and medical specialists, our platform is only a work tool that can be used by any previously verified specialist running a business and a facility employing such specialists, thanks to which the patient on our platform will have a greater choice, and this gives a significant advantage over e.g. platforms of the type that de facto are medical facilities.

We design our platform only for the use of medical teleconsultations, it guarantees the necessary functions - it includes a specialist command system, profiles of specialists and facilities, the P1 and e-ZLA system, e-file, verification system for specialists and facilities, as well as patients. This gives us a great advantage over ordinary video messaging. In addition, as a medical communicator, we take responsibility for calls, files, messages sent on the platform. In the event of a medical data leak from publicly available communicators, the company will not take responsibility for it, after all, their communicator is not intended for this, the problem would be on the side of a specialist.

The security of personal data is a significant competitive advantage. Verification of specialists on our platform - we carefully check whether the person who wants to provide treatment in the form of teleconsultation on our platform has the appropriate education and qualifications. It gives us a significant advantage over solutions that do not verify specialists (such as a psychologist, psychotherapist, dietitian) at all when setting up an account, which allows unfair competition for real specialists on the platform, but is also very unfavorable for patients, as it can treat them a person unqualified to perform such a profession.

The Healthly solution guarantees the security of data flowing through the platform, the transmission will be fully encrypted, and the data flowing between the entities will not be stored (excluding chat) and will be available to both parties only at the time of medical consultation.

Additionally, the competitive advantage of Healthly is the R&D aspect planned for implementation. The research & development aspect of our project is an innovation on a national as well as European scale. Additionally, functionalities supporting telediagnostic devices in collecting and aggregating data on the platform and selling devices directly via the platform. As the only one on the European telemedicine market, we will provide access to a platform enabling the purchase and holding of teleconsultation, as well as the purchase of already integrated telediagnostic equipment supporting the treatment process.

Healthly

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional, patient.



Information about the organization

Indicate the current stage of development.

Commercialization stage - we have the first paying customers.

How long has Your startup been operating?

For more than 2 to 5 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

1 - 5 people.



Finance

What is the current funding level for Your startup?

500.000 - 1 million PLN.

What are Your sources of financing?

The founder's own funds (bootstrapping), grants from national funds, private investors, incubation programs, accelerators.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Revenue.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union.

Healthnomic

Joint-stock company.

Healthnomic
smart medicine



www.healthnomic.pl



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Information about the solution

What is Your product / service?

SnoreOff (EPAP) and a device for diagnosing sleep apnea (ApneaNomic GX 3).

In which medical area do You operate?

Cardiology, pulmonology, neurology, diabetology, psychiatry, family medicine.

What sector does Your solution operate in?

Telemedicine, medical devices, internet platform (marketplace), medical data, providing health services (prophylaxis, diagnostics, treatment) as a medical entity, education.

Describe the impact of Covid-19 on Your business.

2 - negative impact.

Does the product / service have a CE certificate?

No, but it could be certified.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

SnoreOff (EPAP) - Tesla valve application.

ApneaNomic GX 3 - the use of two effort belts.

Have You already developed a business model?

No.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional, patient, corporation.



Information about the organization

Indicate the current stage of development.

Minimum Viable Product.

How long has Your startup been operating?

For more than one to two years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

1 - 5 people.



Finance

What is the current funding level for Your startup?

Less than 500,000 PLN.

What are Your sources of financing?

The founder's own funds (bootstrapping), private investors.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Profit.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union, South America, Central America, Turkey.

Emplomind

Limited Liability Company.



<https://hearme.pl>



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hearme



Information about the solution

What is Your product / service?

Mental health support for employees in the form of an employee benefit. We offer 1:1 consultations with a specialist (psychologist, therapist, coach, psycho-dietician) in the form of video, chat or telephone - fully anonymously and safely. In addition, we offer support in the field of education through webinars or workshops for employees, but also the Management Board and C-level managers. We support organizations in employee wellbeing audits as well as in creating a wellbeing policy throughout the organization.

In which medical area do You operate?

Psychological support.

What sector does Your solution operate in?

Internet platform (marketplace).

Describe the impact of Covid-19 on Your business.

7 - significantly positive impact.

Does the product / service have a CE certificate?

Not applicable.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

When planning the design of the solution, we focused on the end user - the employee who will use it. As Poles, we are the most stressed employees and at the same time we are very reluctant to talk about mental health. Therefore, to ensure the maximum reduction of the barrier to using psychological support, we are the only company in Poland that has developed our own anonymous and safe platform - we do not collect any data exchanged between the user and the specialist. And the application itself has end-to-end encryption.

As a result, in the HearMe application, nearly 20% of all employees in the company arrange at least 1 appointment, while between 2% and 7% of employees use competitive solutions.

In addition, each of our specialists completes a questionnaire after the patient's visit, with what challenges he is facing. Thanks to this, after collecting more surveys, we present the employer / HR department with a report on the most common challenges faced by employees in a given workplace and, together with our specialist, we recommend actions that will respond to these problems.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Patient.



Information about the organization

Indicate the current stage of development.

Growth (expansion).

How long has Your startup been operating?

For more than one to two years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

16 - 25 people.



Finance

What is the current funding level for Your startup?

2 million - 5 million PLN.

What are Your sources of financing?

Private investors, foreign VC.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Number of users.



Foreign Expansion

Are You currently commercially present on foreign markets?

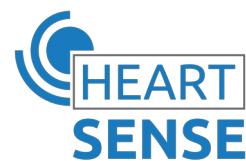
Commercial contracts signed.

Which countries / regions are important to Your business success?

European Union.

Heart Sense

Limited Liability Company.



www.heartsense.pl



Information about the solution

What is your product/service?

Epicardial ECG electrode, which is supposed to replace the classic cutaneous ECG electrodes.

In which medical area do You operate?

Kardiosurgery.

What sector does Your solution operate in?

Medical devices.

Describe the impact of Covid-19 on your business.

4 – no impact.

Does the product / service have a CE certificate?

Yes.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

Our technology is new, solves a specific clinical problem, is easily scalable and cheap.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

A doctor or other healthcare professional.



Information about the organization

Indicate the current stage of development.

Proof of Concept.

How long has Your startup been operating?

For more than one to two years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

1 - 5 people.



Finance

What is the current funding level for Your startup?

Over 1 million - 2 million PLN.

What are Your sources of financing?

Domestic VC.

Are you currently looking for financing?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Acquiring capital.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union, United States, Canada, Australia and Oceania, East Asia, China.

Helfio

Limited Liability Company.



www.helfio.com



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Information about the solution

What is Your product / service?

The helfio application is a technologically advanced solution that, through advanced analysis and control of health parameters, helps the user to personalize a healthy lifestyle program, thus reducing the risk of heart disease, diabetes and obesity.

In which medical area do You operate?

Cardiology, diabetology, family medicine.

What sector does Your solution operate in?

Medical devices, standalone IT application, medical data.

Describe the impact of Covid-19 on Your business.

4 - no impact.

Does the product / service have a CE certificate?

Yes.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

Our application is a solution that takes into account health parameters for the complete personalization of the lifestyle program and health control. We focus not only on young people, but also help the elderly minimize cardiovascular risk, rapid muscle loss, and reduce the risk of sudden fractures.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Patient, corporation.



Information about the organization

Indicate the current stage of development.

Commercialization stage - we have the first paying customers.

How long has Your startup been operating?

For more than 2 to 5 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

6 - 15 people.



helfio



Finance

What is the current funding level for Your startup?

Bootstrapping.

What are Your sources of financing?

The founder's own funds (bootstrapping).

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Number of users.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union, United States, Canada, China.

Helping Hand

Limited Liability Company.



<https://hh24.pl/>



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Information about the solution

What is Your product / service?

Helping Hand is the first psychological support platform in Poland with the use of modern technological solutions. Platform users anonymously gain access to several hundred educational videos and articles created by experienced psychologists and licensed therapists, self-therapy tools, webinars and interactive meetings with experts (such as chats and individual inquiries to therapists). They also have the opportunity to take advantage of individual consultations with psychologists and online therapy. Over 100 psychologists and therapists are registered in the application.

In which medical area do You operate?

Psychology, psychotherapy, wellbeing.

What sector does Your solution operate in?

Telemedicine, internet platform (marketplace), AI/machine learning, education.

Describe the impact of Covid-19 on Your business.

5 - moderately positive impact.

Does the product / service have a CE certificate?

Not applicable.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

Helping Hand is distinguished primarily by its comprehensiveness. We provide full support to those in need, and each user can find their own path on the platform, which will guide them step by step from diagnosing the problem to solving it. We are also distinguished by an extensive B2B module that works like a cafeteria system. The employer can freely manage and control the budget allocated to support for employees - this is the only such solution in Poland.

We are also distinguished by relationships with therapists. Today, Helping Hand consists of over 100 experienced and verified therapists from Poland and the world. We provide services in Polish, English and Ukrainian.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Patient, corporation, public administration, insurance company, therapists, company employees and their families.



Information about the organization

Indicate the current stage of development.

Growth (expansion).

How long has Your startup been operating?

For more than 2 to 5 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

26 - 50 people.



Finance

What is the current funding level for Your startup?

5 million - 10 million PLN.

What are Your sources of financing?

Private investors, foreign VC.

Are You currently looking for funding?

No.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Revenue.



Foreign Expansion

Are You currently commercially present on foreign markets?

Commercial contracts signed.

Which countries / regions are important to Your business success?

European Union, Ukraine.

HigoSense

Limited Liability Company.



www.higosense.com



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Information about the solution

What is Your product / service?

HigoSense is a comprehensive telemedicine platform based on artificial intelligence and the Higo® medical device enabling basic tests and accurate diagnostics.

By enabling comprehensive examinations and remote diagnostics, HigoSense significantly extends the range of diseases that can be reliably diagnosed by a doctor during teleconsultation. The Higo® device is easy to use and provides high-quality medical data, reducing diagnosis time to minutes.

In which medical area do You operate?

Pediatrics, family medicine.

What sector does Your solution operate in?

Telemedicine, medical devices, AI/machine learning.

Describe the impact of Covid-19 on Your business.

6 - positive impact.

Does the product / service have a CE certificate?

Yes.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

HigoSense offers access to a medical platform connected to a medical device, through which a person who is not a doctor can perform basic tests:

- temperature measurement with a non-contact infrared thermometer,
- heart rate measurement,
- auscultation of the lungs, heart and abdomen (digital stethoscope),
- cough registration,
- imaging of the back wall of the throat, ear drum, skin imaging (medical camera).

The collected data is then sent in real time to the doctor for remote diagnosis, which is reduced to a few minutes thanks to Higo®.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, corporation, public administration.



Information about the organization

Indicate the current stage of development.

Growth (expansion).

How long has Your startup been operating?

For more than 2 to 5 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

26 – 50 people.



Finance

What is the current funding level for Your startup?

Over 20 million PLN.

What are Your sources of financing?

Grants from national funds, grants from European funds, private investors, domestic VC.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Development and implementation on the market of a certified medical device in less than 1 year. Acquiring new business partners and signing commercial contracts.



Foreign Expansion

Are You currently commercially present on foreign markets?

Commercial contracts signed.

Which countries / regions are important to Your business success?

European Union, Middle East.



Holo4Med

Joint-stock company.



Holo4Med.com



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Holo4Med



Information about the solution

What is Your product / service?

Holo4Med provides innovative solutions for the medical industry that increase the chances of saving human life through access to data "here and now". The Telemedical Platform "MediSmart" offered by the Company is used in many places, such as: patients' homes, hospitals, laboratories and clinics (public and private). The MediSmart platform changes the way medical staff communicate with patients and hospital information systems. It includes 4 modules that can be offered individually:

- 1) „MediXR” - Solution based on Mixed Reality technology and Microsoft HoloLens 2.0 goggles. Connected with IT systems in hospitals, they ensure the safety of medical staff during contact with the patient.
- 2) „MediHelp” - Mobile and web application integrated with medical diagnostic devices, such as: pulse oximeter, supporting remote treatment of patients.
- 3) „MediLIS” Integrator of Laboratory Information Systems.
- 4) „MediCR” Integrator for Clinical Research Management Systems.

A video of MediSmart: <https://youtu.be/9Ppgk0NkXT0>

Another product is „HoloMIAI” - an innovative image navigation system that uses mixed reality technology with the use of HoloLens goggles. Currently, the system is dedicated to abdominal ablation. The solution can potentially be used in oncological biopsies, thermoablation of cardiac arrhythmias, and thermoablation of thyroid glands. In order to precisely determine the position of the needle in the patient's body in real time, it is often necessary to combine two imaging techniques: ultrasound and CT. The procedure is additionally made more difficult by the patient's respiratory movements, as they cause the displacement of internal organs. An ideal system supporting interventional radiologists should offer a reliable fusion of ultrasound and computed tomography images, taking into account the respiratory mobility of the organ during the procedure.

Video: <https://www.youtube.com/watch?v=19JUDHot8M8In> **In which medical area do You operate?**

Cardiology, oncology, laboratory diagnostics, management of medical facilities.

What sector does Your solution operate in?

Telemedicine, standalone IT application, AI/machine learning, AR/VR, providing health services (prophylaxis, diagnostics, treatment) as a medical entity, education.

Describe the impact of Covid-19 on Your business.

7 - significantly positive impact.

Does the product / service have a CE certificate?

Not applicable.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

The MediSmart platform created by the Holo4Med team consists of four modules: MediXR, MediHELP, MediLIS and MediCR, which can function separately and as part of an integrated system. Individual modules enable medical consultation with the use of Mixed Reality technology, AI and Azure Communication Services. The possible functions include: visualization of organs as moving holograms, remote monitoring of patients at home based on mobile diagnostic devices and cognitive analytics supported by deep learning algorithms, as well as access to medical data both in hospital laboratories and at the doctor's office. Moreover, the solution addresses the needs of clinical trials and hospital laboratories.

Some modules are offered in a similar form by competitors. Some, like HoloMIAI, have no competition.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional, administrative staff of medical institutions.



Information about the organization

Indicate the current stage of development.

Commercialization stage - we have the first paying customers.

How long has Your startup been operating?

For more than one to two years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

6 – 15 people.



Finance

What is the current funding level for Your startup?

1 million – 2 million PLN.

What are Your sources of financing?

The founder's own funds (bootstrapping), crowdfunding.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Revenue.



Foreign Expansion

Are You currently commercially present on foreign markets?

Commercial contracts signed.

Which countries / regions are important to Your business success?

European Union, United States, Middle East.

HomeDoctor

Limited Liability Company.



<https://homedoctor.pl>



Information about the solution

What is Your product / service?

Teleconsultations, home visits, stationary visits.

In which medical area do You operate?

Cardiology, pulmonology, neurology, orthopedics, diabetology, oncology, gynecology, pediatrics, psychiatry, family medicine.

What sector does Your solution operate in?

Telemedicine, internet platform (marketplace), providing health services (prophylaxis, diagnostics, treatment) as a medical entity.

Describe the impact of Covid-19 on Your business.

5 - moderately positive impact.

Does the product / service have a CE certificate?

Not applicable.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

We are the only company with comprehensive medical solutions: teleconsultations, home and stationary visits as well as service delivery time (quick access to a doctor).

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, patient, corporation, insurance company.



Information about the organization

Indicate the current stage of development.

Growth (expansion).

How long has Your startup been operating?

For more than 5 to 10 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

26 – 50 people.



Finance

What is the current funding level for Your startup?

10 million – 20 million PLN.

What are Your sources of financing?

Foreign VC.

Are You currently looking for funding?

No.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Revenue.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union.

Human Biome Institute

Joint-stock company.



www.human-biome.com



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**Human Biome
Institute**



Information about the solution

What is Your product / service?

The Human Biome Institute is the first in Poland and one of the few in Europe biotechnology company working in the field of the human microbiome and the creator of a professional intestinal microbiota bank with the implementation of products containing a full intestinal microbiota consortium for human use. These preparations are used to transplant the intestinal microbiota - the transfer of the donor's intestinal microorganisms to the patient's gastrointestinal tract for therapeutic purposes. Our preparations (including the innovation on a national scale - capsules) provide, among others, over 90% curable rate of recurrent *C. difficile* infections (the most common nosocomial infection).

The Human Biome Institute was established as a result of the commercialization of scientific research, as a spin-off of the Medical University of Warsaw. Originally at the University, then at Human Biome and in close cooperation with universities, since 2014 we have been conducting research on the gut microbiome as a new type of biotherapeutic agent. With a very rich baggage of experience in hematology, transplantology, immunology and microbiology, we have combined many fields of medicine and technology to enter the world of the microbiome and discover the undiscovered. We focus on the most important domains of the microbiota - colonization resistance and immune response. We combine the latest technologies and computational methods with science at the highest level.

New generation biotherapeutics (BNG) that we are developing as medicinal products will contain: bacteria, bacteriophages (live biotherapeutic products), proteins and metabolites / postbiotics. It is a pioneering approach on a global scale - the creation of a new category of medicinal product - concerning the creation of a complementary product, applied sequentially, in a strictly defined manner, based on natural components of the intestinal microbiota selected using highly specialized computational methods.

In which medical area do You operate?

Oncology, immunology, infections, antibiotic resistance, *C. difficile*, immuno-oncology.

What sector does Your solution operate in?

Pharmaceuticals / dietary supplements, biotechnology, AI/machine learning, medical data.

Describe the impact of Covid-19 on Your business.

2 - negative impact.

Does the product / service have a CE certificate?

No, but it could be certified.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

Our drugs (biotherapeutics) are developed on the basis of high-throughput computational and predictive methods, and will also be isolated and generated based on dedicated laboratory platforms. Other companies use simpler methods, but high-scale methods are more expensive.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

A doctor or other healthcare professional, patient, public administration.



Information about the organization

Indicate the current stage of development.

Proof of Concept.

How long has Your startup been operating?

For more than 2 to 5 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

16 - 25 people.



Finance

What is the current funding level for Your startup?

5 million - 10 million PLN.

What are Your sources of financing?

Grants from national funds, private investors.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Acquiring capital.

Human Biome Institute



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union, United States.

Hyggio

Limited Liability Company.



<https://hyggio.com>



hyggio

Unique Spin in Clinical Trials



Information about the solution

What is Your product / service?

Hyggio - a comprehensive solution for clinical research centers.

In which medical area do You operate?

Not applicable.

What sector does Your solution operate in?

Pharmaceuticals / dietary supplements, standalone IT application, internet platform (marketplace), medical data.

Describe the impact of Covid-19 on Your business.

4 - no impact.

Does the product / service have a CE certificate?

Not applicable.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

User experience, application stability, user support.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Clinical trial centers.



Information about the organization

Indicate the current stage of development.

Growth (expansion).

How long has Your startup been operating?

For more than 2 to 5 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

16 - 25 people.



Finance

What is the current funding level for Your startup?

10 million - 20 million PLN.

What are Your sources of financing?

The founder's own funds (bootstrapping), domestic VC.

Are You currently looking for funding?

No.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Number of centers.



Foreign Expansion

Are You currently commercially present on foreign markets?

Most of the revenues come from abroad.

Which countries / regions are important to Your business success?

European Union, United States.

IC Solutions

Limited Liability Company.



icpen.pl



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Information about the solution

What is Your product / service?

IC Pen system for digitizing medical records kept in electronic form. The system allows for the digitization of documentation by collecting biometric features of the signatures. This makes the digitized document legally valid.

In which medical area do You operate?

Management and digitization of medical records in each area of the functioning of medical facilities, where a written consent (doctor or patient) is required.

What sector does Your solution operate in?

Standalone IT application.

Describe the impact of Covid-19 on Your business.

2 - negative impact.

Does the product / service have a CE certificate?

Not applicable.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

We are the only company to have an integrated system with six suppliers of HIS systems in Poland. We have a system for digitizing documentation using various types of devices, including digital pens (as the only one in the world), which, thanks to the integration bus, can send documentation directly to the domain system used in a medical facility.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional, patient, public administration.



Information about the organization

Indicate the current stage of development.

Growth (expansion).

How long has Your startup been operating?

For more than 5 to 10 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

6 – 15 people.



Finance

What is the current funding level for Your startup?

2 million - 5 million PLN.

What are Your sources of financing?

The founder's own funds (bootstrapping), grants from national funds, grants from European funds, domestic VC, organic growth (financing from revenues), incubation programs, accelerators, credit / loan from a financial institution.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Revenue.



Foreign Expansion

Are You currently commercially present on foreign markets?

Registered income from a foreign market.

Which countries / regions are important to Your business success?

European Union, United States.

iCast Medical

Limited Liability Company.



www.icast.pl



Information about the solution

What is Your product / service?

We promote and implement treatment concepts based on innovative alternatives to gypsum stiffeners - #Smartgips. At the same time, we focus on providing the patient with the safest possible path of recovery, offering products and concepts that support the treatment process, proven in the most demanding medical markets in the world. We focus on 95% of the treatment time during which the patient stays outside medical and rehabilitation units, offering the highest possible safety in addition to the maximum possible comfort in this difficult time for patients (HOME CARE). Thinking comprehensively about the path of recovery, we provide patients with multimedia instructions and proposals for rehabilitation exercises that the patient can perform at home, thus accelerating active recovery.

Our newest service aimed at post-traumatic and post-operative patients is the #Smartgips Repair Center, where we replace traditional orthopedic or light plaster with innovative smartgips, and we also offer a professional selection of relief shoes used in the Diabetes Foot Syndrome.

In which medical area do You operate?

Orthopedics, diabetology, sports medicine, rehabilitation.

What sector does Your solution operate in?

Medical devices, standalone IT application, internet platform (marketplace), providing health services (prophylaxis, diagnostics, treatment) as a medical entity, education.

Describe the impact of Covid-19 on Your business.

3 - moderately negative impact.

Does the product / service have a CE certificate?

Yes.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

In line with our original assumption, we only offer products and services that are innovative on the Polish medical market, such as the #Smartgips Repair Point, where you can safely, after consultation, replace a traditional plaster dressing with a comfortable and even waterproof #smartgips. It is a completely new service that complements and, in a way, extends the current offer of medical / orthopedic stores offering the sale / dispensing of orthoses and medical products. This offer is addressed to commercial patients who would like to replace their traditional, uncomfortable plaster dressing with a comfortable and safe #Smartgips, which allows access to the injury at any time, or even starting rehabilitation much earlier than in the traditional way of treatment (plaster + orthosis).



Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional, patient, insurance company.



Information about the organization

Indicate the current stage of development.

Growth (expansion).

How long has Your startup been operating?

For more than 2 to 5 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

1 - 5 people.



Finance

What is the current funding level for Your startup?

Bootstrapping.

What are Your sources of financing?

The founder's own funds (bootstrapping), private investors, organic growth (financing from revenues), credit / loan from a financial institution.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Number of users.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union.

iFightDepression®

(c/o WP5 Lead @ EAAD-Best.eu)

Spin-off at a public university (Maria Grzegorzewska University).



<https://iFightDepression.eu>
<https://tool.iFightDepression.com>
<https://eaad-best.eu>



ptoczyski@aps.edu.pl



iFightDepression®
european alliance against depression



Information about the solution

What is Your product / service?

We distribute iFightDepression in Poland.

In which medical area do You operate?

Psychiatry, cognitive behavioral therapy (iCBT).

What sector does Your solution operate in?

Telemedicine, digital interventions for mental health.

Describe the impact of Covid-19 on Your business.

7 - significantly positive impact.

Does the product / service have a CE certificate?

Not applicable.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

Our solution is evidence-based, backed by clinical research.

Have You already developed a business model?

No.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional, patient, corporation, public administration, insurance company, psychotherapeutic offices, psychological clinical practices.



Information about the organization

Indicate the current stage of development.

Commercialization stage - we have the first paying customers.

How long has Your startup been operating?

For more than 5 to 10 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

1 - 5 people.



Finance

What is the current funding level for Your startup?

Under 500.000 PLN.

What are Your sources of financing?

Grants from European funds, organic growth (financing from revenues).

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Acquiring capital.



Foreign Expansion

Are You currently commercially present on foreign markets?

Registered income from a foreign market.

Which countries / regions are important to Your business success?

European Union, United States, Canada, Europe outside the EU.

IMAGENE.ME

Joint-stock company.



www.imagene.me



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office@imagene.me



IMAGENE·ME



Information about the solution

What is Your product / service?

At Imagene.me, we create an ecosystem with solutions in the field of advanced genetic diagnostics, individualized therapy and personalized health prevention, based on an innovative model of sustainable, long-term access to genomic, biomedical and behavioral patient / user data. Within the ecosystem, the patient / user gains access to their own data, processed and interpreted using ML / AI methods, and can use them as part of combined services - alone or with the help of specialist doctors and other professionals providing services based on the user's biomedical data.

In which medical area do You operate?

Cardiology, diabetology, oncology, laboratory diagnostics, gynecology, clinical genetics, endocrinology, gastrology, allergology, dietetics, personalized prevention.

What sector does Your solution operate in?

Dietary services, biotechnology, telemedicine, medical devices, standalone IT application, AI/machine learning, medical data, providing health services (prophylaxis, diagnostics, treatment) as a medical entity, education.

Describe the impact of Covid-19 on Your business.

6 - positive impact.

Does the product / service have a CE certificate?

Yes.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

The Imagene.me solution in its current shape is innovative on a global scale. Several competitors in the USA create solutions containing selected elements of the Imagene.me ecosystem, but in no case are they such comprehensive solutions, combining elements of advanced genetic diagnostics, therapy with the use of digital medicine and a consultation system with specialists. The unique approach of Imagene.me is possible thanks to many years of experience in the field of technology and interpretation of genomic data as well as methods of obtaining and processing information using ML and AI.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional, patient, corporation.



Information about the organization

Indicate the current stage of development.

Growth (expansion).

How long has Your startup been operating?

For more than 2 to 5 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

26 - 50 people.



Finance

What is the current funding level for Your startup?

5 million - 10 million PLN.

What are Your sources of financing?

Grants from national funds, private investors, organic growth (financing from revenues).

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Revenue.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union, United States, Canada.

Infermedica

Limited Liability Company.



www.infermedica.com



office@infermedica.com



Information about the solution

What is Your product / service?

Infermedica creates a platform based on artificial intelligence to support patients, doctors and medical organizations in making decisions about further stages of treatment.

In which medical area do You operate?

Primary health care support.

What sector does Your solution operate in?

Medical devices, AI/machine learning.

Describe the impact of Covid-19 on Your business.

7 - significantly positive impact.

Does the product / service have a CE certificate?

Yes.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

Our platform is available in the form of API, which allows you to create your own solution based on our engine. Additionally, we offer 20 language versions, which enables us to help a wide group of patients all over the world.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional, patient, corporation, public administration, insurance company.



Information about the organization

Indicate the current stage of development.

Growth (expansion).

How long has Your startup been operating?

More than 10 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

More than 50 people.



Infermedica



Finance

What is the current funding level for Your startup?

Over 20 million PLN.

What are Your sources of financing?

Private investors, domestic VC, foreign VC, organic growth (financing from revenues), accelerators.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Revenue.



Foreign Expansion

Are You currently commercially present on foreign markets?

Most of the revenues come from abroad.

Which countries / regions are important to Your business success?

European Union, United States, Middle East.

Intellin

Limited Liability Company.



www.intellin.pl



+48 505 601 726



intellin.capsule@gmail.com



Information about the solution

What is Your product / service?

Our goal is to create an endoscopic capsule that enables 360-degree image recording and precise location of the capsule in the gastrointestinal tract. Our solution is designed for more accurate diagnostics, which will enable the use of better, more effective treatment.

In which medical area do You operate?

Medical imaging.

What sector does Your solution operate in?

Medical devices.

Describe the impact of Covid-19 on Your business.

4 - no impact.

Does the product / service have a CE certificate?

Not applicable.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

The key difference in relation to the existing technologies is the possibility of positioning the capsule during the examination with an accuracy of 1 mm in the XYZ axes. The positioning system does not require power, which enables long-term scanning of the gastrointestinal tract. An additional advantage is the patient's mobility during the test. As a team, we are aware that designing solutions to minimize surgical trauma is the future of medical care.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

A doctor or other healthcare professional, patient.



Information about the organization

Indicate the current stage of development.

Proof of Concept.

How long has Your startup been operating?

Less than 6 months.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

1 - 5 people.



Finance

What is the current funding level for Your startup?

1 million - 2 million PLN.

What are Your sources of financing?

Domestic VC.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

No.

What is the most important measure of Your success at the present stage of Your development?

Achieving the next milestones of the project, in line with the assumptions.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union, United States.

Intelliseq

Joint-stock company.



www.intelliseq.com



Information about the solution

What is Your product / service?

IT solutions for analyzing human genome readings.

In which medical area do You operate?

Laboratory diagnostics.

What sector does Your solution operate in?

Pharmaceuticals / dietary supplements, biotechnology, AI/machine learning, medical data, laboratory tests.

Describe the impact of Covid-19 on Your business.

3 - moderately negative impact.

Does the product / service have a CE certificate?

Not applicable.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

Modularity of the analytical system, comprehensiveness of the developed solutions, directions of development.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, corporation, insurance company.



Information about the organization

Indicate the current stage of development.

Commercialization stage - we have the first paying customers.

How long has Your startup been operating?

For more than 5 to 10 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

6 – 15 people.



Finance

What is the current funding level for Your startup?

2 million - 5 million PLN.

What are Your sources of financing?

Grants from European funds, private investors, organic growth (financing from revenues).

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Number of users.



Foreign Expansion

Are You currently commercially present on foreign markets?

Commercial contracts signed.

Which countries / regions are important to Your business success?

European Union, United States, East Asia.

INVEST IT

Limited Liability Company.



www.investit.dev



+48 601 861 643



info@appmedica.pl



www.appmedica.pl



Information about the solution

What is Your product / service?

Appmedica is a comprehensive IT solution for hospitals. It is a program for managing medical equipment and other property as well as for handling processes related to, among others, inventory, warehouse, procurement, purchase requests, IT asset management, vehicles, contract records. Our solution supports hospital and clinic employees in their daily work at every level: from investment planning, through handling notifications, to advanced reporting.

In which medical area do You operate?

Maintaining and monitoring the property of the health care unit.

What sector does Your solution operate in?

Medical devices, standalone IT application.

Describe the impact of Covid-19 on Your business.

1 - significantly negative impact.

Does the product / service have a CE certificate?

Not applicable.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

The system shortens the work time, offers an extensive and intuitive search engine, enables quick grouping and searching of information in the system, has an extremely easy-to-use user interface, is logically designed, the same operation can be done in several ways, our software can be customized - the user can adjust displayed content, integrates with other systems, has a web and mobile version.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, corporation.



Information about the organization

Indicate the current stage of development.

Growth (expansion).

How long has Your startup been operating?

For more than 5 to 10 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

6 – 15 people.



Finance

What is the current funding level for Your startup?

Bootstrapping.

What are Your sources of financing?

The founder's own funds (bootstrapping), grants from national funds.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Revenue.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union, Africa, Middle East.

IQ Dental System

Limited Liability Company.

IQ Dental



www.iqdental.pl



+48 794 101 404



biuro@iqdental.pl



Information about the solution

What is Your product / service?

Software for managing each dental office.

In which medical area do You operate?

Stomatology.

What sector does Your solution operate in?

Standalone IT application, medical data, providing health services (prophylaxis, diagnostics, treatment) as a medical entity.

Describe the impact of Covid-19 on Your business.

5 - moderately positive impact.

Does the product / service have a CE certificate?

Not applicable.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

Our software significantly speeds up the work in the dentist's office at each level.

For managers, these will be very extensive statistics and calculators that allow to verify the profitability of the office as well as delegating and monitoring tasks.

Doctors love our automatic treatment plans, which are generated after completing the diagram, and in addition, the patient receives full diagnostics with descriptions and animations for each diagnosis and the procedure carried out on his plan.

Assistants and registrars love the intelligent waiting list, automatic search for available dates or the internal communicator, thanks to which they can communicate with everyone in the office, without the need to run external programs.

Our HelpDesk section also stands out, as it has convinced customers to choose our solution instead of the competition.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional, patient.



Information about the organization

Indicate the current stage of development.

Growth (expansion).

How long has Your startup been operating?

For more than 2 to 5 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

1 - 5 people.



Finance

What is the current funding level for Your startup?

Bootstrapping.

What are Your sources of financing?

The founder's own funds (bootstrapping), grants from national funds.

Are You currently looking for funding?

No.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Revenue.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union, United States.

Jutro Medical

Limited Liability Company.



www.jutromedical.com



Information about the solution

What is Your product / service?

Primary healthcare clinic using modern IT technologies.

In which medical area do You operate?

Family medicine.

What sector does Your solution operate in?

Telemedicine, standalone IT application, medical data, providing health services (prophylaxis, diagnostics, treatment) as a medical entity, education.

Describe the impact of Covid-19 on Your business.

5 - moderately positive impact.

Does the product / service have a CE certificate?

Not applicable.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

We provide the patient with all the functionalities needed to benefit from effective primary health care in one friendly application. Thanks to the implementation of IT technology, we are able to increase the productivity of primary care physicians and thus give them more time to care for the patient - and provide the patient with quick access time to the patient.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Patient.



Information about the organization

Indicate the current stage of development.

Growth (expansion).

How long has Your startup been operating?

For more than 2 to 5 years.



Team

How many people are currently working with you?

More than 50 people.



Finance

What is the current funding level for Your startup?

Over 20 million PLN.

What are Your sources of financing?

Domestic VC, foreign VC.

Are You currently looking for funding?

No.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Number of users.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union.

jutro medical

KRN LABS

Natural person running a business activity.



<https://krn-labs.com>



+48 606 732 869



contact@krn-labs.com



KRN LABS



Information about the solution

What is Your product / service?

KRN Labs creates advanced high-fidelity surgical simulators, thanks to which doctors can acquire and improve their skills without endangering the health and lives of patients. So far, we have provided virtual reality (VR) and augmented reality (AR) software designed to simulate procedures in the field of general surgery, cardiology, endoscopy and ophthalmology. Our clients include the largest global medical corporations as well as Asian startups, universities and private clinics. Currently, we are focusing on the development of our own innovative simulator intended directly for individual users.

In which medical area do You operate?

Medical education.

What sector does Your solution operate in?

AI/machine learning, AR/VR, education.

Describe the impact of Covid-19 on Your business.

6 - positive impact.

Does the product / service have a CE certificate?

Not applicable.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

Our greatest advantage is the proprietary technology of simulating surgical procedures in real time, developed for over 10 years. Its value has been repeatedly proven by a number of successful implementations with a wide variety of customers - from Asian startups, through Polish universities, to American corporations.

We are also distinguished by our team, which is diverse and complementary in terms of competences (close cooperation of engineers, programmers and medics).

We are not only specialists in our fields, but above all enthusiasts who create innovative solutions tailored to the needs of modern medical education.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional, corporation.



Information about the organization

Indicate the current stage of development.

Commercialization stage - we have the first paying customers.

How long has Your startup been operating?

For more than one to two years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

6 - 15 people.



Finance

What is the current funding level for Your startup?

Bootstrapping.

What are Your sources of financing?

The founder's own funds (bootstrapping), organic growth (financing from revenues).

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Acquiring capital.



Foreign Expansion

Are You currently commercially present on foreign markets?

Registered income from a foreign market.

Which countries / regions are important to Your business success?

European Union, United States, Canada, China.

Labair

Limited Liability Company.



<https://labair.pl>



info@faradagroup.com



Information about the solution

What is Your product / service?

Medical transport of materials related to laboratory diagnostics for the needs of health care facilities using unmanned aerial vehicles (drones).

In which medical area do You operate?

Laboratory diagnostics.

What sector does Your solution operate in?

Laboratory tests, medical transport by drones.

Describe the impact of Covid-19 on Your business.

4 - no impact.

Does the product / service have a CE certificate?

Not applicable.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

On February 17, 2022, LabAir obtained the first consent of the Civil Aviation Authority in Poland to launch regular drone routes for a laboratory diagnostics company. The first regular drone routes were launched on the Warsaw-Sochaczew and Warsaw-Pultusk sections.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Corporation.



Information about the organization

Indicate the current stage of development.

Growth (expansion).

How long has Your startup been operating?

From 6 months to a year.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

6 – 15 people.



Finance

What is the current funding level for Your startup?

500.000 - 1 million PLN.

What are Your sources of financing?

The founder's own funds (bootstrapping), private investors, organic growth (financing from revenues).

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Revenue.



Foreign Expansion

Are You currently commercially present on foreign markets?

Registered income from a foreign market.

Which countries / regions are important to Your business success?

European Union.

LifeFlow

Limited Liability Company.



www.lifeflow.eu



Information about the solution

What is Your product / service?

System for safe, precise and non-invasive diagnosis of coronary heart disease.

At LifeFlow, we have developed a non-invasive diagnosis of coronary artery disease. Our technology is a combination of two non-invasive diagnostic methods: Coronary Computed Tomography Angiography (CCTA) combined with Continuous Non-invasive Blood Pressure (CNBP). It allows for a precise anatomical and functional assessment of the coronary arteries by creating three-dimensional vascular models, providing patient-specific FFR results in all arteries (LAD, RCA, LCX). Soon Polish patients and doctors will be able to use the groundbreaking non-invasive LifeFlow solutions in the diagnosis of coronary heart disease.

Our technology highlights:

- 1) Security - our technology allows for completely non-invasive anatomical and functional diagnostics of the coronary arteries, which can be performed on an outpatient basis (no hospitalization required). It does not carry the risk of side effects or complications, e.g. related to invasive diagnostics.
- 2) Innovation - the use of artificial intelligence and computational fluid dynamics algorithms ensures full diagnostic precision, while maintaining personalized patient results. Our technology supports doctors in making therapeutic decisions optimal for the patient and reduces the risk of making a mistake.
- 3) No restrictions - LifeFlow solutions have virtually no limitations in further technological development. We believe that our diagnostic methods dedicated to vascular diseases have a chance to become the "gold standard" around the world, not only in cardiology, but also in other areas such as oncology, pulmonology, angiology and neurology.

In which medical area do You operate?

Cardiology.

What sector does Your solution operate in?

Medical devices, standalone IT application, AI/machine learning.

Describe the impact of Covid-19 on Your business.

4 - no impact.

Does the product / service have a CE certificate?

Yes.

LIFE FLOW

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

1. LifeFlow technology is a completely non-invasive anatomical and functional diagnosis of coronary artery disease. The method ensures safety during the examination and does not involve the risk of side effects or complications related to, for example, invasive diagnostics. It can also be used in some patients in whom coronary angiography (coronary angiography) is contraindicated.
2. Provides personalized results for a given patient, showing strictures in all arteries of the heart, ensuring full diagnostic precision. Thanks to the use of artificial intelligence algorithms and computational fluid mechanics, the technology supports doctors in making therapeutic decisions and reduces the risk of making a mistake.
3. It is an application that is convenient to use. All you need to do is log in to the platform where the patient's results are uploaded to be able to explain the test results and establish a treatment plan in a simple and understandable way on the basis of three-dimensional models of the coronary arteries.
4. It makes it possible to diagnose patients on an outpatient basis, without the need for hospitalization, thus reducing the number of invasive tests.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional, patient.



Information about the organization

Indicate the current stage of development.

Minimum Viable Product.

How long has Your startup been operating?

For more than 5 to 10 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

More than 50 people.



Finance

What is the current funding level for Your startup?

10 million - 20 million PLN.

What are Your sources of financing?

Grants from national funds, private investors.

Are You currently looking for funding?

No.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

No.

What is the most important measure of Your success at the present stage of Your development?

Number of patients diagnosed with the help of LifeFlow technology.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union, United States.

LifeVac

Natural person running a business activity.



www.lifevac.pl



+48 600 646 112



info@lifevac.pl



LifeVac

Szybka pomoc
w zadławieniach



Information about the solution

What is Your product / service?

LifeVac - Fast Choking Assistance.

In which medical area do You operate?

Emergency medical services.

What sector does Your solution operate in?

Medical devices.

Describe the impact of Covid-19 on Your business.

1 - significantly negative impact.

Does the product / service have a CE certificate?

Yes.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

Efficiency and simplicity of the device operation.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional, patient, administracja publiczna.



Information about the organization

Indicate the current stage of development.

Commercialization stage - we have the first paying customers.

How long has Your startup been operating?

For more than 2 to 5 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

1 - 5 people.



Finance

What is the current funding level for Your startup?

Bootstrapping.

What are Your sources of financing?

The founder's own funds (bootstrapping), credit / loan from a financial institution.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Revenue.



Foreign Expansion

Are You currently commercially present on foreign markets?

Registered income from a foreign market.

Which countries / regions are important to Your business success?

European Union.

MedApp

Joint-stock company.



<https://medapp.pl>



+48 533 306 117



biuro@medapp.pl

MedApp

EMPOWERING PEOPLE FOR BETTER HEALTH



Information about the solution

What is Your product / service?

MedApp is a technology company. Our innovative solutions for medicine revolutionize the way people can heal and save lives. We operate in innovative areas of new technologies on the border of science, medicine and information technology. Our focus is on:

Artificial intelligence: constant improvement of the quality of diagnoses of diseases and continuous development thanks to the use of modern IT tools.

3D Imaging: Mixed Reality (MR) and Augmented Reality (AR) technologies to improve diagnosis and treatment.

Big Data analysis: analysis of aggregated data with the use of many peripheral devices and their handling in an innovative telemedicine system.

Our products are:

- 1) CarnaLife Holo is a breakthrough on a global scale, 3D imaging technology. Thanks to the software developed by MedApp S.A., with the help of Microsoft HoloLens 2 goggles, the doctor has the possibility to use three-dimensional visualization of image data, which allows for the assessment of complex geometric relationships both during planning and conducting the procedure. The user can interact with the displayed hologram, including rotating it, scaling, moving or entering the interior of anatomical structures - using gestures and voice commands, without losing sterility and the need to cooperate with an additional technician. The goggles are an interactive screen available during treatment planning and anywhere in the treatment room, but most importantly, they increase the productivity of doctors and the precision of the procedure. The use of CarnaLife Holo ultimately reduces health care costs.
- 2) CarnaLife System is an innovative software for conducting in-depth, remote patient diagnostics outside medical facilities. Our unique solution (software) is used in the field of digital medicine for teleconsultation, analytically supported by a number of devices for remote diagnostics. This solution allows for long-term, in-depth healthcare in line with the concept of value based healthcare.
- 3) HoloComm is an augmented reality application that works in cooperation with Microsoft HoloLens2 goggles. The program is used for collaborative work in virtual 3D space using holograms that are visualizations of various types of files: 3D models in GLB, FBX or STL formats, graphic files (photos / images) in JPG, PNG, video files in MP4 or PDF files etc.

- 4) The Digital Clinic is consultation, diagnostics and monitoring of the patient's health in one place. The platform enables remote specialist consultations, patient diagnostics at any place and time, and on-going verification of test results through artificial intelligence (AI) algorithms. The assumption is the maximum support of the doctor in the treatment process, especially in chronically ill people. We also meet the needs of patients who want to take care of their health by minimizing the time that needs to be devoted to it, compared to stationary medical and diagnostic visits.

In which medical area do You operate?

Cardiology, orthopedics, diabetology, oncology, cardiac surgery, vascular surgery, urology, laryngology.

What sector does Your solution operate in?

Telemedicine, medical devices, AI/machine learning, AR/VR, medical data.

Describe the impact of Covid-19 on Your business.

5 - moderately positive impact.

Does the product / service have a CE certificate?

Yes.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

Our technologies are innovative on a global scale. They are constantly evolving and developed by a team of experts in medicine, science and technology. We are aware that in the era of the digital revolution, the development of CarnaLife Holo, CarnaLife System, HoloComm and the Digital Clinic is of key importance, therefore we invest our resources with passion and dedication, caring for the progress of life-saving technologies. We increase the possibility of their use and the satisfaction of end users by creating fully global products that can be successfully used by medical centers around the world.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional, patient, corporation, public administration, insurance company.



Information about the organization

Indicate the current stage of development.

Growth (expansion).

How long has Your startup been operating?

More than 10 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

26 – 50 people.



Finance

What is the current funding level for Your startup?

Over 20 million PLN.

What are Your sources of financing?

Grants from national funds, stock market, organic growth (financing from revenues), accelerators.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Development of the Company on foreign markets with a simultaneous increase in revenues and net profits.



Foreign Expansion

Are You currently commercially present on foreign markets?

Registered income from a foreign market.

Which countries / regions are important to Your business success?

European Union, United States, Canada, South America, Australia and Oceania, India.

Medbot

Limited Liability Company.



www.medbot.pl



biuro@medbot.pl



Information about the solution

What is Your product / service?

Voicebots, dialogue agents in patient service, free speech extraction (NLU) systems, data mining, document classification systems, voice interfaces in medicine, forecasting.

In which medical area do You operate?

In all specializations.

What sector does Your solution operate in?

Telemedicine, AI/machine learning, medical data.

Describe the impact of Covid-19 on Your business.

6 - positive impact.

Does the product / service have a CE certificate?

Not applicable.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

Domain knowledge in a wide range.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional.



Information about the organization

Indicate the current stage of development.

Minimum Viable Product.

How long has Your startup been operating?

For more than 2 to 5 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

1 - 5 people.



Finance

What is the current funding level for Your startup?

Bootstrapping.

What are Your sources of financing?

The founder's own funds (bootstrapping).

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

No.

What is the most important measure of Your success at the present stage of Your development?

Product development.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union.

Medcases - Wirtualny Pacjent

Limited Liability Company.



<https://medcases.pl>

Medcases



Information about the solution

What is Your product / service?

Medcases is our response to the growing demand for IT systems for teaching medical staff through experience. It is a platform where students and doctors, taking active part in realistic clinical scenarios, set in safe and repeatable conditions, learn how to make independent decisions in easy and difficult medical cases. Our Medcases e-learning application is not only science in itself, it is also a modern way of approaching teaching. Our goal is to transfer knowledge and develop appropriate habits in students and doctors, which they will later use in practice.

In which medical area do You operate?

Cardiology, pulmonology, neurology, radiology, orthopedics, diabetology, oncology, gynecology, laboratory diagnostics, pediatrics, psychiatry, family medicine.

What sector does Your solution operate in?

AI/machine learning, medical data, education.

Describe the impact of Covid-19 on Your business.

5 - moderately positive impact.

Does the product / service have a CE certificate?

Not applicable.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

We approach teaching comprehensively. Initially, we based our business model on virtual patients. Currently, we are also developing reliable medical content that completes the theoretical and practical teaching cycle. We invest in new technologies, including machine learning, for even better gamification and personalization.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

A doctor or other healthcare professional, students of medical professions, paramedics, nurses, medical universities.



Information about the organization

Indicate the current stage of development.

Growth (expansion).

How long has Your startup been operating?

For more than 2 to 5 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

6 – 15 people.



Finance

What is the current funding level for Your startup?

1 million - 2 million PLN.

What are Your sources of financing?

The founder's own funds (bootstrapping).

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Number of users.



Foreign Expansion

Are You currently commercially present on foreign markets?

Registered income from a foreign market.

Which countries / regions are important to Your business success?

European Union, United States, Canada, Australia and Oceania.

medi.com

Limited Liability Company.



www.medi.com.pl



71 307 15 95



office@medi.com.pl



Information about the solution

What is Your product / service?

Our product is software for medical facility management, imaging and photo archiving.

In addition, we offer the HD-1000 video colposcope, air sterilizers and accessories for computer devices. We also handle signatures and electronic forms in the proprietary DocumentsInCloud application.

In which medical area do You operate?

Gynecology, endoscopy, otolaryngology, ophthalmology.

What sector does Your solution operate in?

Medical devices, standalone IT application.

Describe the impact of Covid-19 on Your business.

1 - significantly negative impact.

Does the product / service have a CE certificate?

Yes.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

Software: imaging function from most of the available diagnostic devices that allows you to record the examination and accurately analyze the image frame by frame. A number of planimetric tools available in the program that allow you to identify disturbing elements. A specialized FC / LS module, dedicated to ophthalmologists, which allows you to compare the performed tests and support diagnosis. An online registration module for the facility will also be available soon, allowing patients to register at the facility 24/7 and improving the registration experience.

The device: very good value for money, the option of connecting an additional monitor - the possibility of discussing the examination with the patient during its duration; color filters that are applied live to the camera image and help you see changes invisible to the naked eye. Possibility of individual adjustment of the device to the needs of the facility.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional.



Information about the organization

Indicate the current stage of development.

Growth (expansion).

How long has Your startup been operating?

For more than 5 to 10 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

6 – 15 people.



Finance

What is the current funding level for Your startup?

Less than 500.000 PLN.

What are Your sources of financing?

Grants from national funds, grants from European funds, organic growth (financing from revenues).

Are You currently looking for funding?

No.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Profit.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union, Australia and Oceania.

Medical Image Dataset Annotation Service

Limited Liability Company.



<https://midas.radiato.ai>



+48 510 583 724



contact@radiato.ai



Information about the solution

What is Your product / service?

Application for building and managing medical data sets in order to prepare them for machine learning or any statistical analysis.

In which medical area do You operate?

Radiology or any other area based on image or parametric data.

What sector does Your solution operate in?

Standalone IT application, medical data, machine learning.

Describe the impact of Covid-19 on Your business.

5 - moderately positive impact.

Does the product / service have a CE certificate?

No, but it could be certified.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

The key distinguishing feature is the automatic creation of statistics without the need to export data, which the competition lacks. The application has a universal recording format and allows for full anonymization of data in real time.

Have You already developed a business model?

No.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional, research unit.



Information about the organization

Indicate the current stage of development.

Minimum Viable Product.

How long has Your startup been operating?

For more than one to two years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

1 - 5 people.



Finance

What is the current funding level for Your startup?

Less than 500.000 PLN.

What are Your sources of financing?

Foreign VC.

Are You currently looking for funding?

No.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

No.

What is the most important measure of Your success at the present stage of Your development?

Number of users.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union, United States.

Medical Inventi

Joint-stock company.



www.medicalinventi.pl



+48 667 330 883



biuro@medicalinventi.pl



Medical Inventi

Medical Inventi. Improving Lives.



Information about the solution

What is Your product / service?

Medical Inventi is the sole owner of intellectual property rights, technology, know-how and patents related to the innovative bone replacement composite. FlexiOss® is a brand of composite dedicated to orthopedic and traumatology applications. The FlexiOss® Dent brand was created for dentistry, and in veterinary medicine the products are commercialized under the FlexiOss® Vet brand. It is an original solution in the field of modern 3rd generation implant preparations. It is a product innovation on the global market, as evidenced by, for example, international patent protection. In terms of composition and properties, it is similar to bone tissue, characterized by biocompatibility, bioactivity and non-toxicity. Due to its high and differentiated porosity, it can be a scaffold for osteogenic cells derived from the walls of the bone defect, and due to high ionic reactivity (bioactivity), it can significantly affect the bone reconstruction process. It is a material that absorbs fluids (e.g. blood, plasma, drug solutions), thanks to which it can act as a carrier of biological substances, especially antibacterial drugs, which allows limiting the systemic use of antibiotics in the periprocedural period. FlexiOss® implants show elastic properties, good surgical maneuverability, when wet, they can be adjusted to the desired shape during the procedure. They are prone to individual adjustment to the dimensions (shape) of the defect being supplemented during surgery by cutting or bending. Due to their cohesiveness, they do not move and do not separate from the site of implantation. Their ease of use, i.e. forming, cutting and filling bone defects, gives the operator a lot of freedom, allowing the filling of large defects of irregular shape. This surgical convenience and the ability to soak the material with drug solutions (e.g. antibiotics) and patients' blood (haemostatic effect) met with great interest of the studied group of doctors. Thanks to its properties, the bio-composite can facilitate the work of doctors who often carry out long-lasting operations. The composite does not contain animal components, unlike many commercial animal collagen-based biomaterials. Additionally, the preparation may be impregnated with antibacterial and / or tissue growth promoting substances, providing a scaffold for osteoblasts. From the patient's point of view, FlexiOss® enables proper bone tissue reconstruction, low risk of infection and healing rejection, and avoiding allergies and inflammatory foci.

In which medical area do You operate?

Orthopedics, veterinary medicine, dentistry.

What sector does Your solution operate in?

Biotechnology, medical devices.

Describe the impact of Covid-19 on Your business.

3 - moderately negative impact.

Does the product / service have a CE certificate?

Yes.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

Bone replacement composites from the FlexiOss® family are characterized by three main distinguishing features:

- The first is surgical convenience (i.e. convenience for the surgeon due to the flexibility that allows for the possibility of shaping and accurately adjusting to the shape and size of the defect). Other hydroxyapatite preparations used in medicine are applied in the form of powders, granules, and shapes, and are surgically bulky (inconvenient).
- The second feature is the enormously developed specific surface of the ceramic phase (characterized by significant microporosity), the consequence of which is a significant degree of ion adsorption from the fluids surrounding the implant and accelerated mineralization (so-called bioactivity), which favors the intensification of implant ossification in vivo.
- Minimizing the risk of viral contamination and the risk of immune reactions due to the use of a sugar polymer.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Patient.



Information about the organization

Indicate the current stage of development.

Commercialization stage - we have the first paying customers.

How long has Your startup been operating?

More than 10 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

6 – 15 people.

Medical Inventi



Finance

What is the current funding level for Your startup?

10 million - 20 million PLN.

What are Your sources of financing?

Grants from European funds, private investors, domestic closed-end investment funds, legal persons.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Growing number of product testing centers and capital obtained for further product development (R&D projects) and sales.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union, United States, East Asia, Middle East.

Medicalls

Limited Liability Company.



www.medicalls.eu



biuro@medicalls.eu



Information about the solution

What is Your product / service?

Mobile Telemedicine Modules.

We design, build, equip and deliver to the indicated place on an individual order, independent, modern standing facilities for medical purposes.

The modules can be used as places for: patient service with the participation of medical personnel, telemedicine consultation, collection of diagnostic samples, for the analysis of test results (e.g. a laboratory).

In which medical area do You operate?

Cardiology, gynecology, laboratory diagnostics, pediatrics, psychiatry, family medicine, primary healthcare.

What sector does Your solution operate in?

Telemedicine, medical devices, robotics, standalone IT application, internet platform (marketplace), AI/machine learning, medical data, blockchain, laboratory tests, providing health services (prophylaxis, diagnostics, treatment) as a medical entity.

Describe the impact of Covid-19 on Your business.

3 - moderately negative impact.

Does the product / service have a CE certificate?

Not applicable.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

We offer the only fully automated and self-cleaning outdoor facility on the market for telemedicine purposes.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional, patient, corporation, public administration, insurance company.



Information about the organization

Indicate the current stage of development.

Minimum Viable Product.

How long has Your startup been operating?

For more than one to two years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

1 - 5 people.



Finance

What is the current funding level for Your startup?

Bootstrapping.

What are Your sources of financing?

The founder's own funds (bootstrapping).

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

No.

What is the most important measure of Your success at the present stage of Your development?

Acquiring capital.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union, United States, Canada, Africa, Middle East.



www.medic.e.app



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info@medice.app



Information about the solution

What is Your product / service?

medICE is a mobile application for communication exclusively for doctors and a web platform for participants of the health sector, the purpose of which is to:

- support for coordinated patient care (VBHC);
- increasing the effectiveness of treatment through the possibility of quick and safe consultation in priority therapeutic areas: COPD, cancer (including lung cancer), asthma, diabetes, heart failure;
- doctor's time saving - events, legal and medical knowledge base in one smart tool;
- democratization of access to specialists (a family doctor in a small town will have access to the knowledge of the best experts);
- support for young doctors in the diagnosis of "first" patients;
- optimal use of doctors' time availability ("zero waste") for digital services.

medICE is a pioneering tool on the European market that allows for quick consultation between doctors in line with the GDPR, expanding your own network of contacts, and building a dialogue between divisions. The product also integrates the Pharma, insurance and medical facilities (better access to the target group, promotion, recruitment, screening).

In which medical area do You operate?

Cardiology, pulmonology, radiology, orthopedics, oncology, gynecology, family medicine, therapeutic areas / disease entities within health care priorities.

What sector does Your solution operate in?

Internet platform (marketplace), AI/machine learning, medical data, education, communication between doctors.

Describe the impact of Covid-19 on Your business.

6 - positive impact.

Does the product / service have a CE certificate?

Not applicable.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

It is the only application on the European market that allows for safe and quick consultation at the same time - obtaining expert opinion in a short time, increasing the chances of effective treatment (and diagnosis). Often times, it will even make it possible to reach the required

specialist (thanks to a digital solution). It will allow for coordination of treatment by the attending physician (VBHC) and ensure a higher quality of consultations (selection of a specific specialist by the physician), and, as a result, increased patient confidence.

medICE is the first application that meets the requirements of the GDPR in consulting more difficult cases and data transfer on the European market. Application: easy, intuitive, fast, easy to use, convenient. Uses AI / ML in consultations. For computers, tablets and phones. It is also a network of contacts (it allows you to build a global community within healthcare). Additionally, the platform is: an aggregate of key industry information. Professional materials (according to the user's preferences - application of AI / ML). The largest aggregated database of events in Poland (with filtering option).

The medICE product is a med-tech tool and uses innovative solutions in the field of artificial intelligence, machine learning, teleconsultation, to support the search automation process and sharing medical knowledge on the platform.

The medICE solution is an innovative product, exhausting the scope of application of process and product - technological innovations. The applied innovations have a European scope, and on some levels - also a global one.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

A doctor or other healthcare professional.



Information about the organization

Indicate the current stage of development.

Minimum Viable Product.

How long has Your startup been operating?

For more than one to two years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

1 - 5 people.



Finance

What is the current funding level for Your startup?

Less than 500,000 PLN.

What are Your sources of financing?

The founder's own funds (bootstrapping), accelerators.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

No.

What is the most important measure of Your success at the present stage of Your development?

Acquiring capital.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union.

Medicofarma Biotech

Joint-stock company.



<https://medicofarmabiotech.pl>



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Information about the solution

What is Your product / service?

Medicofarma Biotech is a research and development company in the biotechnology sector dealing with work on innovative drugs, medical devices and biotechnological products. The company focuses on the design, development and marketing of drugs that are a breakthrough in the prevention and treatment of lifestyle diseases. Medicofarma Biotech is one of the few companies in Poland that conducts research on drug therapies using RNA technology. We are currently developing oncological therapies using effective RNA molecules in biocompatible carriers and therapies supporting the body after chronic diseases, including COVID-19. We also provide research, analytical and consulting services for external entities.

Our projects are:

ATN-RNA - The goal is to use nucleic acid (RNA) technology to reduce the level of expression of proteins that make up the extracellular matrix in breast, ovarian, pancreatic and glioblastoma cancers.

LIVER CANCER - A potential anticancer drug based on small molecules for the treatment of liver cancer with significantly reduced toxicity, reducing the burden on the body and potentially increasing life expectancy and survival.

POST RADIO & CHEMOTHERAPY RECOVERY - Potential adaptogenic medicinal product of plant origin, improving immunity, concentration, well-being, accelerating regeneration and cleansing the body, especially after chemotherapy and radiotherapy.

MOUTH DISEASES SUPPORT & RECOVERY - Dietary supplement for the prevention and support in diseases of the oral cavity.

"CANCER PRINT" PLATFORM - Development of new tissue models of breast cancer, ovarian cancer, pancreatic cancer and brain tumors for the study of innovative drug candidates based on 3D bio-printing technology of living tissues. This allows the cellular interactions in the neoplastic microenvironment to be mimicked exactly, thus improving the accuracy of the test results.

In which medical area do You operate?

Pulmonology, oncology, laboratory diagnostics.

What sector does Your solution operate in?

Pharmaceuticals / dietary supplements, biotechnology.

Describe the impact of Covid-19 on Your business.

5 - moderately positive impact.

Does the product / service have a CE certificate?

Yes.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

- 1) The company has a patented therapeutic molecule;
- 2) The company has undergone in vivo tests on animals as part of its research on glioblastoma;
- 3) The company has diversified sources of income (sale of PCR tests for coronavirus detection, sale of laboratory services);
- 4) The company cooperates scientifically with the staff from the Institute of Bioorganic Chemistry of the Polish Academy of Sciences in Poznań.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional, patient.



Information about the organization

Indicate the current stage of development.

Proof of Concept.

How long has Your startup been operating?

For more than one to two years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

6 – 15 people.



Finance

What is the current funding level for Your startup?

5 million - 10 million PLN.

What are Your sources of financing?

The founder's own funds (bootstrapping), private investors, sale of tests and laboratory services.

Medicofarma Biotech

Are You currently looking for funding?

No.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Progress in the conducted research, recruiting highly-qualified research and development staff.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union.

Medidesk

Limited Liability Company.

medidesk⁷



<https://medidesk.pl>



22 250 08 50



biuro@medidesk.pl



Information about the solution

What is Your product / service?

The Medidesk application is an innovative tool for comprehensive service and analysis of patient reports, which aims to improve the work of medical registration and provide real financial benefits to the facility.

Medidesk supports owners and managers of medical facilities in the daily management of the registration team. Working with the application allows you to automate all activities related to patient service and better control of the effectiveness and quality of the work of the entire team that it manages.

At Medidesk, the manager has access to all reports, charts and data from the work of his facility in real time from anywhere he is currently located.

For registrars, Medidesk is a "virtual command center" that allows you to record all telephone calls, e-mail reports and inquiries sent via web-sites and forms.

Thanks to the possibility of redirecting calls from mobile and landline phones directly to the application, Medidesk organizes the telephone traffic in the entire facility and allows you to control the number of daily telephone calls handled by the facility registration.

Working with our application is also the ability to modify and track in real time the effectiveness of marketing activities and financial resources spent in order to maximize the sale of medical services. The application identifies all online and offline marketing sources (Google Ads campaigns, leaflets, billboards, Social Media - Facebook).

Medidesk also offers access to its own application designed for online medical consultations. Medidesk Telemedicine is dedicated to medical facilities and doctors to implement safe teleconsultations via chat, video or audio conversation. It enables efficient online patient service and improves the efficiency of the doctor's and staff's work.

MediBot by Medidesk is a kind of intelligent voice assistant based on artificial intelligence technology. It is able to take over a large part of the duties of medical registration employees, thus relieving them of answering the repetitive questions that patients call each day. Thus, it contributes to the increase of work efficiency, which translates into better patient service and higher income of the facility.

Medidesk is made up of a team of specialists who know the specifics and needs of the medical industry, who in addition to implementing the application and training staff in the field of application functionality, conduct research on the work potential of Medical facilities registration and train teams in the field of effective registration and efficient customer service.

In which medical area do You operate?

Application for comprehensive service management and analysis of patient reports in medical facilities.

What sector does Your solution operate in?

Telemedicine, standalone IT application, AI/machine learning.

Describe the impact of Covid-19 on Your business.

5 - moderately positive impact.

Does the product / service have a CE certificate?

Not applicable.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

1. The Medidesk application was designed after consultation with managers and employees of registration of medical facilities. Its continuous development is based on regular conversations and meetings with users who use Medidesk on a daily basis. Competitive applications are solutions for everyone that does not stand out with solutions dedicated to the medical industry.
2. Medidesk is a tool that improves the work of registration and brings real financial benefits in the facility. These activities are based, inter alia, on systematic audits of registration work, audits of call recordings and employee training. Such a holistic approach to medical entities distinguishes the application from the competition, which focuses only on the implementation of IT solutions.
3. Competitive solutions are systems mainly for call centers and receptionists, the Medidesk application provides a number of functionalities for managers of medical entities regardless of their location.
4. Medidesk is integrated with many communication channels, ie website, interactive forms, VoIP systems, and any other interactive service providers. The great advantage of the Medidesk application is its flexible approach and the possibility of integration using any interactive technologies. Own API solutions allow you to quickly implement and integrate with any system and solution. Competitive applications are quite limited in the so-called integrating freely.
5. Unlike the competition, as part of the implementation of the Medidesk application, an individual marketing ecosystem is introduced, advertising traffic is monitored from various sources, including Facebook, Google Ads campaigns and traditional forms of advertising such as posters, leaflets, sponsored articles. Thanks to the vast marketing knowledge acquired as part of the Media Health agency, all important parameters of marketing effectiveness are measured in real time. Competitive applications do not use such solutions.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

A medical facility with at least 1 registration station.



Information about the organization

Indicate the current stage of development.

Growth (expansion).

How long has Your startup been operating?

For more than 2 to 5 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

26 – 50 people.



Finance

What is the current funding level for Your startup?

5 million - 10 million PLN.

What are Your sources of financing?

The founder's own funds (bootstrapping), private investors.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Revenue.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union, United States.

Medinice

Joint-stock company.



biuro@medinice.pl



Information about the solution

What is Your product / service?

Innovative technologies for the treatment of cardiac arrhythmias.

In which medical area do You operate?

Cardiology.

What sector does Your solution operate in?

Medical devices.

Describe the impact of Covid-19 on Your business.

2 - negative impact.

Does the product / service have a CE certificate?

No, but it could be certified.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

The products developed by Medinice are so innovative that we hope that they will shorten the treatment time, reduce costs and potentially be more effective than competing products.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

A doctor or other healthcare professional.



Information about the organization

Indicate the current stage of development.

Minimum Viable Product.

How long has Your startup been operating?

For more than 5 to 10 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

16 – 25 people.



Finance

What is the current funding level for Your startup?

Over 20 million PLN.

What are Your sources of financing?

The founder's own funds (bootstrapping), grants from national funds, private investors.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

No.

What is the most important measure of Your success at the present stage of Your development?

Revenue.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union, United States.

Mediprintic

Limited Liability Company.



www.mediprintic.eu



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Information about the solution

What is Your product / service?

A set of medical devices for the treatment of forearm injuries, which includes an adjuster, a 3D scanner and a set of forearm orthoses.

In which medical area do You operate?

Orthopedics.

What sector does Your solution operate in?

Medical devices, robotics, medical data, rehabilitation.

Describe the impact of Covid-19 on Your business.

6 - positive impact.

Does the product / service have a CE certificate?

No, but it could be certified.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

Thanks to the use of a set of medical devices from Mediprintic, we improve the process of treating forearm injuries. Thanks to the use of the adjuster, we can more precisely adjust, accelerate and improve the process of adjusting the forearm fracture in a manner controlled by a doctor and set it in the appropriate position for proper bone union for a given type of injury. A medical scanner supports the orthosis selection process. Due to its construction, the orthosis provides adequate stiffness of the forearm in order to stabilize the forearm, with the possibility of adjusting the pressure on the hand surface, so that after the gradual swelling resorption, the required degree of limb immobilization is still maintained. The orthosis will also allow for the implementation of the early rehabilitation system, i.e. after the period of initial bone union, the patient can start exercising, which will shorten his recovery time. Contrary to the competition, the Mediprintic solution allows to shorten the doctor's working time while providing the patient with appropriate orthopedic equipment, reduces the number of necessary medical personnel during the setting process and reduces the patient's movement around various departments in the hospital, thanks to which he is able to leave hospitals faster than now. The completely implemented solution will lower the costs related to the functioning of the departments dealing with the treatment of forearm injuries.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional, patient, insurance company.



Information about the organization

Indicate the current stage of development.

Minimum Viable Product.

How long has Your startup been operating?

For more than one to two years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

6 – 15 people.



Finance

What is the current funding level for Your startup?

2 million - 5 million PLN.

What are Your sources of financing?

The founder's own funds (bootstrapping), grants from national funds, domestic VC, incubation programs, accelerators.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

No.

What is the most important measure of Your success at the present stage of Your development?

Revenue.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union, United States, Canada, Middle East.

Medtransfer

Limited Liability Company.



www.medtransfer.pl



info@medtransfer.pl



Information about the solution

What is Your product / service?

Medtransfer is an online platform that allows you to conveniently and securely transfer large files with imaging results (e.g. MRI) via a time-limited, password-protected link. These files are usually so large that they cannot be emailed. This solution is particularly important for patients with limited mobility or immunity.

In which medical area do You operate?

Radiology.

What sector does Your solution operate in?

Telemedicine, standalone IT application, internet platform (marketplace), AI/machine learning.

Describe the impact of Covid-19 on Your business.

7 - significantly positive impact.

Does the product / service have a CE certificate?

Not applicable.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

Our products allow you to send and receive imaging test results with descriptions. This limits the patient's visit to the facility only to performing the test - he receives all the documentation electronically. In addition to our proprietary browser, we have implemented several artificial intelligence methods, such as convolutional neural networks, to support the analysis of medical images. The solutions used by us already allow calculating the volume of brain tumors, and in subsequent versions of the platform they will allow, among others, to recognize the characteristic patterns of cardiac diseases.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional, patient.



Information about the organization

Indicate the current stage of development.

Commercialization stage - we have the first paying customers.

How long has Your startup been operating?

For more than one to two years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

16 - 25 people.



Finance

What is the current funding level for Your startup?

1 million - 2 million PLN.

What are Your sources of financing?

The founder's own funds (bootstrapping), grants from national funds, domestic VC.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Acquiring capital.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union, South America.



Information about the solution

What is Your product / service?

medVC - an interactive tool for remote cooperation for doctors, enabling real-time audio-video communication and the use of specialized medical services. It is intended for installation in operating theaters, conference rooms and doctor's offices. It enables the transmission of multiple high definition (HD) video streams from cameras, microscopes, endoscopes and other medical devices. Doctors can pause an image, draw on an image, take photos, work together on DICOM images, record a session, and even broadcast it live over the Internet. In addition, medVC can transmit stereoscopic (3D) video images from surgical robots or 3D endoscopes. All these features make medVC an excellent telemedicine tool for remote collaboration and education in medicine. The primary purpose of the medVC system is, in general, remote collaboration between doctors and medical education.

In which medical area do You operate?

Cardiology, neurology, radiology, orthopedics, oncology, gynecology, pediatrics.

What sector does Your solution operate in?

Telemedicine, standalone IT application, rehabilitation, education.

Describe the impact of Covid-19 on Your business.

7 - significantly positive impact.

Does the product / service have a CE certificate?

Not applicable.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

The medVC platform has a number of innovative functionalities that make it advantage over competitors' products. The main competitors are videoconferencing equipment manufacturers such as Cisco or Polycom. At the moment, we are not comparing ourselves with companies providing doctor-patient solutions, but with companies offering doctor-doctor solutions. Doctor-patient solutions, due to the lack of appropriate equipment in the patient, cannot provide the image quality, which is the basic feature of the medVC system.

The following comparison shows the differences between medVC and other physician-physician systems:

- medVC is easily operated via a touchscreen, just like a smartphone. Competitor products are controlled by a remote control or a touch screen showing only the menu.
- Cooperating doctors have the ability to freeze any video image and use the touch screen to draw and mark areas on the image.

Competitor products are limited to audio-video transmission and do not have the possibility of teleregistration.

- Video freeze frames can be transferred to medical record systems or stored on a number of external devices. Competitive solutions do not have such a wide integration with external systems.
- The system also allows integration with computers presenting pictures of medical imaging in DICOM format and remote control of these computers, to any doctor participating in the session. Competitive solutions do not have the function of remotely controlling remote computers.
- medVC allows for the acquisition and display of stereoscopic (3D) images from the latest 3D endoscopes and operating robots, e.g. da Vinci. Competitor systems that can transmit 3D images are limited to a few 3D formats that are compatible with video encoding protocols. medVC has a 3D signal conversion system, enabling the acquisition of a 3D signal from a source in any format.
- medVC also has a Multi-Point Control Unit (MCU) server that allows more than two medVC terminals to be connected in one videoconference session, making it possible for several hospitals to collaborate simultaneously. Contrary to the competition, the medVC MCU does not recode video images, thus retaining the higher image quality necessary for medical applications. In addition, independent encoding of each video stream allows each party to view the image or several images of interest in full quality, independently of other sites. The downside of this solution is the greater consumption of network transmission bands. On the other hand, the bandwidth of the available network links is growing rapidly, and from the cost side, the hardware needed to run the medVC MCU is several times lower than for the use of the recoding MCU.
- medVC enables the integration of multiple medical devices (video, microscopes, endoscopes) from different vendors. Competitor products are mainly offered with HDMI or DVI inputs. Few systems have SDI inputs. medVC has HDMI / DVI and SDI inputs as standard, but if necessary, it has modules to connect CV, Component, VGA, S-Video signals. It also supports 6G-SDI signal to support UHD-4K resolution.
- medVC was created in cooperation with doctors and our team adjusts its functionality to new needs. The architecture of medVC enables easy addition of new services, which the solutions of the competition cannot offer, as their solutions are aimed at the broad videoconferencing market, and not focus on the medical market.
- Work is currently underway on the "live" Internet transmission of medVC sessions and the automatic publication of educational recordings. Competitor products require additional, expensive devices to enable Internet recording and transmission. medVC bases its services on cloud infrastructure, where the user pays only for the service he uses and does not have to buy additional equipment.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional, public administration.



Information about the organization

Indicate the current stage of development.

Growth (expansion).

How long has Your startup been operating?

For more than 5 to 10 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

6 – 15 people.



Finance

What is the current funding level for Your startup?

5 million - 10 million PLN.

What are Your sources of financing?

The founder's own funds (bootstrapping), grants from national funds, grants from European funds, organic growth (financing from revenues), incubation programs.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Revenue.



Foreign Expansion

Are You currently commercially present on foreign markets?

Most of the revenues come from abroad.

Which countries / regions are important to Your business success?

European Union, Middle East.

MIM Solutions

Limited Liability Company.



<https://www.mim-solutions.ai/en>

<https://embryoaid.ai/en/>

<https://folliscan.ai/en>



Information about the solution

What is Your product / service?

MIM Solutions develops AI technologies mainly for the MedFemTech industry, such as FOLLISCAN and EMBRYOAID.

FOLLISCAN is an AI-based technology designed to support a doctor in the ultrasound examination of a woman's ovarian reserve. By improving the diagnostic accuracy of the test, FOLLISCAN will enable doctors and patients to achieve better results in the treatment of infertility.

EMBRYOAID is an AI application to assist the embryologist in choosing the best prognosis for the transfer of the embryo to a woman during the IVF procedure. EMBRYOAID will increase the time and cost savings for the fertility treatment center while increasing the effectiveness of the assisted reproductive method.

MIM Solutions collaborates with fertility clinics on a daily basis to create AI-based solutions that can improve success, reduce errors and lead to faster, cheaper and more accessible treatment processes.

In which medical area do You operate?

Gynecology.

What sector does Your solution operate in?

Medical devices, standalone IT application, AI/machine learning.

Describe the impact of Covid-19 on Your business.

5 - moderately positive impact.

Does the product / service have a CE certificate?

No, but it could be certified.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

EMBRYOAID and FOLLISCAN: explainability of ML / DL algorithms for video analysis.

FOLLISCAN: wider access to ultrasound technology for less qualified medical services; better, more objective and cheaper performance of a woman's ovarian reserve.

EMBRYOAID: fewer cycles and more pregnancies, increased efficiency of the IVF procedure; more objective, easier assessment of the embryo's development potential.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Patient.



MIM SOLUTIONS



Information about the organization

Indicate the current stage of development.

Minimum Viable Product.

How long has Your startup been operating?

For more than 5 to 10 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

26 – 50 people.



Finance

What is the current funding level for Your startup?

10 million - 20 million PLN.

What are Your sources of financing?

Grants from national funds.

Are You currently looking for funding?

No.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

No.

What is the most important measure of Your success at the present stage of Your development?

Profit.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union, United States.

Mindgram

Limited Liability Company.



www.mindgram.com



kontakt@mindgram.com



Information about the solution

What is Your product / service?

B2B mental health / well-being platform.

In which medical area do You operate?

Not applicable, psychotherapy, psychology, well-being, lifestyle medicine.

What sector does Your solution operate in?

Dietary services, telemedicine, standalone IT application, education.

Describe the impact of Covid-19 on Your business.

6 - positive impact.

Does the product / service have a CE certificate?

Not applicable.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

We are a holistic well-being platform, our services cover a wide range of well-being and mental health. We are based on 3 pillars: prevention (live workshops), early intervention (chat with specialists) and advanced help (psychotherapy). Our platform is characterized by a much greater involvement of users than traditional well-being programs.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Corporation, companies.



Information about the organization

Indicate the current stage of development.

Growth (expansion).

How long has Your startup been operating?

For more than one to two years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

More than 50 people.

mindgram



Finance

What is the current funding level for Your startup?

Over 20 million PLN.

What are Your sources of financing?

Private investors, domestic VC, foreign VC.

Are You currently looking for funding?

No.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Number of users, user engagement on the platform, low churn rate.



Foreign Expansion

Are You currently commercially present on foreign markets?

Commercial contracts signed.

Which countries / regions are important to Your business success?

European Union, South America, Central America.

MNM Diagnostics

Limited Liability Company.



<https://mnm.bio>



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MNM DIAGNOSTICS



Information about the solution

What is Your product / service?

MNM combines genomics with the latest technologies in the area of Big Data and artificial intelligence. Our goal is to provide appropriate therapy for each oncological patient by creating diagnostic predictive algorithms and identifying new therapeutic targets. We have developed an advanced computational and analytical platform that integrates Whole Genome Sequencing (WGS) information with other data sources such as gene expression, biochemical data and clinical information. The platform enables fast and automated analysis of multi-modal data, returning information about potential genetic biomarkers and molecular aberrations, applicable in the process of designing new drugs. The results obtained in this way are biochemically tested and validated on cell and animal models of oncological diseases.

In which medical area do You operate?

Oncology.

What sector does Your solution operate in?

Biotechnology, AI/machine learning.

Describe the impact of Covid-19 on Your business.

4 – no impact.

Does the product / service have a CE certificate?

Not applicable.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

Interdisciplinarity: specialists in the field of artificial intelligence work together with biologists, geneticists and bioinformatics.

Have You already developed a business model?

No.

Who is the target user of the product / service?

Commercial companies.



Information about the organization

Indicate the current stage of development.

Growth (expansion).

How long has Your startup been operating?

For more than 2 to 5 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

26 – 50 people.



Finance

What is the current funding level for Your startup?

5 million - 10 million PLN.

What are Your sources of financing?

Private investors, domestic VC, foreign VC.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Acquiring capital.



Foreign Expansion

Are You currently commercially present on foreign markets?

Commercial contracts signed.

Which countries / regions are important to Your business success?

United States.

Mobilemed (B2C) and Corporate Wellness (B2B)

Limited Liability Company.



www.mobilemed.pl

www.corporate-wellness.pl

mobilemed



corporatewellness
by mobilemed



Information about the solution

What is Your product / service?

Medical services provided with access to the patient / company and online.

In which medical area do You operate?

Rehabilitation.

What sector does Your solution operate in?

Dietary services, telemedicine, providing health services (prophylaxis, diagnostics, treatment) as a medical entity, rehabilitation, education.

Describe the impact of Covid-19 on Your business.

5 - moderately positive impact.

Does the product / service have a CE certificate?

Not applicable.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

We are the largest network of mobile physiotherapy services - with access to the patient's home. We have an application for managing mobile visits. We operate in 187 towns with a team of 258 physiotherapists.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Patient, corporation, insurance company.



Information about the organization

Indicate the current stage of development.

Growth (expansion).

How long has Your startup been operating?

For more than 5 to 10 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

16 - 25 people.



Finance

What is the current funding level for Your startup?

1 million - 2 million PLN.

What are Your sources of financing?

Private investors.

Are You currently looking for funding?

No.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Profit.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present commercially and we are not planning to be.

Which countries / regions are important to Your business success?

European Union.

MX Labs

Limited Liability Company.



www.mxlabs.ai



MX LABS



Information about the solution

What is Your product / service?

Shen.AI - a tool for remote, non-contact diagnostics of the health system.

Shen.AI analyzes the structure of the facial skin and brings out important physiological parameters in real time. Our technology uses remote photoplethysmography (rPPG) - a non-contact optical measurement technique that records blood pulsations at various vessel depths and a precise 3D reconstruction of the skin model. Shen.AI allows you to quickly measure vital signs such as heart rate, blood pressure and blood oxygenation using a camera built into the user's phone or computer.

In which medical area do You operate?

Cardiology, health prophylaxis.

What sector does Your solution operate in?

Telemedicine, medical devices, wearables - not medical devices, AI/ machine learning, remote prevention and diagnostics.

Describe the impact of Covid-19 on Your business.

7 - significantly positive impact.

Does the product / service have a CE certificate?

No, but it could be certified.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

Ease of use, accessibility, better suited business model.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Patient.



Information about the organization

Indicate the current stage of development.

Minimum Viable Product.

How long has Your startup been operating?

For more than one to two years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

6 - 15 people.



Finance

What is the current funding level for Your startup?

5 million - 10 million PLN.

What are Your sources of financing?

Private investors, domestic VC, foreign VC.

Are You currently looking for funding?

No.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

No.

What is the most important measure of Your success at the present stage of Your development?

Number of users.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union, United States, Canada, South America, Central America, Australia and Oceania, East Asia, Middle East.

NaturalAntibody

Joint-stock company.

 **NaturalAntibody**



<https://www.naturalantibody.com>



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Information about the solution

What is Your product / service?

NaturalAntibody provides data and analytics solutions that streamline the process of therapeutic antibody design and antibody drug development.

In which medical area do You operate?

Oncology, immunology.

What sector does Your solution operate in?

Biotechnology, standalone IT application, AI/machine learning, medical data.

Describe the impact of Covid-19 on Your business.

4 - no impact.

Does the product / service have a CE certificate?

Not applicable.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

There is a shortage of IT solutions on the market for the area of monoclonal antibody research, which exist only in the academic domain and is not commercially available. In the case of our competitors, the analysis of antibodies plays a minor role in the offer or the solutions offered focus on the analysis of the NGS repository.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Corporation.



Information about the organization

Indicate the current stage of development.

Commercialization stage - we have the first paying customers.

How long has Your startup been operating?

For more than one to two years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

16 - 25 people.



Finance

What is the current funding level for Your startup?

10 million - 20 million PLN.

What are Your sources of financing?

The founder's own funds (bootstrapping), grants from national funds, private investors, domestic VC, organic growth (financing from revenues).

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Number of users.



Foreign Expansion

Are You currently commercially present on foreign markets?

Most of the revenues come from abroad.

Which countries / regions are important to Your business success?

European Union, United States, Canada.

Nestmedic

Joint-stock company.



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Information about the solution

What is Your product / service?

Remote cardiotocography (KTG) for women in the third trimester of pregnancy. Pregnabit, Pregnabit Cloud.

In which medical area do You operate?

Gynecology, obstetrics.

What sector does Your solution operate in?

Telemedicine.

Describe the impact of Covid-19 on Your business.

6 - positive impact.

Does the product / service have a CE certificate?

Yes.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

The technology used, product and service quality.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional, patient.



Information about the organization

Indicate the current stage of development.

Growth (expansion).

How long has Your startup been operating?

For more than 5 to 10 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

6 – 15 people.



Finance

What is the current funding level for Your startup?

10 million - 20 million PLN.

What are Your sources of financing?

Grants from European funds, private investors, stock market.

Are You currently looking for funding?

No.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

No.

What is the most important measure of Your success at the present stage of Your development?

Number of users.



Foreign Expansion

Are You currently commercially present on foreign markets?

Commercial contracts signed.

Which countries / regions are important to Your business success?

European Union, United States, Middle East.

Neurality

Limited Liability Company.



neurality.pl



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NEURALITY



Information about the solution

What is Your product / service?

Our product is a Software as a medical device (SaMD) platform for automatic and objective diagnosis of evoked potentials. NeuralEP runs on available EEG platforms and can be used by both hospitals and individual audiologists. Our product helps audiologists complete ABR hearing diagnosis. Currently, NeuralEP enables the automatic classification of auditory brainstem evoked potentials. Our goal is to build a solution that will be able to diagnose visual and somatosensory evoked potentials.

In which medical area do You operate?

Neurology, audiology.

What sector does Your solution operate in?

Medical devices, Software as a Medical Device.

Describe the impact of Covid-19 on Your business.

4 - no impact.

Does the product / service have a CE certificate?

No, but it could be certified.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

We make an objective diagnosis - a classification of the auditory brainstem evoked potentials. We are able to classify people with hearing problems with an accuracy of 97%.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional, corporation.



Information about the organization

Indicate the current stage of development.

Minimum Viable Product.

How long has Your startup been operating?

For more than 2 to 5 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

None.



Finance

What is the current funding level for Your startup?

Bootstrapping.

What are Your sources of financing?

The founder's own funds (bootstrapping).

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

No.

What is the most important measure of Your success at the present stage of Your development?

Number of users.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union, United States, Canada.

Nivalit

Limited Liability Company.



<https://nivalit.com>

<https://vivelio.eu>



+48 737 301 685



contact@nivalit.com



Information about the solution

What is Your product / service?

Vivelio - Suicidal Risk Prediction System.

In which medical area do You operate?

Psychiatry.

What sector does Your solution operate in?

Telemedicine, standalone IT application, AI/machine learning, medical data.

Describe the impact of Covid-19 on Your business.

6 - positive impact.

Does the product / service have a CE certificate?

Not applicable.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

Our system is able to accurately diagnose specific psychiatric conditions based on incomplete data and incomplete research. In a situation where doctors cope based on their experience and intuition, and information systems are lost - Vivelio, with its proprietary artificial intelligence system, supports the diagnosis process by predicting patient behavior.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional, patient.



Information about the organization

Indicate the current stage of development.

Minimum Viable Product.

How long has Your startup been operating?

For more than one to two years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

6 - 15 people.



Finance

What is the current funding level for Your startup?

Bootstrapping.

What are Your sources of financing?

The founder's own funds (bootstrapping), organic growth (financing from revenues).

Are You currently looking for funding?

No.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Profit.



Foreign Expansion

Are You currently commercially present on foreign markets?

Most of the revenues come from abroad.

Which countries / regions are important to Your business success?

European Union, United States, Canada.

Numed

Limited Liability Company.



www.numed.pl



+48 601 320 111



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Information about the solution

What is Your product / service?

A portable, battery-operated device for the detection of primary and secondary caries, based on a non-invasive test method using bio-impedance (non-linear dielectric spectroscopy) - with 95% certainty of detecting a caries focal point in the examined tooth - intended for dental offices.

In which medical area do You operate?

Dental diagnostics.

What sector does Your solution operate in?

Dental diagnostics.

Describe the impact of Covid-19 on Your business.

2 - negative impact.

Does the product / service have a CE certificate?

Yes.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

An important difference is the test method, based on the search for an electrical signal in the tested area of the tooth (pointwise) characteristic of bacteria associated with the presence of caries, consistent with the pattern recorded in the device based on laboratory tests - detection of a consistent signal indicates the presence of caries / caries bacteria in the tested area primary or secondary. The device is 95% effective, confirmed by clinical trials conducted at the Medical University of Warsaw.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional.



Information about the organization

Indicate the current stage of development.

Minimum Viable Product.

How long has Your startup been operating?

For more than 5 to 10 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

None.



Finance

What is the current funding level for Your startup?

2 million - 5 million PLN.

What are Your sources of financing?

Private investors.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

No.

What is the most important measure of Your success at the present stage of Your development?

Acquiring capital.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union, United States, Canada, East Asia, China.

Nursility

Natural person running a business activity.



+48 664 038 818



Anna.pawelko@klgsolutions.com



Information about the solution

What is Your product / service?

Nursility.

In which medical area do You operate?

Family medicine.

What sector does Your solution operate in?

Internet platform (marketplace), blockchain, rehabilitation, education.

Describe the impact of Covid-19 on Your business.

5 - moderately positive impact.

Does the product / service have a CE certificate?

Not applicable.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

Dedicated and individual solution for the patient (aging society) and the possibility of professional development and earnings for the undervalued and highly sought-after professional group - nurses and carers.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

A doctor or other healthcare professional, patient.



Information about the organization

Indicate the current stage of development.

Minimum Viable Product.

How long has Your startup been operating?

From 6 months to a year.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

1 - 5 people.



Finance

What is the current funding level for Your startup?

Bootstrapping.

What are Your sources of financing?

The founder's own funds (bootstrapping).

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

No.

What is the most important measure of Your success at the present stage of Your development?

Number of users.



Foreign Expansion

Are You currently commercially present on foreign markets?

Signed letters of intent.

Which countries / regions are important to Your business success?

European Union.

OASIS Diagnostics

Joint-stock company.



www.oasis-diagnostics.com



+48 692 704 000



contact@oasis-diagnostics.eu



Information about the solution

What is Your product / service?

ONIRY - a medical device for the diagnosis of perinatal muscle injuries.

In which medical area do You operate?

Gynecology.

What sector does Your solution operate in?

Medical devices, AI/machine learning.

Describe the impact of Covid-19 on Your business.

3 - moderately negative impact.

Does the product / service have a CE certificate?

No, but it could be certified.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

The ONIRA examination takes a few seconds and can be performed immediately after delivery. The use of ONIRA requires only a short training, and the result is available immediately and does not require difficult interpretation.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

A doctor or other healthcare professional.



Information about the organization

Indicate the current stage of development.

Minimum Viable Product.

How long has Your startup been operating?

For more than 2 to 5 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

6 – 15 people.



Finance

What is the current funding level for Your startup?

5 million - 10 million PLN.

What are Your sources of financing?

The founder's own funds (bootstrapping), grants from national funds, grants from European funds, private investors, domestic VC, accelerators.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

No.

What is the most important measure of Your success at the present stage of Your development?

Acquiring capital.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union.

Panopticum

Natural person running a business activity.



www.vrr.com.pl



Information about the solution

What is Your product / service?

Applications, equipment for people with reduced mobility, gamedev.

In which medical area do You operate?

Oncology, gynecology, nephrology.

What sector does Your solution operate in?

Medical devices, standalone IT application, AR/VR, rehabilitation.

Describe the impact of Covid-19 on Your business.

4 - no impact.

Does the product / service have a CE certificate?

Not applicable.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

Pricing policy adapted to the Polish market.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional, patient.



Information about the organization

Indicate the current stage of development.

Minimum Viable Product.

How long has Your startup been operating?

For more than 2 to 5 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

6 – 15 people.



Finance

What is the current funding level for Your startup?

500,000 - 1 million PLN.

What are Your sources of financing?

The founder's own funds (bootstrapping), grants from national funds, grants from European funds, private investors.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

No.

What is the most important measure of Your success at the present stage of Your development?

Project commercialization.



Foreign Expansion

Are You currently commercially present on foreign markets?

Signed letters of intent.

Which countries / regions are important to Your business success?

European Union, United States, South America.

PhiLabs

Joint-stock company.



www.phibox.eu



kontakt@phibox.eu



Information about the solution

What is Your product / service?

PHIBOX Clinic and PHIBOX Care - innovative devices that motivate the child to perform exercises correctly by participating in physiotherapeutic video games in the physiotherapist's office and at home.

In which medical area do You operate?

Physiotherapy.

What sector does Your solution operate in?

AI/machine learning, rehabilitation.

Describe the impact of Covid-19 on Your business.

7 - significantly positive impact.

Does the product / service have a CE certificate?

Yes.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

There is no such device for the treatment of children with posture defects.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, patient.



Information about the organization

Indicate the current stage of development.

Commercialization stage - we have the first paying customers.

How long has Your startup been operating?

For more than 2 to 5 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

6 - 15 people.



Finance

What is the current funding level for Your startup?

1 million - 2 million PLN.

What are Your sources of financing?

Private investors.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

No.

What is the most important measure of Your success at the present stage of Your development?

Number of users.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union.

Pikralida

Limited Liability Company.



www.pikralida.eu



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contact@pikralida.eu



Pikralida



Information about the solution

What is Your product / service?

The R&D projects that we are currently implementing include therapeutic solutions using innovative small molecules, innovative formulations of complex preparations / drugs, as well as modern drug delivery systems.

Our showcase and the most advanced project is Epifix, the aim of which is to develop a breakthrough therapy that protects patients against the development of post-traumatic and post-stroke epilepsy. Pikralida operates on the basis of a hybrid business model, combining the implementation of its own R&D projects with professional service activities dedicated to companies from the pharmaceutical sector, which includes, among others development of formulation of medicinal products and chemical synthesis.

In which medical area do You operate?

Neurology, civilization diseases.

What sector does Your solution operate in?

Biotechnology, pharmacy.

Describe the impact of Covid-19 on Your business.

3 - moderately negative impact.

Does the product / service have a CE certificate?

Not applicable.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

Our innovative therapy is based on a well-defined mechanism underlying epileptogenesis, which has been studied and verified by various scientific groups (matrix metalloproteinase inhibition). The clinical candidate PKL-021 was selected through the use of a repositioning strategy, thanks to which its safety profile is known. We assume that the proposed therapy will be used for a short period of time, i.e. up to 10 days from the event. This has a positive impact on the quality of life of patients and the costs of therapy.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Patient.



Information about the organization

Indicate the current stage of development.

Proof of Concept.

How long has Your startup been operating?

For more than one to two years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

16 – 25 people.



Finance

What is the current funding level for Your startup?

Over 20 million PLN.

What are Your sources of financing?

The founder's own funds (bootstrapping), grants from national funds, grants from European funds, organic growth (financing from revenues).

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

No.

What is the most important measure of Your success at the present stage of Your development?

Implementation of the project on schedule.



Foreign Expansion

Are You currently commercially present on foreign markets?

Parallel to the innovative medicinal product being developed, we provide R&D services and we are present on foreign markets (we have signed contracts with clients).

Which countries / regions are important to Your business success?

European Union, United States.

Piktorex

Limited Liability Company.



www.piktorex.pl

PIKTOREX



Information about the solution

What is Your product / service?

Pharmaceutical pictograms and computer software for pharmacies.

In which medical area do You operate?

Pharmacy.

What sector does Your solution operate in?

Medical devices, standalone IT application, internet platform (market-place).

Describe the impact of Covid-19 on Your business.

1 - significantly negative impact.

Does the product / service have a CE certificate?

Yes.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

Research and numerous validations and evaluations.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Patient, pharmacies.



Information about the organization

Indicate the current stage of development.

Growth (expansion).

How long has Your startup been operating?

For more than 5 to 10 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

1 - 5 people.



Finance

What is the current funding level for Your startup?

500,000 - 1 million PLN.

What are Your sources of financing?

Organic growth (financing from revenues).

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Number of users.



Foreign Expansion

Are You currently commercially present on foreign markets?

Commercial contracts signed.

Which countries / regions are important to Your business success?

European Union.

POLTISS

Limited Liability Company.



www.poltiss.com



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Information about the solution

What is Your product / service?

PhotoBioCure - injectable biomaterials for soft tissue reconstruction. After injection, the material changes form from a sticky paste to an elastic solid, by photo-crosslinking with the use of a beam of UV radiation that is gentle on living tissues. This feature allows the formation of a personalized polymer implant, i.e. adjusted in size to the size of the tissue defect, in situ in vivo. Importantly, the material slowly resorbs, allowing tissue reconstruction.

The use of PhotoBioCure in hernia reconstruction is currently being developed. The goal is to replace the commonly used meshes, which in the long run often have side effects such as chronic pain.

In which medical area do You operate?

Orthopedics, general surgery.

What sector does Your solution operate in?

Medical devices.

Describe the impact of Covid-19 on Your business.

4 - no impact.

Does the product / service have a CE certificate?

No, but it could be certified.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

PhotoBioCure revolutionizes how hernias are cared for:

- 1) instead of sewn-in meshes, which often have to be adjusted to the tissue defect, a liquid injected material is used that adjusts itself to the hernial opening,
- 2) under the influence of safe UV light, the material turns into a flexible patch,
- 3) the material is biocompatible and does not require additional fixing,
- 4) unlike synthetic meshes, the material creates a scaffold for natural tissues and resorbs over time.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

A doctor or other healthcare professional.



Information about the organization

Indicate the current stage of development.

Minimum Viable Product.

How long has Your startup been operating?

For more than 5 to 10 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

6 – 15 people.



Finance

What is the current funding level for Your startup?

2 million - 5 million PLN.

What are Your sources of financing?

Grants from national funds, private investors, domestic VC.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

No.

What is the most important measure of Your success at the present stage of Your development?

Results of clinical trials, interest of medical concerns.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union, United States.

Predictwatch

Limited Liability Company.



www.predictwatch.com



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Information about the solution

What is Your product / service?

Drug addiction application – Nalogometr - that uses technology to predict the risk of relapse. Thanks to many years of scientific research, expert knowledge and the use of artificial intelligence, Nalogometr is able to predict almost 90% of relapses at least 48 hours before their occurrence. Nalogometr informs users which of their behaviors increase the risk of a mishap and what they can do to avoid it. The application is a support for people in need of help and can increase the chances of a life without addiction.

In which medical area do You operate?

Psychiatry, addiction treatment, digital therapy.

What sector does Your solution operate in?

Standalone IT application, AI/machine learning.

Describe the impact of Covid-19 on Your business.

4 - no impact.

Does the product / service have a CE certificate?

No, but it could be certified.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

Predict risk of mishaps in addiction and substance abuse.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Patient.



Information about the organization

Indicate the current stage of development.

Minimum Viable Product.

How long has Your startup been operating?

For more than 5 to 10 years.



PREDICTWATCH



Team

How many team members do you currently engage in a startup on a more than half-time basis?

16 – 25 people.



Finance

What is the current funding level for Your startup?

5 million - 10 million PLN.

What are Your sources of financing?

Grants from European funds.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Number of users.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

United States.

Pro-PLUS

Joint-stock company.



www.pro-plus.pl



biuro@pro-plus.pl



Information about the solution

What is Your product / service?

Telemedicine devices for cardiology and telecare.

In which medical area do You operate?

Cardiology, family medicine.

What sector does Your solution operate in?

Telemedicine, medical devices, medical data, rehabilitation.

Describe the impact of Covid-19 on Your business.

7 - significantly positive impact.

Does the product / service have a CE certificate?

Yes.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

We are distinguished by technology, knowledge of the market and customer expectations, comprehensiveness of the solution and the breadth of the offer.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional, public administration, insurance company.



Information about the organization

Indicate the current stage of development.

Growth (expansion).

How long has Your startup been operating?

More than 10 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

6 – 15 people.

proplus

Rozwiązania dla TELEMEDYCYN



Finance

What is the current funding level for Your startup?

2 million - 5 million PLN.

What are Your sources of financing?

Private investors, organic growth (financing from revenues), credit / loan from a financial institution.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Acquiring capital.



Foreign Expansion

Are You currently commercially present on foreign markets?

Registered income from a foreign market.

Which countries / regions are important to Your business success?

European Union.

Prodromus

Joint-stock company.



<https://prodromus.pl>



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prodromus@prodromus.pl



Information about the solution

What is Your product / service?

The flagship product of the Prodromus company is the Prodrobot automated gait trainer. Prodrobot automated gait trainer is an active medical device intended for the rehabilitation of the lower limbs of pediatric patients with gait dysfunctions. Prodrobot presents a unique concept of approach to therapy. It is devoid of a treadmill, and at the same time allows for adjustable relief of the patient's joints and recreates the movement pattern in 6 joints. This allows for a variety of exercises within one structure.

The company's product portfolio also includes:

Prodrobot Magna is intended for the rehabilitation of adult patients.

ProdElvis – Prodrobot - compatible software that enables visualization of pressure forces and their distribution during a rehabilitation session.

Supports gait analysis processes.

ProdAssist - dedicated patient lifter, fully compatible with Prodrobot.

In which medical area do You operate?

Orthopedics, rehabilitation, physiotherapy, gait re-education.

What sector does Your solution operate in?

Medical devices, robotics.

Describe the impact of Covid-19 on Your business.

3 - moderately negative impact.

Does the product / service have a CE certificate?

Yes.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

Smaller and lighter device design compared to competing devices, body support and control, therapy differentiation, built-in sit assistant, 6 points for muscle spasticity control, dedicated software and movement based on gait pattern, option for patients with contractures.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional, patient.



Information about the organization

Indicate the current stage of development.

Growth (expansion).

How long has Your startup been operating?

More than 10 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

6 – 15 people.



Finance

What is the current funding level for Your startup?

2 million - 5 million PLN.

What are Your sources of financing?

Grants from national funds, grants from European funds, private investors.

Are You currently looking for funding?

No.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Number of users.



Foreign Expansion

Are You currently commercially present on foreign markets?

Most of the revenues come from abroad.

Which countries / regions are important to Your business success?

European Union, United States, Middle East.

Prokinetic System

Limited Liability Company.



www.prokinetic.pl



Information about the solution

What is Your product / service?

Balancer System is a device for the prevention of fear of falling (Post Fall Syndrome), a device for fall prevention and post-fall rehabilitation. We are the manufacturer of the only medical device available on the market dedicated to patients with post-accident syndrome.

In which medical area do You operate?

Movement rehabilitation.

What sector does Your solution operate in?

Medical devices, rehabilitation.

Describe the impact of Covid-19 on Your business.

2 - negative impact.

Does the product / service have a CE certificate?

Yes.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

The device is more practical to use. Balancer System is the only device in the EU dedicated to patients with Post Fall Syndrome.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional.



Information about the organization

Indicate the current stage of development.

Commercialization stage - we have the first paying customers.

How long has Your startup been operating?

For more than one to two years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

1 - 5 people.



Finance

What is the current funding level for Your startup?

Less than 500 000 PLN.

What are Your sources of financing?

The founder's own funds (bootstrapping), grants from European funds.

Are You currently looking for funding?

No.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Profit.



Foreign Expansion

Are You currently commercially present on foreign markets?

Registered income from a foreign market.

Which countries / regions are important to Your business success?

United States, Africa, Middle East.

Prosoma

Limited Liability Company.



www.prosoma.com



hello@prosoma.com



Information about the solution

What is Your product / service?

Living Well - an application supporting the mental health of cancer patients.

In which medical area do You operate?

Oncology, mental health.

What sector does Your solution operate in?

Medical devices, standalone IT application.

Describe the impact of Covid-19 on Your business.

4 - no impact.

Does the product / service have a CE certificate?

Yes.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

There is no such second solution on the market.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Patient.



Information about the organization

Indicate the current stage of development.

Commercialization stage - we have the first paying customers.

How long has Your startup been operating?

For more than 2 to 5 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

16 - 25 people.



Finance

What is the current funding level for Your startup?

5 million - 10 million PLN.

What are Your sources of financing?

Grants from national funds, private investors, domestic VC.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

No.

What is the most important measure of Your success at the present stage of Your development?

Acquiring partners for clinical trials - we are currently running 3 Randomized Control Trials in Poland, USA and Germany.



Foreign Expansion

Are You currently commercially present on foreign markets?

We signed the first contract with an insurer in Germany - we are working on commercialization in Poland, US and UK.

Which countries / regions are important to Your business success?

European Union, United States.

Pure Purr

Natural person running a business activity.



<https://purepurr.tech>



purepurrtech@gmail.com



Information about the solution

What is Your product / service?

Hardware and software VR neurostimulation.

In which medical area do You operate?

Neurology, psychiatry, family medicine, restoration of autonomous regulation.

What sector does Your solution operate in?

Biotechnology, telemedicine, medical devices, wearables - not medical devices.

Describe the impact of Covid-19 on Your business.

7 - significantly positive impact.

Does the product / service have a CE certificate?

No, but it could be certified.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

Easy to use, portable, inexpensive, can be used by the end user.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional, patient, corporation, public administration, insurance company.



Information about the organization

Indicate the current stage of development.

Commercialization stage - we have the first paying customers.

How long has Your startup been operating?

For more than 2 to 5 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

1 - 5 people.



Finance

What is the current funding level for Your startup?

1 million - 2 million PLN.

What are Your sources of financing?

The founder's own funds (bootstrapping), organic growth (financing from revenues).

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Number of users.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union.

QuizIT

Limited Liability Company.



unitdoseone.com



office@unitdoseone.com



Information about the solution

What is Your product / service?

We provide two types of IoT / hospital automation solutions that can function separately or (after integration) as one fully compatible system of intelligent devices. UnitBox (UB) is an automatic departmental first aid kit that is used to automate the circulation of drugs and medical devices in hospitals. UnitDoseOne (UDO), on the other hand, is an automatic hospital pharmacy, the purpose of which is to prepare individual doses of drugs.

In which medical area do You operate?

Drug management in hospitals, pharmacy.

What sector does Your solution operate in?

Pharma/Supplementary dietary, medical devices, robotics, AI/machine learning, IoT.

Describe the impact of Covid-19 on Your business.

4 - no impact.

Does the product / service have a CE certificate?

No, but it could be certified.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

UnitDoseOne and UnitBox can run separately or be fully integrated with each other. Thanks to this, we are able to deliver one, intelligent, multi-module system to hospitals. Being at the same time a producer of hardware and software for UDO / UB, we provide comprehensive service of devices. In addition, we use artificial intelligence in our solutions, e.g. for drug recognition.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional.



Information about the organization

Indicate the current stage of development.

Commercialization stage - we have the first paying customers.

How long has Your startup been operating?

For more than 5 to 10 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

26 - 50 people.



Finance

What is the current funding level for Your startup?

1 million - 2 million PLN.

What are Your sources of financing?

The founder's own funds (bootstrapping), grants from European funds.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Both capital raising and profits.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union, United States.

Radpoint

Limited Liability Company.



www.radpoint.pl



+48 32 700 79 11



hello@radpoint.pl



Information about the solution

What is Your product / service?

Radpoint Platform - PACS / VNA / TELE Cloud System, a research and scientific platform as well as a teleradiology and teleconsultation platform. We provide advanced software for radiology and diagnostic imaging as cloud services, private or public. Our product portfolio is also one of the first to integrate seamlessly with state-of-the-art artificial intelligence that helps radiologists by automating mundane tasks, providing valuable second opinion, and minimizing missed results.

In which medical area do You operate?

Radiology.

What sector does Your solution operate in?

Telemedicine, standalone IT application, internet platform (marketplace), AI/machine learning, medical data.

Describe the impact of Covid-19 on Your business.

6 - positive impact.

Does the product / service have a CE certificate?

Yes.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

A natively cloud-based solution, a unique workflow, advanced scalable architecture, easy implementation of AI on a large scale, advanced cooperation and exchange of services between clients, a data exchange platform for medical entities and patients.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, patient, corporation, public administration.



Information about the organization

Indicate the current stage of development.

Growth (expansion).

How long has Your startup been operating?

For more than 2 to 5 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

16 - 25 people.



Finance

What is the current funding level for Your startup?

2 million - 5 million PLN.

What are Your sources of financing?

The founder's own funds (bootstrapping), private investors, organic growth (financing from revenues).

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Revenue.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union, United States, Middle East.

Radpoint.

RapidLab

Separated part of the enterprise.



www.rapidlab.io



+48 501 710 898



contact@rapidlab.io



Information about the solution

What is Your product / service?

RACO - Edge AI Gateway is a universal device that processes the collected data with the use of any artificial intelligence algorithms in real time or by secondary processing of the collected data.

In which medical area do You operate?

Cardiology, neurology, radiology, orthopedics, oncology, laboratory diagnostics, integration with third devices.

What sector does Your solution operate in?

Medical devices, wearables - not medical devices, standalone IT application, AI/machine learning, medical data.

Describe the impact of Covid-19 on Your business.

3 - moderately negative impact.

Does the product / service have a CE certificate?

No, but it could be certified.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

The versatility of the solution, the speed of implementation, adaptation to the needs, full service of the team, both in terms of equipment and the development and implementation of solutions for artificial intelligence algorithms, own laboratory stands in the field of prototyping and electronics production.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional, corporation, insurance company.



Information about the organization

Indicate the current stage of development.

Commercialization stage - we have the first paying customers.

How long has Your startup been operating?

For more than 2 to 5 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

6 – 15 people.



Finance

What is the current funding level for Your startup?

Bootstrapping.

What are Your sources of financing?

The founder's own funds (bootstrapping), grants from national funds, grants from European funds, organic growth (financing from revenues).

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Revenue.



Foreign Expansion

Are You currently commercially present on foreign markets?

Most of the revenues come from abroad.

Which countries / regions are important to Your business success?

European Union, United States, East Asia.

RemmedVR

Limited Liability Company.



<https://remmed.vision>



Information about the solution

What is Your product / service?

Telemedical platform for remote rehabilitation and diagnostic services in VR. The therapeutic kit consists of: software - a set of engaging visual exercises in the form of therapeutic games in VR, a control panel for remote monitoring, control of therapy progress and regulation, and equipment - the first and only in the world, medically certified VR headset, equipped with eye-tracking, 6DOF hand-tracking.

Thanks to the RemmedVR solution, parents do not have to travel to the office several times a week, doctors - for the first time in history - can conduct home therapy based on objective data, and young patients can play addictive games instead of performing monotonous and incomprehensible exercises.

In which medical area do You operate?

Optometristics, vision therapy.

What sector does Your solution operate in?

Telemedicine, medical devices, AI/machine learning, AR/VR, rehabilitation, education.

Describe the impact of Covid-19 on Your business.

6 - positive impact.

Does the product / service have a CE certificate?

Yes.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

Advantage of the RemmedVR service over the competition: possibility of fully remote rehabilitation of vision defects, making the entire therapeutic program available for home use under the full control of the therapist, certification of the entire solution (hardware and software), no initial costs to be covered in advance - clinics / therapists pay only when the patient uses therapy, the clinics do not incur any costs of implementing the RemmedVR solution thanks to the subscription settlement. Patients who use therapy every day at home achieve the expected results 2-4 times faster than using stationary therapy in the clinic 1-2 times a week. The therapy is on average 2 times cheaper than standard vision therapy and 4 times cheaper than Vivid Vision therapy. Therapists handle 4-6 times more patients remotely than stationary services, thus increasing Revenue.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Patient.



Information about the organization

Indicate the current stage of development.

Growth (expansion).

How long has Your startup been operating?

For more than 5 to 10 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

26 - 50 people.



Finance

What is the current funding level for Your startup?

10 million - 20 million PLN.

What are Your sources of financing?

Grants from national funds, grants from European funds, private investors, domestic VC, Foreign VC, organic growth (financing from revenues), incubation programs, accelerators.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Number of users.



Foreign Expansion

Are You currently commercially present on foreign markets?

Registered income from a foreign market.

Which countries / regions are important to Your business success?

European Union, United States, Middle East.

RSQ Technologies

Limited Liability Company.



www.rsqtechnologies.com
www.rsqholo.com



support@rsqtechnologies.com



Information about the solution

What is Your product / service?

We offer three solutions:

RSQ HOLO - mixed reality in the operating room.

RSQ AI - Artificial Intelligence in Medical Imaging.

RSQ Motion - the medical analysis of every movement.

RSQ HOLO - Allows a whole new way to interact with data in the operating room by making hand gestures in the air instead of touching the keyboard and mouse. Medical data is presented in the form of holograms. During surgery, surgeons can view all the patient's medical data, and above all, see three-dimensional images of his anatomy created on the basis of computed tomography. They can move them around, zoom in, out and view them from different angles with their fingers.

Holograms allow doctors to see hidden parts of a patient's body. The premiere of the system took place in the specialized orthopedic hospital Rehasport Clinic Fife Medical Center of Excellence. The RSQ HOLO system is also used by e.g. doctors in the United States. The pioneer in the use of this technology in the US was Dr. Scott Trenhaile from Orthollinois and Rush Hospital.

The system uses augmented reality glasses. The goggles map the space around the user and on this basis determine his position in space, as well as the position and arrangement of his hands. With this information, the device can display three-dimensional holograms to the user and provide support for interacting with them, for example through gestures. This functionality is used in the RSQ HOLO application, where in combination with medical data and access to the rest of the RSQ systems, the surgeon has access to everything that needs a fully sterile space.

Expanding the operating field with virtual reality helps surgeons to act faster and more efficiently. Holograms are streams of photons, and these are absolutely sterile, which is a huge improvement compared to, for example, traditional monitors. RSQ's future plans include collecting surgical data and using it to develop algorithms that could streamline surgical procedures and even identify when the surgeon encounters difficulties based on eye movements.

RSQ AI - as part of the development of the application, decision support systems were created for three types of medical imaging: computed x-ray (X-ray), computed tomography (CT) and magnetic resonance (MR). X-ray support for the detection of hand skeletal injuries has already been performed. In addition, two systems have been developed to analyze computed tomography to detect and determine the malignancy of lung tumors and to detect and segment intracranial



hemorrhages. In addition, a system for the automatic detection and segmentation of brain tumors in MR imaging was also developed.

The RSQ AI team is working on artificial intelligence in cooperation with Dr. Mikołaj Pawlak and prof. Krzysztof Krawiec. All solutions are also developed with the HCP Medical Center and Rehasport Clinic from the Medicover Group. The HCP Hospital in Poznań already uses RSQ AI to automatically detect intracranial hemorrhages in computed tomography of the head.

The system will receive medical imaging performed in the hospital, which will be automatically analyzed. If a hemorrhage is detected, the system immediately sends alerts to doctors with attached reports.

RSQ Motion - was established with the mission of making the treatment process more objective. Thanks to it, it is possible to depart from the current measurement of the progress of the rehabilitation process on the basis of the so-called Eye-balling and reliable progress tracking. Motion is a mobile system for orthopedic diagnostics of biomechanics and motor skills of the human body. The multi-sensor system is used to measure and digitally map the body movement in the form of an avatar of a human figure, obtained on the basis of data from a gyroscope, accelerometer and magnetometer. The system communicates wirelessly, creating a portable "full body motion capture" kit that allows you to measure, diagnose, analyze and monitor the movement parameters of patients after bone fractures, with stress syndromes, with degenerative changes in joints, after injuries of muscles, joints, limbs, spine, as well as patients undergoing postoperative treatment, rehabilitation, as well as people practicing sports.

The system extends diagnostic information and eliminates the use of several medical devices, making it a smaller, more ergonomic and versatile device. RSQ Motion is a certified medical device marked with the CE symbol. This means that the product meets the requirements of European Union directives. They relate to issues related to the safety of use, health protection and environmental protection, as well as define the hazards that the manufacturer should detect and eliminate.

The RSQ Motion system is already used by medics, among others at NEO Hospital, Poznań University of Physical Education, or Rehasport Clinic. Soon, the system will support the evaluation of rehabilitation fasts of patients after osseointegration in the most innovative Polish hospital - NEO Hospital.

In which medical area do You operate?

Orthopedics.

What sector does Your solution operate in?

Medical devices, AR/VR, medical data.

RSQ Technologies

Describe the impact of Covid-19 on Your business.

4 - no impact.

Does the product / service have a CE certificate?

No, but it could be certified.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

RSQ HOLO looks the best in terms of price. Our solution is definitely cheaper than competing products on the market. Holograms in RSQ HOLO are also definitely more mobile. They can be freely enlarged, reduced, zoomed in or out. In addition, RSQ HOLO has the ability to share the image. As a result, several or a dozen people can operate simultaneously in the same mixed reality.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional.



Information about the organization

Indicate the current stage of development.

Commercialization stage - we have the first paying customers.

How long has Your startup been operating?

For more than 5 to 10 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

More than 50 people.



Finance

What is the current funding level for Your startup?

5 million - 10 million PLN.

What are Your sources of financing?

The founder's own funds (bootstrapping), grants from national funds, grants from European funds, private investors.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Revenue.



Foreign Expansion

Are You currently commercially present on foreign markets?

Registered income from a foreign market.

Which countries / regions are important to Your business success?

European Union, United States, Canada, Indie.



www.rytme.pl



+48 692 407 936



biuro@rytme.pl



Information about the solution

What is Your product / service?

An application supporting patients in following medical recommendations.

In which medical area do You operate?

Cardiology, diabetology, psychiatry, family medicine.

What sector does Your solution operate in?

Standalone IT application.

Describe the impact of Covid-19 on Your business.

4 - no impact.

Does the product / service have a CE certificate?

Not applicable.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

The application is distinguished by its complexity and combination of education with ready-made tools for lifestyle modification and increasing patient compliance.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Patient, corporation, insurance company.



Information about the organization

Indicate the current stage of development.

Minimum Viable Product.

How long has Your startup been operating?

For more than one to two years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

1 - 5 people.



Finance

What is the current funding level for Your startup?

Bootstrapping.

What are Your sources of financing?

The founder's own funds (bootstrapping).

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

No.

What is the most important measure of Your success at the present stage of Your development?

Acquiring capital.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union, United States.

Sanare-Medicinae

Limited Liability Company.



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jacek.kwiecien@vp.pl



Information about the solution

What is Your product / service?

We offer three innovative, proprietary solutions:

- Dynamic spine stabilizer for the treatment of scoliosis.
- Protection of the hip joint endoprosthesis against dislocation.
Its essence is the use of two half-rings on the acetabular socket, which prevent the head of the prosthesis from falling out of the socket.
- Securing the surgical mask to increase the effectiveness of protection.

In which medical area do You operate?

Pulmonology, orthopedics, neurology.

What sector does Your solution operate in?

Biotechnology, medical devices, prosthetics.

Describe the impact of Covid-19 on Your business.

6 - positive impact.

Does the product / service have a CE certificate?

No, but it could be certified.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

These are innovative products, based on new solutions that provide a number of benefits for patients and users.

Have You already developed a business model?

No.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional, patient.



Information about the organization

Indicate the current stage of development.

Proof of Concept.

How long has Your startup been operating?

For more than one to two years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

1 - 5 people.



Finance

What is the current funding level for Your startup?

Less than 500 000 PLN.

What are Your sources of financing?

The founder's own funds (bootstrapping).

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

No.

What is the most important measure of Your success at the present stage of Your development?

Acquiring capital.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union, United States, Canada.

Saventic Health

Limited Liability Company.



www.saventic.com



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SAVENTIC
Health



Information about the solution

What is Your product / service?

We have created a set of AI-based algorithms (supervised training) to diagnose rare diseases. Algorithms are implemented in doctor's offices and analyze patients' medical records on an ongoing basis (i.e., each time a new medical incident, new medical data, appears in the system). After identifying a patient with a rare disease (e.g., Gaucher, Fabry, CVID, NPH, and many others), the system generates feedback to the physician with a potential ICD-10, rationale and recommendations for next steps. We do not create new software for doctors, our algorithms are integrated with the existing IT system in medical clinics.

In which medical area do You operate?

Cardiology, neurology, oncology.

What sector does Your solution operate in?

Biotechnology, AI/machine learning, medical data, laboratory tests.

Describe the impact of Covid-19 on Your business.

4 - no impact.

Does the product / service have a CE certificate?

Yes.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

Technology, know-how, data.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional.



Information about the organization

Indicate the current stage of development.

Growth (expansion).

How long has Your startup been operating?

For more than 2 to 5 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

26 - 50 people.



Finance

What is the current funding level for Your startup?

2 million - 5 million PLN.

What are Your sources of financing?

The founder's own funds (bootstrapping), grants from national funds, private investors.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Number of users.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union, United States.

SDS Optic

Joint-stock company.



www.sdsoptic.pl



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inPROBE[®]
Smart Cancer Diagnostics

SDS OPTIC[®]
Lifesaving Innovations



Information about the solution

What is Your product / service?

InPROBE Fiber Optic Diagnostic Micro Probe.

In which medical area do You operate?

Oncology.

What sector does Your solution operate in?

Biotechnology, medical devices.

Describe the impact of Covid-19 on Your business.

2 - negative impact.

Does the product / service have a CE certificate?

No, but it could be certified.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

No tissue biopsy, numerical results, real-time results, less invasive examination, the ability to scale the technology to many applications.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional.



Information about the organization

Indicate the current stage of development.

Minimum Viable Product.

How long has Your startup been operating?

For more than 5 to 10 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

26 – 50 people.



Finance

What is the current funding level for Your startup?

Over 20 million PLN.

What are Your sources of financing?

Grants from national funds, grants from European funds, private investors, stock market, domestic VC.

Are You currently looking for funding?

No.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

No.

What is the most important measure of Your success at the present stage of Your development?

Acquiring capital.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union, United States, East Asia.

Smarter Diagnostics

Limited Liability Company.



www.smarterdiagnostics.com



info@smarterdiagnostics.com



Information about the solution

What is Your product / service?

SmarterAchillesMRI - AI software for automatic evaluation of selected parameters of the Achilles tendon in Magnetic Resonance imaging. On the basis of a simple image sequence, it assesses the morphology of the tendon and surrounding tissues in a structured manner. It can support the radiologist in the process of describing the tendon or ankle imaging, or provide the basis for screening and health monitoring services, as well as quantitative treatment validation. The software works in the SaaS model and can be implemented in the cloud or locally according to the customer's needs.

In which medical area do You operate?

Orthopedics, radiology.

What sector does Your solution operate in?

AI/machine learning, medical imaging.

Describe the impact of Covid-19 on Your business.

3 - moderately negative impact.

Does the product / service have a CE certificate?

No, but it could be certified.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

Currently, only the subjective descriptive assessment of the radiologist for the complete MRI examination (30-60 min) is used.

Our solution provides automatic, repeatable, structured and quantitative assessment. The test results show numerical deviation from the norm and ensure comparability. Additionally, it shortens the time needed to describe the test in terms of the basic morphological parameters of the Achilles tendon. It also allows to significantly reduce the time of data acquisition based on the fast T2* gradient sequence (~ 3 min of acquisition), which opens up the possibility of screening and increases the availability of MRI examinations. The use of our solution in the prevention of sports injuries allows not only to optimize the training of players, but also generate significant savings in the health care system.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional, insurance company.



Information about the organization

Indicate the current stage of development.

Proof of Concept.

How long has Your startup been operating?

For more than one to two years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

1 - 5 people.



Finance

What is the current funding level for Your startup?

2 million - 5 million PLN.

What are Your sources of financing?

The founder's own funds (bootstrapping), grants from European funds, domestic VC, foreign VC.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

No.

What is the most important measure of Your success at the present stage of Your development?

The number of studies processed in pilots and acquired for the purposes of AI.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union, United States, Great Britain, Scandinavia.

Smartfloor

Natural person running a business activity.



<https://smartfloor.com.pl>



Information about the solution

What is Your product / service?

SensFloor - floor sensors.

In which medical area do You operate?

Geriatrics, senior care, rehabilitation.

What sector does Your solution operate in?

Telemedicine, standalone IT application, AI/machine learning, medical data, rehabilitation.

Describe the impact of Covid-19 on Your business.

5 - moderately positive impact.

Does the product / service have a CE certificate?

Yes.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

We are the only solution of this type, meeting Polish standards, for gait analysis, detecting falls from data collected through the floor.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity.



Information about the organization

Indicate the current stage of development.

Growth (expansion).

How long has Your startup been operating?

For more than one to two years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

1 - 5 people.



Finance

What is the current funding level for Your startup?

Bootstrapping.

What are Your sources of financing?

The founder's own funds (bootstrapping).

Are You currently looking for funding?

No.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

No.

What is the most important measure of Your success at the present stage of Your development?

Revenue.



Foreign Expansion

Are You currently commercially present on foreign markets?

Most of the revenues come from abroad.

Which countries / regions are important to Your business success?

European Union.

StethoMe®

Limited Liability Company.



<https://stethome.com>



+48 574 404 576



support@StethoMe.com



Information about the solution

What is Your product / service?

StethoMe® is the first system that detects abnormalities in the respiratory system using certified medical algorithms, cooperating with a wireless stethoscope and a dedicated application. The solution is used for remote monitoring and management of patients with chronic respiratory diseases, with particular emphasis on the population suffering from asthma. Thanks to the use of unique technologies that ensure examination quality control, StethoMe® can be used by patients at home. The analyzed parameters change their values at the time of onset or exacerbation of the disease. The combination of the StethoMe® stethoscope with AI algorithms enables auscultation, recording of sounds and their detailed analysis. The test result generated by the AI module in the cloud is immediately visible to the patient. At the same time, the whole can be sent to the healthcare provider chosen by the patient.

In which medical area do You operate?

Pulmonology, pediatrics, family medicine.

What sector does Your solution operate in?

Telemedicine, medical devices, AI/machine learning.

Describe the impact of Covid-19 on Your business.

6 - positive impact.

Does the product / service have a CE certificate?

Yes.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

The artificial intelligence device and algorithms received a class IIa medical certificate in the EU. It is currently the only certified system with dedicated artificial intelligence algorithms for the diagnosis of respiratory pathology in the world. The clinical value has been confirmed in numerous research and scientific publications in the field of medicine and technology. StethoMe AI allows for 29% more precise detection of pathological sounds caused by respiratory system infections, asthma, etc. The system, thanks to its comprehensive measurements, is the only one that allows the classification of asthma exacerbations according to GINA (Global Initiative for Asthma) guidelines.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Patient, corporation, public administration, insurance company.



Information about the organization

Indicate the current stage of development.

Growth (expansion).

How long has Your startup been operating?

For more than 5 to 10 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

16 – 25 people.



Finance

What is the current funding level for Your startup?

Over 20 million PLN.

What are Your sources of financing?

Grants from national funds, grants from European funds, domestic VC, foreign VC, organic growth (financing from revenues).

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Acquiring capital.



Foreign Expansion

Are You currently commercially present on foreign markets?

Registered income from a foreign market.

Which countries / regions are important to Your business success?

European Union, United States.

Superwnuk

Limited Liability Company.



www.superwnuk.pl



Information about the solution

What is Your product / service?

The Superwnuk platform offers services in the field of care for the elderly. A supervisor allows you to find the right guardian / service and allows you to manage care from the application level.

In which medical area do You operate?

Geriatrics.

What sector does Your solution operate in?

Internet platform (marketplace), medical data, education.

Describe the impact of Covid-19 on Your business.

5 - moderately positive impact.

Does the product / service have a CE certificate?

Not applicable.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

- 1) Verified guardians - our solution is based on an extensive system of recruiting guardians to the platform compared to the competition, which very often does not use any verification or is based on simple solutions (e.g. bank transfer). In Superwnuk, caregivers are verified with an identity document and undergo a standardized recruitment interview, which allows them to assess their competences.
- 2) Systematized competences - customers on the market face the problem of a guardian's mismatch with the requirements that they face. The supervisor systematizes the competences and, depending on the level of knowledge and experience, suggests the right person.
- 3) Possibility to talk to the guardian before arranging care - competition usually does not allow contact with the guardian before the service. In our solution, the family and the senior have the opportunity to make an appointment with the selected guardian for a video interview, during which, together with a representative of Superwnuk, a care plan is created and all details are agreed.
- 4) Service tracking - Superwnuk allows you to track the service thanks to the care reporting system. This is a key feature for families whose seniors do not live in the same location. Thanks to the reporting function, the family has control over the care process from their phone.
- 5) Transparent payments - Superwnuk enables remote settlements between the guardian and the client. The costs of care are predetermined and agreed by each party prior to care.
- 6) Speed of finding a caregiver - one of the key problems of clients



super wnuk

łączymy pokolenia

is often the need to quickly organize care (e.g. after the senior leaves the hospital). Superwnuk significantly speeds up the process of looking for a tutor, immediately indicating those who have the competence and are temporarily available to complete the task.

- 7) Long-term / short-term care - depending on the needs, Superwnuk redirects the process of looking for care in two ways: if longer-term care is needed, Superwnuk matches the appropriate caregiver, creates a care plan and gives the caregiver an opportunity to get to know the family. If short-term support is needed (e.g. short-term rehabilitation), Superwnuk redirects the process to a quick pairing with a person with the right competences and is able to help the family find the right service in a very short time.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Patient.



Information about the organization

Indicate the current stage of development.

Minimum Viable Product.

How long has Your startup been operating?

For more than one to two years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

6 – 15 people.



Finance

What is the current funding level for Your startup?

500 000 - 1 million PLN.

What are Your sources of financing?

The founder's own funds (bootstrapping), grants from European funds, incubation programs.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

Superwnuk

What is the most important measure of Your success at the present stage of Your development?

Number of users.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union.

SYGMO.life

During establishing a limited liability company

SYGMO..
Symptoms Guard Monitor



sygmo.life



adrian@szulczynski.pl



Information about the solution

What is Your product / service?

Analysis of the symptoms of disease entities and preliminary assessment of the health of the patient under telecare. Supporting physician's clinical decisions.

In which medical area do You operate?

Cardiology, neurology, family medicine, infectious medicine.

What sector does Your solution operate in?

Telemedicine, medical data.

Describe the impact of Covid-19 on Your business.

7 - significantly positive impact.

Does the product / service have a CE certificate?

Not yet.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

An extensive data analysis center, dedicated versions for individual disease entities developed by experts from individual fields of medicine. Ultimately - advanced support for doctor's decisions based on data from a patient covered by telecare.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, patient, public administration, insurance company.



Information about the organization

Indicate the current stage of development.

Commercialization stage - we have the first paying customers.

How long has Your startup been operating?

For more than one to two years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

None.



Finance

What is the current funding level for Your startup?

Bootstrapping.

What are Your sources of financing?

The founder's own funds (bootstrapping).

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

No.

What is the most important measure of Your success at the present stage of Your development?

Number of users.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union.

TakesCare

Limited Liability Company.



takes-care.com



+48 602 591 251



dominik.mazur@takes-care.com



takescare

www.takes-care.com



Information about the solution

What is Your product / service?

A digital health platform where the customer can manage and control each stage of their health path, delivering better outcomes at lower cost.

We offer the following services: Telemedicine, EHR, "Uber Health", digitization and remote monitoring of patients, integration with pharmacies and laboratories, Virtual Medical Assistant, monitoring of medical devices and API integration.

We offer products: online medical care packages, employee benefits (GPs, specialists, psychologists / psychotherapists), laboratory tests.

In which medical area do You operate?

Cardiology, pulmonology, neurology, radiology, oncology, gynecology, pediatrics, psychiatry, family medicine.

What sector does Your solution operate in?

Telemedicine, AI/machine learning, medical data, providing health services (prophylaxis, diagnostics, treatment) as a medical entity.

Describe the impact of Covid-19 on Your business.

6 - positive impact.

Does the product / service have a CE certificate?

Not applicable.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

Technology / digitization of patient service processes, doctor, insurer, business model, price.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional, patient, corporation, insurance company.



Information about the organization

Indicate the current stage of development.

Growth (expansion).

How long has Your startup been operating?

For more than 5 to 10 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

6 – 15 people.



Finance

What is the current funding level for Your startup?

Bootstrapping.

What are Your sources of financing?

The founder's own funds (bootstrapping), grants from national funds, organic growth (financing from revenues).

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Revenue.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union, South America, Central America, Middle East.

Good Sleeper

Limited Liability Company.



terapiabezsenosci.pl



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jan.potworowski@goodsleeper.eu



Information about the solution

What is Your product / service?

Our product, application: Good Sleeper is a scientifically tested 'digital therapeutics' application with the status of a medical device, allowing you to independently go through the program of cognitive-behavioral therapy for insomnia: CBT-I.

About 20% of the population in the 18-64 age group suffer from insomnia. In most cases, it is treated with hypnotics, while the recommendations of scientific institutions dealing with the treatment of insomnia say about the use of CBT-I or digital CBT-I reproducing solutions called digital CBT-I (dCBT-I), which are part of the wider Digital Therapeutics trend.

Good Sleeper is the only application of this type available on the Polish market. We created it in a team associating leading authorities in the field of sleep medicine in Poland: dr. Małgorzata Fornal-Pawłowska - psychotherapist, pioneer in the use of CBT-I in Poland and dr. Michał Skalski - a psychiatrist, one of the leading authorities in the field of sleep medicine in Poland.

From the point of view of the end customer (patient), our product is an opportunity to permanently get rid of a problem that has a destructive effect on life. In addition to the end customer, the recipients of our technology are also medical facilities and employers.

From the point of view of medical facilities, Good Sleeper, as a product with the potential to permanently improve the general health of a large percentage of patients, is a source of savings. Chronic insomnia is a factor in many other diseases, such as depression, anxiety, obesity, diabetes, coronary heart disease and many others.

On the other hand, from the employer's point of view, our product has the potential to unleash the full potential of many employees who struggle with sleep problems under stress. There are studies showing that people deprived of sleep not only perform their assigned tasks worse, but also choose less ambitious tasks and those whose effects are more predictable.

In which medical area do You operate?

Psychiatry, family medicine.

What sector does Your solution operate in?

Telemedicine, standalone IT application, education.

Describe the impact of Covid-19 on Your business.

6 - positive impact.

Does the product / service have a CE certificate?

Yes.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

According to the recommendations of institutions such as the European Society for Sleep Research or the American Academy of Sleep Medicine, cognitive-behavioral therapy for insomnia (CBT-I) should be used as the primary method of treating insomnia, before using any pharmacological agents. The same recommendations say about the use of solutions that reproduce this method digitally called dCBT-I at the first sleep problems. The advantages of digital solutions are higher availability and lower price. Our application is the only Polish-language dCBT-I solution, there are no alternatives for us in this regard. There are well-being apps that also target sleep. Compared to them, the following speak in favor of our product:

- the fact that it is based on a scientifically proven method, called the "gold standard in the treatment of insomnia",
- a study conducted by us and the SWPS University, showing the effectiveness of our product,
- the safety of our product, confirmed by certification as a medical device.

Comparing our solution to the hypnotic drugs that are currently most used in insomnia, our solution is more effective and has fewer side effects.

Compared to foreign competition, the following speak to our advantage:

- availability in local languages – Good Sleeper is the only Polish-language application for CBT-I. In the near future, we plan to translate it into other European languages,
- availability in various models - global competitors address the prescription market and employers (B2B), we add the consumer market (B2C) to that.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional, patient, corporation, insurance company.



Information about the organization

Indicate the current stage of development.

Growth (expansion).

How long has Your startup been operating?

For more than 2 to 5 years.

Good Sleeper



Team

How many team members do you currently engage in a startup on a more than half-time basis?

6 – 15 people.



Finance

What is the current funding level for Your startup?

2 million - 5 million PLN.

What are Your sources of financing?

Grants from national funds, domestic VC.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Number of users.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union, United States, Canada, South America, Central America, Australia and Oceania.

theBlue.ai

Limited Liability Company.



www.theblue.ai

www.sharemedix.com



+48 501 710 898



contact@theblue.ai



Information about the solution

What is Your product / service?

ShareMedix - a solution for fast and automatic anonymization of medical and administrative data (DICOM, MRI, CT, video, photos, documentation, monitoring) and sharing them in a safe form.

In which medical area do You operate?

Cardiology, pulmonology, neurology, radiology, orthopedics, diabetology, oncology, gynecology, laboratory diagnostics, pediatrics, psychiatry, family medicine, medical documentation.

What sector does Your solution operate in?

Telemedicine, standalone IT application, AI/machine learning, AR/VR, medical data, laboratory tests.

Describe the impact of Covid-19 on Your business.

3 - moderately negative impact.

Does the product / service have a CE certificate?

Not applicable.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

Complexity of the solution (documents, photos, videos, medical images), integration with the latest technologies such as AR / MR / VR, intuitiveness and ease of use, scalability.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional, corporation, public administration, insurance company.



Information about the organization

Indicate the current stage of development.

Commercialization stage - we have the first paying customers.

How long has Your startup been operating?

For more than 2 to 5 years.

THEBLUE AI



Team

How many team members do you currently engage in a startup on a more than half-time basis?

6 – 15 people.



Finance

What is the current funding level for Your startup?

Bootstrapping.

What are Your sources of financing?

The founder's own funds (bootstrapping), grants from European funds.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Revenue.



Foreign Expansion

Are You currently commercially present on foreign markets?

Most of the revenues come from abroad.

Which countries / regions are important to Your business success?

European Union, United States, Canada.

Therapify

LTD (UK).



therapify.eu

 therapify



Information about the solution

What is Your product / service?

Psychotherapy (telemedicine psychotherapy - author's note) co-financed by the employer.

In which medical area do You operate?

Psychotherapy.

What sector does Your solution operate in?

Telemedicine, internet platform (marketplace), education.

Describe the impact of Covid-19 on Your business.

6 - positive impact.

Does the product / service have a CE certificate?

Not applicable.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

We handle all psychotherapy through the employer in an honest billing model for employee wear and tear.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Employee.



Information about the organization

Indicate the current stage of development.

Commercialization stage - we have the first paying customers.

How long has Your startup been operating?

For more than 2 to 5 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

6 - 15 people.



Finance

What is the current funding level for Your startup?

2 million - 5 million PLN.

What are Your sources of financing?

The founder's own funds (bootstrapping), grants from national funds, private investors, domestic VC, foreign VC, organic growth (financing from revenues), accelerators.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Revenue.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union, UK.

TITAN by Radiato.ai

Informal working group.



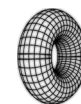
<https://titan.radiato.ai>



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Radiato.ai



Information about the solution

What is Your product / service?

System for the diagnosis of malignancy of kidney tumors on the basis of images from computed tomography using machine learning.

In which medical area do You operate?

Radiology, urology.

What sector does Your solution operate in?

Standalone IT application, AI/machine learning.

Describe the impact of Covid-19 on Your business.

5 - moderately positive impact.

Does the product / service have a CE certificate?

No, but it could be certified.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

First of all, the effectiveness of the algorithm, a solution independent of the hospital infrastructure, anonymization of data on the hospital side, the use of state-of-the-art machine models.

Have You already developed a business model?

No.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional.



Information about the organization

Indicate the current stage of development.

Minimum Viable Product.

How long has Your startup been operating?

For more than one to two years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

1 - 5 people.



Finance

What is the current funding level for Your startup?

Less than 500 000 PLN.

What are Your sources of financing?

Grants from European funds.

Are You currently looking for funding?

No.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

No.

What is the most important measure of Your success at the present stage of Your development?

Number of users.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union, United States.

Titanis

Limited Liability Company.



www.neuroforma.pl



Information about the solution

What is Your product / service?

Neuroforma is a system for interactive hybrid rehabilitation, consisting of:

Neuroforma for Institutions - a station for interactive physical and cognitive exercises in augmented reality, using a 3D camera.

Neuroforma for Patients - software for interactive motor and cognitive exercises using a webcam, running in a browser, on any device.

Neuroforma for Specialists - a panel for managing the telerehabilitation of your patients, enabling their monitoring, checking the results, ordering tailored exercises and asynchronous communication, operating in a browser.

This system enables comprehensive patient care, starting from a stay in a rehabilitation facility, through individual classes with a physiotherapist and convenient remote care, even many months after leaving the facility. Through interactive exercises and specialist supervision, the system supports patients' motivation to exercise regularly, which has a positive effect on the patient's health (confirmed by clinical tests).

In which medical area do You operate?

Neurology.

What sector does Your solution operate in?

Telemedicine, rehabilitation.

Describe the impact of Covid-19 on Your business.

4 - no impact.

Does the product / service have a CE certificate?

Yes.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

We have created a clinically verified hybrid rehabilitation system that enables continuous rehabilitation on a large scale (no sensors are needed for home exercises - all you need is a computer or a tablet with a camera and internet). The system consists of a solution for institutions (we are the leader of this type of solutions in Poland), thanks to which patients can exercise in the center. After leaving it, they can continue analogous interactive exercises at home under the remote supervision of a specialist. The use of the camera and AR technology has a better effect on patients, on the use of their own image, not avatars or models.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

A doctor or other healthcare professional.



Information about the organization

Indicate the current stage of development.

Minimum Viable Product.

How long has Your startup been operating?

For more than 5 to 10 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

1 - 5 people.



Finance

What is the current funding level for Your startup?

Less than 500 000 PLN.

What are Your sources of financing?

Organic growth (financing from revenues).

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Revenue.



Foreign Expansion

Are You currently commercially present on foreign markets?

Registered income from a foreign market.

Which countries / regions are important to Your business success?

European Union, United States.

T-spect

Limited Liability Company.



www.t-spect.pl



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tspect21@gmail.com

 **T - SPECT**
a new dimensions of accuracy



Information about the solution

What is Your product / service?

Strain gauge probe for medical diagnostics.

In which medical area do You operate?

Oncology, gynecology, proctology.

What sector does Your solution operate in?

Medical devices.

Describe the impact of Covid-19 on Your business.

3 - moderately negative impact.

Does the product / service have a CE certificate?

No, but it could be certified.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

The cheapest device of this type on the market.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional, patient, corporation.



Information about the organization

Indicate the current stage of development.

Minimum Viable Product.

How long has Your startup been operating?

From 6 months to a year.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

1 - 5 people.



Finance

What is the current funding level for Your startup?

500 000 - 1 million PLN.

What are Your sources of financing?

The founder's own funds (bootstrapping), incubation programs.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

No.

What is the most important measure of Your success at the present stage of Your development?

Acquiring capital.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union, United States.

TwójPsycholog

Limited Liability Company.



<https://www.twojpsycholog.pl>



Information about the solution

What is Your product / service?

A platform connecting people looking for proven mental health specialists (psychologists, psychotherapists) from all over Poland. The platform is extended with a solution for offices and psychological centers that enable more effective organization of office work.

In which medical area do You operate?

Psychology, psychotherapy.

What sector does Your solution operate in?

Telemedicine, internet platform (marketplace).

Describe the impact of Covid-19 on Your business.

5 - moderately positive impact.

Does the product / service have a CE certificate?

Not applicable.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

We create a solution that will ultimately help every person who wants to work on their mental health to choose the best specialist or solution that meets the needs of this person. We currently provide an advanced Specialist Selection Form, which allows you to create a recommendation of the best trend and specialists for the client. We are also expanding the form with alternative solutions to therapy, incl. self-help courses.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Patient, private psychological offices and therapeutic facilities.



Information about the organization

Indicate the current stage of development.

Growth (expansion).

How long has Your startup been operating?

For more than one to two years.

twójpsycholog



Team

How many team members do you currently engage in a startup on a more than half-time basis?

6 – 15 people.



Finance

What is the current funding level for Your startup?

Less than 500 000 PLN.

What are Your sources of financing?

The founder's own funds (bootstrapping), private investors, organic growth (financing from revenues).

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Number of users.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union.

Uhura Technologies

Limited Liability Company.



uhura.pl



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konrad.zielinski01@gmail.com



Information about the solution

What is Your product / service?

We restore speech and support communication using bionic solutions (wearable devices, software). The first product: an innovative electronic larynx for people after laryngectomy (removal of the larynx).

In which medical area do You operate?

Oncology, otolaryngology, speech therapy.

What sector does Your solution operate in?

Medical devices, wearables - not medical devices, AI/machine learning, rehabilitation, education, communication.

Describe the impact of Covid-19 on Your business.

4 - no impact.

Does the product / service have a CE certificate?

No, but it could be certified.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

- 1) The company is run by young IT people, including the patient himself.
- 2) We meet the main needs of customers: agency, elegance, freedom of communication (not fully recognized by the competition).
- 3) Products are characterized by a clever combination of AI and design to meet the above-mentioned needs.

Have You already developed a business model?

No.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional, patient.



Information about the organization

Indicate the current stage of development.

Proof of Concept.

How long has Your startup been operating?

Less than 6 months.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

1 - 5 people.



Finance

What is the current funding level for Your startup?

Bootstrapping.

What are Your sources of financing?

The founder's own funds (bootstrapping).

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

No.

What is the most important measure of Your success at the present stage of Your development?

Number of users.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union, United States, Africa, China.

uPacjenta

Limited Liability Company.



upacjenta.pl



22 120 18 80



pomoc@upacjenta.pl



Information about the solution

What is Your product / service?

We are the first smart lab internet platform in the world that eliminates barriers to access to health care by offering comprehensive laboratory tests with customer access, as well as online consultation of results.

The platform was created for people who perform regular blood tests for whom visiting a stationary blood collection point is difficult, associated with risk or stress - pregnant women and parents with young children, the elderly, disabled or chronically ill, as well as working people who don't want to waste time in lines. The patient chooses the service he or she is interested in, sets the date, time and place of the examination, and the specialist who will conduct the visit. Each member of the medical team has a profile with a description and opinions of other patients about him. The test results can be checked online and sent for consultation to a specialist who will respond within 24 hours via our platform.

The uPatient's offer includes over 700 types of blood tests, and the service is available in over 23 largest cities in Poland.

We also organize Health Actions in companies, i.e. preventive examinations combined with expert consultations and educational activities. Last year, over 80,000 employees used them.

In addition to home blood tests, we also offer COVID-19 tests at home and in companies.

In which medical area do You operate?

Laboratory diagnostics.

What sector does Your solution operate in?

Telemedicine, internet platform (marketplace), medical data, laboratory tests, education.

Describe the impact of Covid-19 on Your business.

7 - significantly positive impact.

Does the product / service have a CE certificate?

No, but it could be certified.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

Quickly scalable business model - a two-sided marketplace, based on a platform through which, on the one hand, patients make appointments, and on the other, specialists offer their services. Online consultation of results with specialists up to 24 hours. A wide range of over 700 laboratory tests. Availability of services in over 23 cities in Poland. Conducting research on COVID-19 and Health Actions at company headquarters throughout Poland.



Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Patient.



Information about the organization

Indicate the current stage of development.

Growth (expansion).

How long has Your startup been operating?

For more than 5 to 10 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

More than 50 people.



Finance

What is the current funding level for Your startup?

Over 20 million PLN.

What are Your sources of financing?

Private investors, domestic VC, foreign VC, organic growth (financing from revenues).

Are You currently looking for funding?

No.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Acquiring capital.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union.

Upmedic

Limited Liability Company.



www.upmedic.io



+48 508 737 322



contact@upmedic.io



Information about the solution

What is Your product / service?

Intelligent software for creating high-quality documentation with structured templates and speech recognition.

In which medical area do You operate?

Radiology, diabetology, gynecology, pediatrics, psychiatry, family medicine, nephrology, physiotherapy.

What sector does Your solution operate in?

Standalone IT application, AI/machine learning, medical data, rehabilitation.

Describe the impact of Covid-19 on Your business.

5 - moderately positive impact.

Does the product / service have a CE certificate?

Not applicable.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

Availability for many specialties, speech recognition in many languages, flexibility of our templates.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional.



Information about the organization

Indicate the current stage of development.

Growth (expansion).

How long has Your startup been operating?

For more than one to two years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

6 – 15 people.



Finance

What is the current funding level for Your startup?

1 million - 2 million PLN.

What are Your sources of financing?

The founder's own funds (bootstrapping), domestic VC, organic growth (financing from revenues).

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Acquiring capital.



Foreign Expansion

Are You currently commercially present on foreign markets?

Signed letters of intent.

Which countries / regions are important to Your business success?

European Union, United States, Canada, South America, Central America.

 upmedic



uvera.eu



info@uvera.eu



U V E R A



Information about the solution

What is Your product / service?

Ecological and safe natural UV protector.

In which medical area do You operate?

Dermatology.

What sector does Your solution operate in?

Aesthetic medicine / cosmetics, biotechnology.

Describe the impact of Covid-19 on Your business.

2 - negative impact.

Does the product / service have a CE certificate?

Not applicable.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

Our solution is characterized by:

- 1) 100% natural pigment - produced by unique species of cyanobacteria naturally occurring in post-extreme environmental conditions.
- 2) Stability - the thermal decomposition of the pigment takes place at a temperature exceeding 100 degrees, it does not decompose with time and intensity of sun exposure, it does not react with chlorinated water.
- 3) Provides protection against the entire spectrum of UV radiation - our product has the broadest photoprotective effect, wider than any existing UV filter, protecting against UV-A-B-C radiation as one compound, no need for additional ingredients or other UV filters.
- 4) It works in low concentrations - a low concentration of our substance (below the currently used solutions) gives protection at the level of SPF 50.
- 5) It is safe for human health - our natural compound has antioxidant and anti-inflammatory properties. Thanks to its physical properties, it does not cause allergic reactions. Laboratory tests have shown that it is not phototoxic and does not penetrate into the deeper layers of the skin.
- 6) No harm to the environment - our sunscreen is not harmful to the marine ecosystem.
- 7) No white film effect on the skin - the unique UV absorbing properties allow our sunscreen to be used in a very low concentration, making the sunscreen product neutral to the skin.
- 8) Ecological production process - during production, we absorb tons of CO2 and solar radiation to produce oxygen and fertile biomass as by-products. All in accordance with the Green Deal and sustainable development.

The Polish-Spanish company UVera has won many awards and distinctions, including:

- EIC Accelerator "Green Deal" grant in the amount of EUR 2.5 million (European Innovation Council);
- EIT Health InnoStars Award 2019 1st place;
- EIT Health Catapult 2020 1st place in the Biotech category;
- EIT Health Catapult 2020 Alex Casta Audience Award;
- My Company Poland Innovators Ranking 2020 and 2021;
- European Investment Bank (EIB) Institute Social Innovation Tournament 2021 Finalist of the competition for social innovations;
- MIT Enterprise Forum CEE 2021;
- MIT Enterprise Forum CEE 2021 Audience Award.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Corporation.



Information about the organization

Indicate the current stage of development.

Minimum Viable Product.

How long has Your startup been operating?

For more than 2 to 5 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

6 - 15 people.



Finance

What is the current funding level for Your startup?

10 million - 20 million PLN.

What are Your sources of financing?

The founder's own funds (bootstrapping), grants from national funds, grants from European funds, private investors, accelerators.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

No.

What is the most important measure of Your success at the present stage of Your development?

Number of Licensees.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union, United States, Australia and Oceania, East Asia, China.

vBionic

Limited Liability Company.



<https://vbionic.com>



+48 690 690 200



info@vbionic.com

▼ B I O N I C



Information about the solution

What is Your product / service?

A platform of prosthetic solutions for the upper limb.

In which medical area do You operate?

Orthopedics.

What sector does Your solution operate in?

Medical devices, robotics, AI/machine learning, rehabilitation.

Describe the impact of Covid-19 on Your business.

4 - no impact.

Does the product / service have a CE certificate?

Yes.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

We are building an independent platform of solutions, we are able to remotely take the measurement of the stump, scalable production of prosthetic hoppers and equip them with our own gripping devices (TOLKA, TOLKA PRO). We have developed our own method of producing silicone elements according to 3D models. We select the color of the dentures according to the wide range of Pantone SkinTone colors. As the first in Europe and one of the few in the world, we are able to deliver a comfortable prosthesis to the patient remotely, without even a single physical meeting. We deliver globally.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

A doctor or other healthcare professional, patient, insurance company.



Information about the organization

Indicate the current stage of development.

Commercialization stage - we have the first paying customers.

How long has Your startup been operating?

For more than 2 to 5 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

6 - 15 people.



Finance

What is the current funding level for Your startup?

5 million - 10 million PLN.

What are Your sources of financing?

Grants from national funds, private investors, organic growth (financing from revenues), credit / loan from a financial institution.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Number of users.



Foreign Expansion

Are You currently commercially present on foreign markets?

Commercial contracts signed.

Which countries / regions are important to Your business success?

European Union, United States, South America, Middle East.

VMersive

Limited Liability Company.



vmersive.pl



Information about the solution

What is Your product / service?

Virtual Reality medical planning and imaging software.

In which medical area do You operate?

Cardiology, neurology, radiology, orthopedics.

What sector does Your solution operate in?

Standalone IT application, AR/VR, education.

Describe the impact of Covid-19 on Your business.

4 - no impact.

Does the product / service have a CE certificate?

No, but it could be certified.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

For DICOM viewers and model production and 3D printing:

- 1) Immediate planning - the clinician starts simulating the treatment immediately. Automatic 3D reconstruction does not require long preparation work.
- 2) Time saving - faster patient assessment process.
- 3) Cost reduction - reduction of expenses related to the production of the model and 3D printing.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

A doctor or other healthcare professional, corporation.



Information about the organization

Indicate the current stage of development.

Commercialization stage - we have the first paying customers.

How long has Your startup been operating?

For more than 2 to 5 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

6 – 15 people.



Finance

What is the current funding level for Your startup?

Bootstrapping.

What are Your sources of financing?

The founder's own funds (bootstrapping).

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Number of users.



Foreign Expansion

Are You currently commercially present on foreign markets?

Registered income from a foreign market.

Which countries / regions are important to Your business success?

European Union, United States, South America, East Asia, Middle East.

VR TierOne

General partnership.



www.vrtierone.com



grzegorz.rodziewicz@vrtierone.com



Information about the solution

What is Your product / service?

Treating depression and anxiety with Virtual Reality.

In which medical area do You operate?

Cardiology, pulmonology, neurology.

What sector does Your solution operate in?

Biotechnology, telemedicine, medical devices.

Describe the impact of Covid-19 on Your business.

6 - positive impact.

Does the product / service have a CE certificate?

Yes.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

We deal with the mental zone and we have documented this with research results (evidence based solution). We provide a high level of immersion. We offer a medical device that fits into the rehabilitation process.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

A doctor or other healthcare professional, patient, corporation.



Information about the organization

Indicate the current stage of development.

Commercialization stage - we have the first paying customers.

How long has Your startup been operating?

For more than 2 to 5 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

6 - 15 people.



Finance

What is the current funding level for Your startup?

2 million - 5 million PLN.

What are Your sources of financing?

The founder's own funds (bootstrapping), grants from national funds, private investors, organic growth (financing from revenues).

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Revenue.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union, United States.

Warmie

Limited Liability Company.



www.warmie.eu



+48 609 623 809



contact@warmie.eu



Information about the solution

What is Your product / service?

Our product is a certified system for remote and continuous monitoring of body temperature - WARMIE. The WARMIE sensor is a battery-powered wireless temperature sensor, designed to measure and monitor the temperature of the human body continuously. The measured temperature value is sent wirelessly to the application installed on the user's smartphone that allows for temperature reading and recording its changes. Battery operation allows for continuous temperature monitoring for many weeks. The system is certified as a class IIb medical device, which means that it can be used in unconscious patients in intensive care units. We are working on the implementation and certification of a system for monitoring temperature in the area of wounds. The task of the system will be to detect infections at an early stage, which may reduce the number of reoperations. The solution will support the effective treatment of postoperative, difficult to heal and chronic wounds.

In which medical area do You operate?

Ultimately in the field of surgery and wound healing.

What sector does Your solution operate in?

Telemedicine, medical devices, AI/machine learning.

Describe the impact of Covid-19 on Your business.

4 - no impact.

Does the product / service have a CE certificate?

No, but it could be certified.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

Our solution will support doctors' decisions by means of an algorithm suggesting the selection of therapy parameters.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional, patient.



Information about the organization

Indicate the current stage of development.

Proof of Concept.

How long has Your startup been operating?

For more than one to two years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

6 – 15 people.



Finance

What is the current funding level for Your startup?

2 million - 5 million PLN.

What are Your sources of financing?

The founder's own funds (bootstrapping), grants from European funds, private investors, organic growth (financing from revenues).

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Acquiring capital.



Foreign Expansion

Are You currently commercially present on foreign markets?

Registered income from a foreign market.

Which countries / regions are important to Your business success?

European Union, UK.

WeTalk

Civil law partnership.



www.WeTalk.pl



+48 500 588 500



info@wetalk.pl



Information about the solution

What is Your product / service?

An innovative application that allows the patient to contact a psychotherapist on a daily basis.

In which medical area do You operate?

Psychological help.

What sector does Your solution operate in?

Telemedicine.

Describe the impact of Covid-19 on Your business.

5 - moderately positive impact.

Does the product / service have a CE certificate?

Not applicable.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

The application that fulfills the needs of young people.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Patient, corporation



Information about the organization

Indicate the current stage of development.

Growth (expansion).

How long has Your startup been operating?

For more than 2 to 5 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

6 – 15 people.



Finance

What is the current funding level for Your startup?

500 000 - 1 million PLN.

What are Your sources of financing?

The founder's own funds (bootstrapping).

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Number of users.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present commercially and we are not planning to be.

Which countries / regions are important to Your business success?

European Union.

WeeCaa

Informal working group.



wee-caa.com



+48 505 056 710



piotr.kolodziej@me.com



Information about the solution

What is Your product / service?

Daily health care using external devices, data aggregation and analysis for the possibility of future lesions.

In which medical area do You operate?

Family medicine.

What sector does Your solution operate in?

Telemedicine, medical devices, wearables - not medical devices, stand-alone IT application, AI/machine learning, medical data, education.

Describe the impact of Covid-19 on Your business.

4 - no impact.

Does the product / service have a CE certificate?

Not applicable.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

The desire to create a system that is not only a real-time health assistant, but also educates and allows you to predict changes in the future thanks to AI.

Have You already developed a business model?

No.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional, patient.



Information about the organization

Indicate the current stage of development.

Proof of Concept.

How long has Your startup been operating?

From 6 months to a year.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

None.



Finance

What is the current funding level for Your startup?

Bootstrapping.

What are Your sources of financing?

The founder's own funds (bootstrapping).

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

No.

What is the most important measure of Your success at the present stage of Your development?

Acquiring capital.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union, Middle East.

Wellbee

Limited Liability Company.



<https://wellbee.pl>



+48 799 394 006



kontakt@wellbee.pl



Information about the solution

What is Your product / service?

Today it is a managed, curated marketplace for a wide range of mental well-being specialists for B2C clients and an even wider subscription service for B2B.

Ultimately, it will be a holistic assistant for mental well-being, including mental health monitoring, automatic diagnostics, self-exploration and the best selected specialists.

In which medical area do You operate?

Psychiatry, psychotherapy.

What sector does Your solution operate in?

Telemedicine, standalone IT application, internet platform (marketplace), AI/machine learning, medical data, providing health services (prophylaxis, diagnostics, treatment) as a medical entity.

Describe the impact of Covid-19 on Your business.

7 - significantly positive impact.

Does the product / service have a CE certificate?

No, but it could be certified.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

A doctor or other healthcare professional, patient, corporation.



Information about the organization

Indicate the current stage of development.

Growth (expansion).

How long has Your startup been operating?

For more than one to two years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

16 - 25 people.



Finance

What is the current funding level for Your startup?

2 million - 5 million PLN.

What are Your sources of financing?

Private investors, domestic VC.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Revenue.



Foreign Expansion

Are You currently commercially present on foreign markets?

Registered income from a foreign market.

Which countries / regions are important to Your business success?

European Union, South America.

Wezwijdoktora.pl - P2 MED

Limited Liability Company.



<https://wezwijdoktora.pl>



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biuro@wezwijdoktora.pl



Information about the solution

What is Your product / service?

Home visits of doctors, nurses and midwives.

In which medical area do You operate?

Cardiology, orthopedics, laboratory diagnostics, pediatrics, family medicine, primary healthcare.

What sector does Your solution operate in?

Telemedicine, internet platform (marketplace), providing health services (prophylaxis, diagnostics, treatment) as a medical entity.

Describe the impact of Covid-19 on Your business.

2 - negative impact.

Does the product / service have a CE certificate?

Not applicable.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

Online positioning, online advertising, good opinions of contractors, good opinions of medical staff.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional, patient, corporation, insurance company.



Information about the organization

Indicate the current stage of development.

Growth (expansion).

How long has Your startup been operating?

For more than 2 to 5 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

1 - 5 people.



Finance

What is the current funding level for Your startup?

Bootstrapping.

What are Your sources of financing?

The founder's own funds (bootstrapping).

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

No.

What is the most important measure of Your success at the present stage of Your development?

Revenue.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present commercially and we are not planning to be.

Which countries / regions are important to Your business success?

European Union.

Wheelstair

Limited Liability Company.



www.wheelstair.com



Information about the solution

What is Your product / service?

Wheelstair - help for wheelchairs allowing you to climb stairs and take long walks on your own.

In which medical area do You operate?

Orthopedics, rehabilitation, mobility.

What sector does Your solution operate in?

Medical devices, robotics, rehabilitation, mobility, independence.

Describe the impact of Covid-19 on Your business.

3 - moderately negative impact.

Does the product / service have a CE certificate?

Yes.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

There is no similar solution in the world because:

1. It is an add-on for a manual wheelchair, not an electric wheelchair.
2. This extension can be easily attached to or detached from the manual wheelchair.
3. It allows people sitting on their manual wheelchairs to climb stairs independently and safely.
4. In addition to climbing stairs, it supports movement on flat terrain (turns a manual wheelchair into an electric wheelchair).
5. It is much lighter and smaller than electric trolleys.
6. It can be put into passenger cars by a disabled person.
7. Can turn to either side, both on stairs and on flat ground.
8. It is several times cheaper than autonomous electric wheelchairs with the function of climbing stairs.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Patient, public administration / public funding, insurance company.



Information about the organization

Indicate the current stage of development.

Minimum Viable Product.

How long has Your startup been operating?

For more than 2 to 5 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

6 – 15 people.



Finance

What is the current funding level for Your startup?

5 million - 10 million PLN.

What are Your sources of financing?

The founder's own funds (bootstrapping), grants from national funds, private investors.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

No.

What is the most important measure of Your success at the present stage of Your development?

Market potential, interest in our product.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union, United States, Canada, South America, Australia and Oceania, East Asia, Middle East, China.

Wizlink® (brand)

First Byte (brand owner)

Limited Liability Company.



<https://wizlink.eu>



+48 660 769 259



contact@wizlink.eu



Information about the solution

What is Your product / service?

Wizlink® - Polish RPA (Robotic Process Automation) class tool for building software robots, which perform repetitive and boring activities for employees on the screens of their computers within HIS, POZ, diagnostic, reporting, BI, or central systems (NFZ) applications, E-Health Center). This, among other things, saves the time of staff who can take care of other critical activities, such as contact with the patient.

In which medical area do You operate?

Administration of a medical entity, document circulation, reporting (BI), management control, system integration.

What sector does Your solution operate in?

Pharmaceuticals / dietary supplements, telemedicine, medical devices, robotics, standalone IT application, AI/machine learning, medical data, laboratory tests, automation / low-code.

Describe the impact of Covid-19 on Your business.

5 - moderately positive impact.

Does the product / service have a CE certificate?

Not applicable.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

Current solutions are very expensive and are characterized by high inertia. They also have a large technological barrier to entry and require technical / programming knowledge. The Wizlink® tool was developed with the business user in mind and our experience to date proves this. Business users (including white personnel) can automate their work on their own using software robots.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional, corporation, public administration, insurance company, organization and industry of all sizes.



Information about the organization

Indicate the current stage of development.

Growth (expansion).

How long has Your startup been operating?

More than 10 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

6 – 15 people.



Finance

What is the current funding level for Your startup?

Less than 500.000 PLN.

What are Your sources of financing?

Grants from European funds, private investors, organic growth (financing from revenues).

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Revenue.



Foreign Expansion

Are You currently commercially present on foreign markets?

Registered income from a foreign market.

Which countries / regions are important to Your business success?

European Union, United States, Great Britain.

YOT Med (product: NeuroPlay)

Limited Liability Company.



www.neuroplay.pl



+48 517 216 943



biuro@neuroplay.pl



Information about the solution

What is Your product / service?

NeuroPlay is a medical, intuitive device for training the cognitive functions of the elderly. The clinically tested solution consists of a wrist-band equipped with, among others with EEG sensors, tablets and software with games created by specialists.

In which medical area do You operate?

Neurology, psychiatry, geriatrics.

What sector does Your solution operate in?

Medical devices.

Describe the impact of Covid-19 on Your business.

5 - moderately positive impact.

Does the product / service have a CE certificate?

Yes.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

- The effectiveness of the solution has been confirmed in a clinical trial in a group of several hundred patients, including both cognitive norms and patients with dementia.
- Intuitive and easy to use - it can be used by medical personnel not trained in EEG-biofeedback therapy or by the patient himself.
- Modern, wireless device of a small size (training anywhere).
- Training protocols and game scenarios tailored to the needs of a group of people aged 65+.
- Interactive games and boards used in training, developed by experts and reviewed by representatives of senior groups.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional, patient.



Information about the organization

Indicate the current stage of development.

Minimum Viable Product.

How long has Your startup been operating?

For more than 2 to 5 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

1 - 5 people.



Finance

What is the current funding level for Your startup?

2 million - 5 million PLN.

What are Your sources of financing?

The founder's own funds (bootstrapping), grants from European funds, private investors, domestic VC.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

No.

What is the most important measure of Your success at the present stage of Your development?

Acquiring capital.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union, United States, Canada.

zhiva.ai

Limited Liability Company.



<https://zhiva.ai>



ceo@zhiva.ai



zhiva.ai



Information about the solution

What is Your product / service?

We enable easy clinical implementation of AI solutions for radiology and histopathology.

In which medical area do You operate?

Radiology.

What sector does Your solution operate in?

AI/machine learning.

Describe the impact of Covid-19 on Your business.

4 - no impact.

Does the product / service have a CE certificate?

No, but it could be certified.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

None of our competitors offer a solution for implementing AI models with just a few lines of code. Currently, AI solution providers have to develop their own medical image viewers or rely on proprietary software developed by large medical companies that have no technical documentation and are not transparent about the business side of the venture. We will be the first to create an open platform that facilitates the implementation of models, offers a fully transparent business model and is based on an open-source solution.

Have You already developed a business model?

No.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional.



Information about the organization

Indicate the current stage of development.

Proof of Concept.

How long has Your startup been operating?

Less than 6 months.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

1 - 5 people.



Finance

What is the current funding level for Your startup?

Bootstrapping.

What are Your sources of financing?

The founder's own funds (bootstrapping), grants from national funds.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

No.

What is the most important measure of Your success at the present stage of Your development?

Number of users.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union, United States.

The background of the slide is a complex, abstract circular graphic. It features multiple concentric rings in shades of blue, pink, and white. Various icons are scattered around the perimeter and within the rings, including a rocket, a microscope, a DNA helix, a heart with an ECG line, a brain, a gear, and a stylized atom. The overall design is modern and tech-oriented.

Review of the innovative medical startups in CEE region

Artificial Intelligence Expert

Limited liability company.



www.aie-op.com



0729994047



alexandru.floares@aie-op.com
info@aie-op.com



Information about the solution

What is Your product / service?

Non-invasive Multi-Cancer Early Detection (MCED) test in the platform, working with 99% accuracy on 13 cancers.

In which medical area do You operate?

Oncology.

What sector does Your solution operate in?

Biotechnology, medical devices, AI / machine learning, medical data.

Describe the impact of Covid-19 on Your business.

3 - moderately negative impact.

Does the product / service have a CE certificate?

No, but it could be certified.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

Thrive's blood test accuracy was just 77% across all cancers, than our accuracy that is greater than 99%.

Grail's GALLERI is a multi-cancer early detection test. Grail's test sensitivity for earlier stages is very low, with a meagre 16.8% at stage I, rising to just 40.4% at stage II for all cancer types. Our test holds up an >99% sensitivity across all stages compared to these.

Delfi test has a 73% median accuracy compared to our test's >99% accuracy.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional, molecular diagnosis companies, public/private hospitals.



Information about the organization

Indicate the current stage of development.

Minimum Viable Product.

How long has Your startup been operating?

For more than one to two years.



Team

How many team members do You currently engage in a startup on a more than half-time basis?

1- 5 people.



Finance

What is the current funding level for Your startup?

Less than \$500,000.

What are Your sources of financing?

The founder's own funds (bootstrapping), grants from national funds, grants from european funds, incubation programs, accelerators.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

No.

What is the most important measure of Your success at the present stage of Your development?

Acquiring capital.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union, United States.

Carebot

Limited liability company.

carebot



<https://carebot.com>



+420728659973



info@carebot.com



Information about the solution

What is Your product / service?

AI solutions in medical imaging methods.

In which medical area do You operate?

Radiology.

What sector does Your solution operate in?

Telemedicine, AI / machine learning.

Describe the impact of Covid-19 on Your business.

7 - significantly positive impact.

Does the product / service have a CE certificate?

No, but it could be certified.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

In following months this solution will be integrated into the PACS systems already used by doctors in hospitals to browse the RTG images. Our team is already working on new solutions (CT, MRI etc.).

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

A doctor or other healthcare professional.



Information about the organization

Indicate the current stage of development.

Proof of Concept.

How long has Your startup been operating?

For more than one to two years.



Team

How many team members do You currently engage in a startup on a more than half-time basis?

1- 5 people.



Finance

What is the current funding level for Your startup?

Less than \$500,000.

What are Your sources of financing?

Private investors.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

No.

What is the most important measure of Your success at the present stage of Your development?

Revenue.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union.

Fitpuli

Limited liability company.



fitpuli.hu/en



Information about the solution

What is Your product / service?

Prevention focused Health Platform & Healthy Teambuilding App.

In which medical area do You operate?

Lifestyle based health improvement App.

What sector does Your solution operate in?

Telemedicine, wearables - not medical devices.

Describe the impact of Covid-19 on Your business.

2 - negative impact.

Does the product / service have a CE certificate?

Yes.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

We use the power of the community to onboard the users and merge health & lifestyle data GDPR compliant. Founders are chief physicians.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

A doctor or other healthcare professional, patient, corporation, insurance company.



Information about the organization

Indicate the current stage of development.

Growth (expansion).

How long has Your startup been operating?

For more than 2 to 5 years.



Team

How many team members do You currently engage in a startup on a more than half-time basis?

16 - 25 people.



Finance

What is the current funding level for Your startup?

Over \$1 million - \$2 million.

What are Your sources of financing?

Domestic VC.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Number of users.



Foreign Expansion

Are You currently commercially present on foreign markets?

Commercial contracts signed.

Which countries / regions are important to Your business success?

European Union, United States.

FitSit

Informal working group.



fitsit.io



+420732642879



martin.malanik@fitsit.io



Information about the solution

What is Your product / service?

Web application for back pain prevention by people who work long hours in front of a computer and have back or neck pain. The app controls sitting position and notify users when they have a wrong posture.

In which medical area do You operate?

Physical therapy.

What sector does Your solution operate in?

Standalone IT application, AI / machine learning, rehabilitation.

Describe the impact of Covid-19 on Your business.

6 - positive impact.

Does the product / service have a CE certificate?

No, but it could be certified.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

Users can improve health at work and keep their free time free. No extra hardware device need to be bought and seared on body. Real time feedback.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Patient.



Information about the organization

Indicate the current stage of development.

Minimum Viable Product.

How long has Your startup been operating?

For more than 2 to 5 years.



Team

How many team members do You currently engage in a startup on a more than half-time basis?

1- 5 people.



Finance

What is the current funding level for Your startup?

Less than \$500,000.

What are Your sources of financing?

The founder's own funds (bootstrapping).

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

No.

What is the most important measure of Your success at the present stage of Your development?

Number of users.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union, United States.

Kelvin Health Inc.

Joint-stock company.



www.kelvin.health



+359882868452



info@kelvin.health



Information about the solution

What is Your product / service?

Our mission with Kelvin Health is to make preventable deaths and suffering a thing of the past by using the power of mobile thermography and AI. The company is a deep-tech spin-off, developing a revolutionary AI thermal imaging technology for early diagnosis.

In which medical area do You operate?

Cardiology, oncology.

What sector does Your solution operate in?

Telemedicine, medical devices, standalone IT application, AI / machine learning, providing health services (prophylaxis, diagnostics, treatment) as a medical entity.

Describe the impact of Covid-19 on Your business.

5 - moderately positive impact.

Does the product / service have a CE certificate?

No, but it could be certified.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

The most advanced company using mobile thermography and AI image recognition to screen for medical conditions which also have a commercialised solution is Niramai, India. However, they are focused on breast cancer, similar to HT Bioimaging from Israel. Might-be competitors are researchers from Tel Aviv University, Israel who have completed small-scale trials using mice and published papers on remote thermal imaging AI. Our main advantage and a barrier for competition market entry will be the unique dataset of PAD thermal images, annotated to angiography that we will collect and process.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

A doctor or other healthcare professional, patient, insurance company.



Information about the organization

Indicate the current stage of development.

Minimum Viable Product.

How long has Your startup been operating?

For more than one to two years.



Team

How many team members do You currently engage in a startup on a more than half-time basis?

6 - 15 people.



Finance

What is the current funding level for Your startup?

\$500,000 - \$1 million.

What are Your sources of financing?

The founder's own funds (bootstrapping), accelerators.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

No.

What is the most important measure of Your success at the present stage of Your development?

Acquiring capital.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union, United States, Near East.

Ligence

Limited liability company.



www.ligence.io



+37064550126



d.matuliauskas@ligence.io



Information about the solution

What is Your product / service?

Ligence Heart - platform for automated analysis and reporting of 2D transthoracic echocardiography studies.

In which medical area do You operate?

Cardiology.

What sector does Your solution operate in?

Standalone IT application.

Describe the impact of Covid-19 on Your business.

3 - moderately negative impact.

Does the product / service have a CE certificate?

Yes.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

Greater amount of automated measurements, first in Europe class IIa device for diagnostics of echocardiography studies, user-oriented UI and UX, ability to integrate with PACS/HIS.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

A doctor or other healthcare professional.



Information about the organization

Indicate the current stage of development.

Commercialization stage - we have the first paying customers.

How long has Your startup been operating?

For more than one to two years.



Team

How many team members do You currently engage in a startup on a more than half-time basis?

6 - 15 people.



Finance

What is the current funding level for Your startup?

Less than \$500,000.

What are Your sources of financing?

Grants from national funds, private investors.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Revenue.



Foreign Expansion

Are You currently commercially present on foreign markets?

Registered income from a foreign market.

Which countries / regions are important to Your business success?

European Union, United States, Canada.

Medevio

Limited liability company.



www.medevio.cz



petr.bartos@medevio.cz



Information about the solution

What is Your product / service?

Medevio is a digital platform that connects patients with their providers of care and enables digital-first approach to healthcare.

In which medical area do You operate?

Cardiology, pulmonology, neurology, radiology, orthopedics, diabetology, oncology, pediatrics, family medicine, psychiatry, gynecology.

What sector does Your solution operate in?

Telemedicine, wearables - not medical devices, internet platform (marketplace), medical data, education.

Describe the impact of Covid-19 on Your business.

7 - significantly positive impact.

Does the product / service have a CE certificate?

Not applicable.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

Patient-centric approach.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional, patient, corporation, insurance company.



Information about the organization

Indicate the current stage of development.

Commercialization stage - we have the first paying customers.

How long has Your startup been operating?

For more than one to two years.



Team

How many team members do You currently engage in a startup on a more than half-time basis?

6 - 15 people.



Finance

What is the current funding level for Your startup?

\$500,000 - \$1 million.

What are Your sources of financing?

Private investors.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Number of users.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union.

NAOMI mental wellness

Limited liability company.



www.naomi.health



info@naomi.health



Information about the solution

What is Your product / service?

Mental health app - NAOMI.

In which medical area do You operate?

Mental health.

What sector does Your solution operate in?

Standalone IT application.

Describe the impact of Covid-19 on Your business.

7 - significantly positive impact.

Does the product / service have a CE certificate?

No, but it could be certified.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

We see that there is a big need in the market and acceptance from the target user group to use digital solutions to treat their mental health problems. CBT (cognitive behavioral therapies) do work and are the go-to method to be used in digital apps for mental health related issues. NAOMI uses the CBT approach and has developed a solution for a wide variety of topics to cater to different types of users. We also offer access to real physical psychologist for people that will require further help. We see that the main approach for our competitors was the chatbot due to its simplicity in design and development. The chatbots currently present in the market are not high-end in their NLP recognition and flow design, because this is a big technical challenge and can not be solved completely.

This is way we see the opportunity in the market to create a solution that will use a different approach to CBT, focusing not only on conversation, questions and answer with NLP - but most importantly integrated visual graphical interaction, visual mini games that can help You with mental issues that we see will be more interesting to our users, less annoying and unique in the market. We don't see any type of solution that offers this type of interactive visually satisfying and gamified approach to mental self help.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

A doctor or other healthcare professional, patient, corporation, insurance company.



Information about the organization

Indicate the current stage of development.

Commercialization stage - we have the first paying customers.

How long has Your startup been operating?

For more than one to two years.



Team

How many team members do You currently engage in a startup on a more than half-time basis?

1- 5 people.



Finance

What is the current funding level for Your startup?

Less than \$500,000.

What are Your sources of financing?

Domestic VC, organic growth (financing from revenues), incubation programs, accelerators.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Revenue.



Foreign Expansion

Are You currently commercially present on foreign markets?

Signed letters of intent.

Which countries / regions are important to Your business success?

European Union, United States, Australia and Oceania.

Oscar Senior

Limited liability company.



www.oscarsenior.com



+420 603 186 554



tomas@oscarsenior.com



Information about the solution

What is Your product / service?

Oscar Enterprise.

In which medical area do You operate?

Geriatrics, senior care.

What sector does Your solution operate in?

Telemedicine, medical devices, wearables - not medical devices, standalone IT application.

Describe the impact of Covid-19 on Your business.

5 - moderately positive impact.

Does the product / service have a CE certificate?

Not applicable.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

Device-agnostic, customizable, open API.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

A doctor or other healthcare professional, corporation, public administration, care organizations.



Information about the organization

Indicate the current stage of development.

Growth (expansion).

How long has Your startup been operating?

For more than 2 to 5 years.



Team

How many team members do You currently engage in a startup on a more than half-time basis?

6 - 15 people.



Finance

What is the current funding level for Your startup?

\$500,000 - \$1 million.

What are Your sources of financing?

Private investors.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Revenue.



Foreign Expansion

Are You currently commercially present on foreign markets?

Most of the revenues come from abroad.

Which countries / regions are important to Your business success?

European Union, United States, Canada.

Powerful Medical

Limited Liability Company.



www.powerfulmedical.com



sales@powerfulmedical.com



Information about the solution

What is Your product / service?

PMcardio is a Class IIb AI-powered medical device harnessing knowledge from millions of previous cases to train medical professionals in ECG interpretation, patient management and treatment options. Our algorithms can reliably detect 45 different diagnosis.

In which medical area do You operate?

Cardiology.

What sector does Your solution operate in?

Medical devices, standalone IT application, AI / machine learning.

Describe the impact of Covid-19 on Your business.

5 - moderately positive impact.

Does the product / service have a CE certificate?

Yes.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

The only multimodality solution combining advanced standard 12-Lead ECG diagnostic machine learning algorithms trained on millions of previous cases with personalised treatment plans adhering to the most recent clinical practice guidelines, PMcardio is a Class IIb medical device under the new EU MDR. It harnesses knowledge from millions of previous cases to train medical professionals in ECG interpretation, patient management and treatment options. Our algorithms can reliably detect over 45 different diagnostic classes, reducing misdiagnoses, and ensuring adequate treatment, thus saving both human lives and resources. PMcardio allows physicians and other healthcare workers to scan paper or screen-based ECG recordings. The scans are then digitized and automatically evaluated by the application, which rapidly provides a diagnosis and an in-depth interpretation of the ECG. The user then fills out symptom-based questions, and the clinical assistant generates personalized, disease-specific management recommendations and suggests further diagnostic steps or treatments. PMcardio then enables physicians to get second opinions and share digital reports with their colleagues in a way compliant to all GDPR and patient privacy regulations. Finally, PMcardio enables users to export the digitised ECG in a widely-compatible format and insert it into digital patient report cards. Compared to other companies or products from competitors, PMcardio is easily accessible on any smartphone device with a camera. Healthcare providers don't need to buy new hardware to use our platform, thus significantly reducing costs.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

A doctor or other healthcare professional.



Information about the organization

Indicate the current stage of development.

Commercialization stage - we have the first paying customers.

How long has Your startup been operating?

For more than 2 to 5 years.



Team

How many team members do You currently engage in a startup on a more than half-time basis?

26 - 50 people.



Finance

What is the current funding level for Your startup?

Over \$2 million - \$5 million.

What are Your sources of financing?

The founder's own funds (bootstrapping), private investors, domestic VC, foreign VC, organic growth (financing from revenues).

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Revenue.



Foreign Expansion

Are You currently commercially present on foreign markets?

Registered income from a foreign market.

Which countries / regions are important to Your business success?

European Union, United States, Near East.

Qure.ai

Joint-stock company.



<https://qure.ai>



+91 9650740843



mohammed.yahya@qure.ai

qure.ai



Information about the solution

What is Your product / service?

AI based automated image analysis software for various modalities as below:

1. Chest Xrays / 2. Chest CT scans / 3. Brain CT scans

Further, patient workflow management tools for lung cancer pathways, stroke management and population screening programs.

In which medical area do You operate?

Neurology, radiology, oncology.

What sector does Your solution operate in?

AI / machine learning.

Describe the impact of Covid-19 on Your business.

7 - significantly positive impact.

Does the product / service have a CE certificate?

Yes.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

1. Accuracy of algorithms - Qure's AI algorithms have the largest training dataset with adequate representation from different population samples across the world.
2. Clinical validation - Qure's products are clinically validated in 26 countries across the globe thereby making them appropriate for clinical use.
3. Regulatory compliance - With extensive set of CE & FDA certifications, Qure is cleared for regulatory use in 62 countries.
4. Widely commercialised AI - Extensive use by various types of healthcare providers including hospitals, diagnostic centres, teleradiology companies, and public health organisations.
5. Seamless integration - Ability to deploy both in on-premise servers and cloud servers. Quick, agile deployment methodologies with easy integration in existing workflows (PACS, HIS or Modality devices).
6. Engineering-at-scale - Ability to deploy in complex workflow environments and process large scan volumes without compromising on turn around time.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, a doctor or other healthcare professional, public administration, insurance company.



Information about the organization

Indicate the current stage of development.

Growth (expansion).

How long has Your startup been operating?

For more than 5 to 10 years.



Team

How many team members do you currently engage in a startup on a more than half-time basis?

More than 50 people.



Finance

What is the current funding level for Your startup?

Over \$20 million.

What are Your sources of financing?

Grants from national funds, grants from european funds, private investors, foreign VC, organic growth (financing from revenues).

Are You currently looking for funding?

No.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Number of users.



Foreign Expansion

Are You currently commercially present on foreign markets?

Most of the revenues come from abroad.

Which countries / regions are important to Your business success?

European Union, East Asia, Africa.

Silver technologies

Limited liability company.



www.silvermonitor.care



Information about the solution

What is Your product / service?

Silver monitor smartwatches, wristbands and web application for senior healthcare and safety monitoring.

In which medical area do You operate?

Family medicine, gerontology.

What sector does Your solution operate in?

Telemedicine, wearables - not medical devices, AI / machine learning, patient recovery, monitoring.

Describe the impact of Covid-19 on Your business.

6 - positive impact.

Does the product / service have a CE certificate?

Yes.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

The smartwatch user interface provides multiple advantages when compared with other competitive products:

- 1) Simplicity: Our product is simple robust and easy to use. There are no cables, tape, or calibration required. It has a large display screen and only one main button. It's very comfortable to wear and it non-invasive collects real-time data 0/24.
- 2) Scalability: It is a combination of wrist-worn, precise sensors in one single platform. The platform is expandable and new parameters will soon be added. Thus covering more measurements.
- 3) Portability: The majority of functions are set on the screen and all sensors are placed in a way that fits the size of an average watch without being too bulky.
- 4) Pricing: Our device is available at more favorable price than our competitors.

Silver monitor web application, allows remote monitoring of a wide array of sensed data in real-time. It provides a tightly integrated system for seamless data and voice interaction between the elderly, care-givers, and healthcare professionals.

Our software platform provides a flexible dashboard solution, which delivers web-based insights and biometric data. Configurable for easy access from anywhere. With a built-in prioritization mechanism that displays a quick overview of who needs attention and intervention. Our system consists of data collection, analytics, storage in the cloud, data processing, and security. We apply proprietary algorithms to deliver actionable insights based on personalized, predictive health models.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

A doctor or other healthcare professional, patient, insurance company.



Information about the organization

Indicate the current stage of development.

Minimum Viable Product.

How long has Your startup been operating?

For more than one to two years.



Team

How many team members do You currently engage in a startup on a more than half-time basis?

1- 5 people.



Finance

What is the current funding level for Your startup?

Less than \$500,000.

What are Your sources of financing?

The founder's own funds (bootstrapping), grants from national funds, grants from european funds.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Acquiring capital.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are not present, but we are planning to be.

Which countries / regions are important to Your business success?

European Union.

VILIMED

Limited liability company.



www.vilimed.com



+370 646 22334



info@vilimed.com



Information about the solution

What is Your product / service?

VILIM ball - therapeutic device for tremor reduction.

In which medical area do You operate?

Neurology.

What sector does Your solution operate in?

Telemedicine, medical devices, AI / machine learning, rehabilitation.

Describe the impact of Covid-19 on Your business.

1 - significantly negative impact.

Does the product / service have a CE certificate?

Yes.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

We provide noninvasive side-effects free solution, which therapy duration is significantly shorter in comparison with Cala trio. Steadiwear and Tremelo devices has to be worn all the time and VILIM ball provides tremor improvement for up to 4 hours after only 10 minutes of therapy.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

Treatment entity, patient.



Information about the organization

Indicate the current stage of development.

Growth (expansion).

How long has Your startup been operating?

For more than 2 to 5 years.



Team

How many team members do You currently engage in a startup on a more than half-time basis?

6 - 15 people.



Finance

What is the current funding level for Your startup?

Less than \$500,000.

What are Your sources of financing?

The founder's own funds (bootstrapping), grants from national funds, private investors, organic growth (financing from revenues), accelerators.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Revenue.



Foreign Expansion

Are You currently commercially present on foreign markets?

Most of the revenues come from abroad.

Which countries / regions are important to Your business success?

European Union, United States, East Asia.

VoxiKids

Limited liability company.



voxikids.com



+40720187616



ana.onica@voxikids.com



Information about the solution

What is Your product / service?

VoxiKids & VoxiClinic.

In which medical area do You operate?

Speech Pathology, speech therapy.

What sector does Your solution operate in?

Telemedicine, providing health services (prophylaxis, diagnostics, treatment) as a medical entity, education.

Describe the impact of Covid-19 on Your business.

4 – no impact.

Does the product / service have a CE certificate?

Not applicable.

What distinguishes You from the competition? What are You significantly better at than other similar or currently used solutions on the market?

We are a one stop solution for speech therapists, offering them a digital office with content that can be adapted for specific needs of the client. Moreover, through the mobile app VoxiKids - we help children exercise their speech, improve cognition and vocabulary from the comfort of their home, between therapy sessions. In this way we are able to accelerate their recovery time.

Have You already developed a business model?

Yes.

Who is the target user of the product / service?

A doctor or other healthcare professional, patient.



Information about the organization

Indicate the current stage of development.

Commercialization stage - we have the first paying customers.

How long has Your startup been operating?

For more than one to two years.



Team

How many team members do You currently engage in a startup on a more than half-time basis?

6 - 15 people.



Finance

What is the current funding level for Your startup?

Less than \$500,000.

What are Your sources of financing?

Private investors, domestic VC, foreign VC.

Are You currently looking for funding?

Yes.

In this or last year (2021), have You recorded revenue from the sale of the company's main product / service?

Yes.

What is the most important measure of Your success at the present stage of Your development?

Revenue.



Foreign Expansion

Are You currently commercially present on foreign markets?

We are present on international markets too, but no substantial revenue yet, because we launched international this year.

Which countries / regions are important to Your business success?

European Union, United States.

Report Authors



Karolina Kornowska – Project Manager of the Polish Hospital Federation, AI in Health Coalition and Young Medicine Managers team. Works in the team of experts wZdrowiu. Coordinator of cyclical international conferences: "AI in health" and "GDPR & Cybersecurity in health". During her summer internships at DZP law firm, she was a part of the Life Sciences team working on the GDPR Industry Code in Healthcare. She collaborated on the creation of the podcast "Zdrowie w rozmowie" and the "AI is not Sci-Fi" Review, containing examples of successful implementations of AI-based solutions in the Polish medical sector. She also gains experience working in the District Medical Court of the Greater Poland Medical Chamber. She participated in the work on the White Paper on AI in Clinical Practice.



Ligia Kornowska – a medical doctor, managing director of the Polish Hospital Federation, an organization which brings together the largest number of hospitals in Poland. Leader of the AI in Health Coalition and leader of the Working Group on AI at the Chancellery of the Prime Minister. Founder and President of Young Medicine Managers. She received an honourable mention on the "25 under 25" Forbes list in the Business category as well as on the "100 Most Influential People in Healthcare" list in 2019, 2020 and 2021. A former CEO/director of several medical start-ups. A speaker and moderator of numerous national and international health sector conferences. Co-initiator of the GDPR Industry Code in Healthcare, responsible for cooperation with the public site and sector stakeholders.



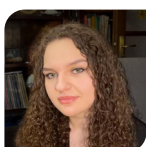
Jakub Witczak – a 4th year law student, he gained experience working in a bailiff and legal adviser office. Currently at Aspiratio Consulting he deals with ongoing legal services for industry entities. He was active in the European Law Students Association ELSA. He developed his interdisciplinary interests by participating in tax competitions (Eye on Tax), litigation (Tax Litigation Tournament), as well as by obtaining certificates, among others, in project management (AgilePM Foundation Certificate) or digital competences. Involved in medical projects, such as the international "AI in Health" Conference and the international "GDPR & Cybersecurity in health" Conference, which are cyclical conferences. Laureate of "Study Research", under which he conducts research on "Legal and ethical aspects of the use of artificial intelligence in the health sector". He also deals with the creation of websites, their design and marketing.



Anna Krawczyk – a student at the Medical University of Warsaw and at the Warsaw School of Economics. She is a member of the Young Managers of Medicine team at the Polish Hospital Federation. She works for Medical Education in Poland and in the world. European Coordinator for Medical Education in the world's largest organization associating over 1.3 million medical students from 129 countries - International Federation of Medical Students Association (IFMSA). Co-founder of the study platform examine.pl. President-elect of the Student Scientific Society of the Medical University of Warsaw. Coordinator of the Magic Theater of the Medical University of Warsaw operating under the patronage of the Ronald McDonald Foundation.




Lek. Konrad Kosiński – a medical doctor, graduate of the Medical University of Warsaw, participant of numerous internships in university clinics in Germany, Austria, Switzerland and Morocco. A coordinator and participant of many international medical conferences, a member of the Young Managers of Medicine team at the Polish Hospital Federation. He successfully participated in the creation, development and management of one of the healthcare entities in Warsaw. He is interested in the management of medical entities, implementation and development of AI solutions in healthcare and patient care. Currently, he works as a medical doctor at Universitätsklinikum Sankt Pölten in Austria.



Aleksandra Szczerbak - International Baccalaureate student at the 1st SLO with International Branches Jam Saheba Digvijay Sinhji in Warsaw (2019-2023). She realized Personal Project: "Artificial Intelligence in medicine". She provided organizational support in the preparation of the 2nd and 3rd editions of the "Top Disruptors in Healthcare" Report.

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