



Will medtech SMEs deliver the promises of P4 medicine?

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P4 Medicine



Predictive

- Identification of individual risks of developing certain diseases based on the person's genetic profile and other personal information



Preventive

- Methods and treatments to avoid, reduce and monitor the risk of developing certain diseases



Personalised

- Clinical interventions based on the unique genetic, medical and environmental characteristics of each patient-citizen, and genomic profile of his/her diseases



Participatory

- Citizens are fully engaged in personal health management

EC Political priorities



Juncker

- Focus on innovation to stimulate investment
- Encourage more SMEs and businesses to join H2020,
- Maximise synergies between H2020 and EU's priorities



Moedas

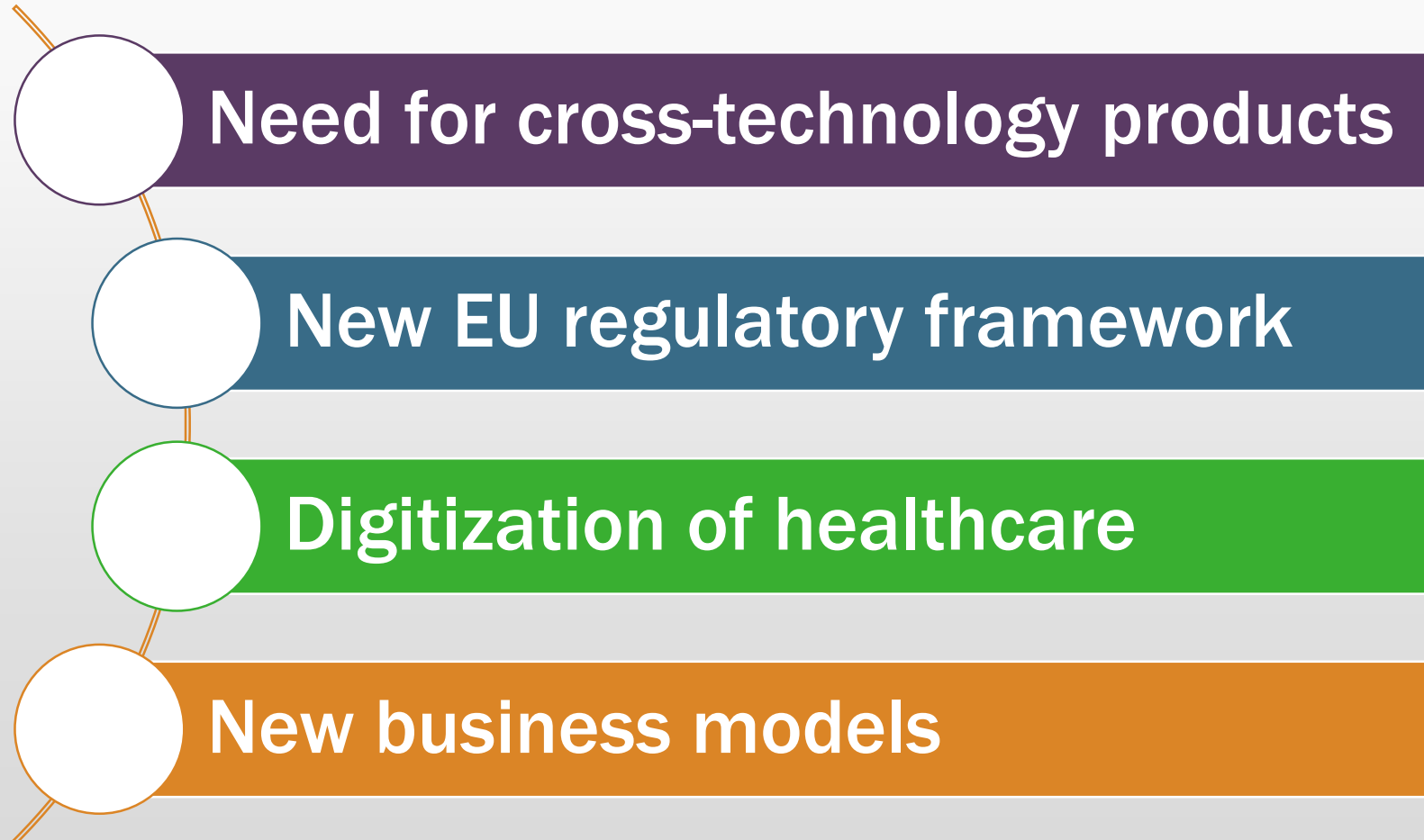
- Open Science
- Open Innovation
- Openness to the World



Gabriel

- Digitization of society
- Digital Single Market

4 major challenges in healthtech



ESTHER Vision



**Providing integrated,
innovative and smart
healthcare solutions for
European patients by
promotion of an innovative
European Health Technology
Industry**

Objectives

- **Maintain the competitiveness of healthtech industry in a changing regulatory environment**
- **Support SMEs from R&D&I to market access**
- **Deliver value based healthcare solutions with outcome based payment**
- **Leverage EU vision for healthtech**

EU landscape in healthcare

- Integrated, innovative and smart healthcare solutions for European patients

ESTHER



- Speed up the development of better and safer medicines for patients

IMI



- Promotes entrepreneurship and innovates in healthy living and active ageing

EIT
Health



ESTHER structure



Service public fédéral
Justice

- European association (AISBL) with members from all the value chain of healthtech
 - SMEs
 - Large companies
 - Trade associations
 - Technology providers
 - Clinicians
 - Regions & clusters
 - Others: payers, patients advocacy groups, HTAs...
- Industry lead (Medtech-Europe)
- From 1st Jan, 2018



ESTHER actions all along the value chain

R&D&I

Roadmaps / convergence
Kets/digital in medtechs
Financial support to cross-
KETs projects
Financial support to
innovation in SMEs
Support technology
platforms incl .DIH
Open labs for prototyping
and characterisation

Clinical validation

- Support to clinical research and validation infrastructures
- Financial support to SMEs (proof of concept in first patient)
- Public procurement on Healthcare Innovation (*on innovative products?*)
- Access to networks of KOLs

Manufacturing

- Supply chain building in Europe (ex: FCH JU)
- *Interegional cooperation and use of ESF*
- Pilot lines to facilitate industrialisation
- Living labs to evaluate business models and social acceptance

HTA

- Harmonisation of HTA criteria
- Support HTA cross European activities
- Reinforcement of medico economic studies in SMEs

Market approval

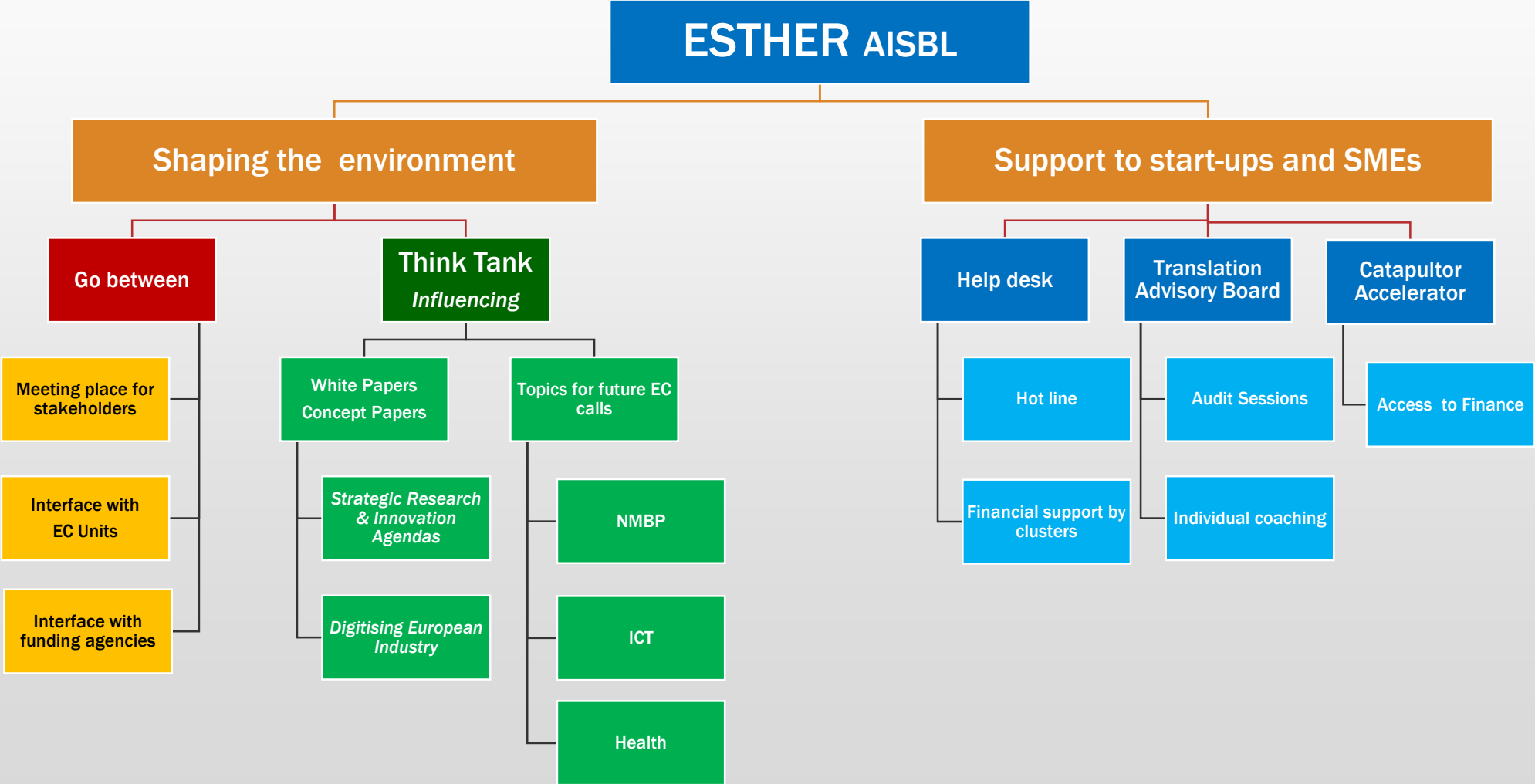
- Support to transition of SMEs to MDR and IVDR
- Support to export in emerging economies

services

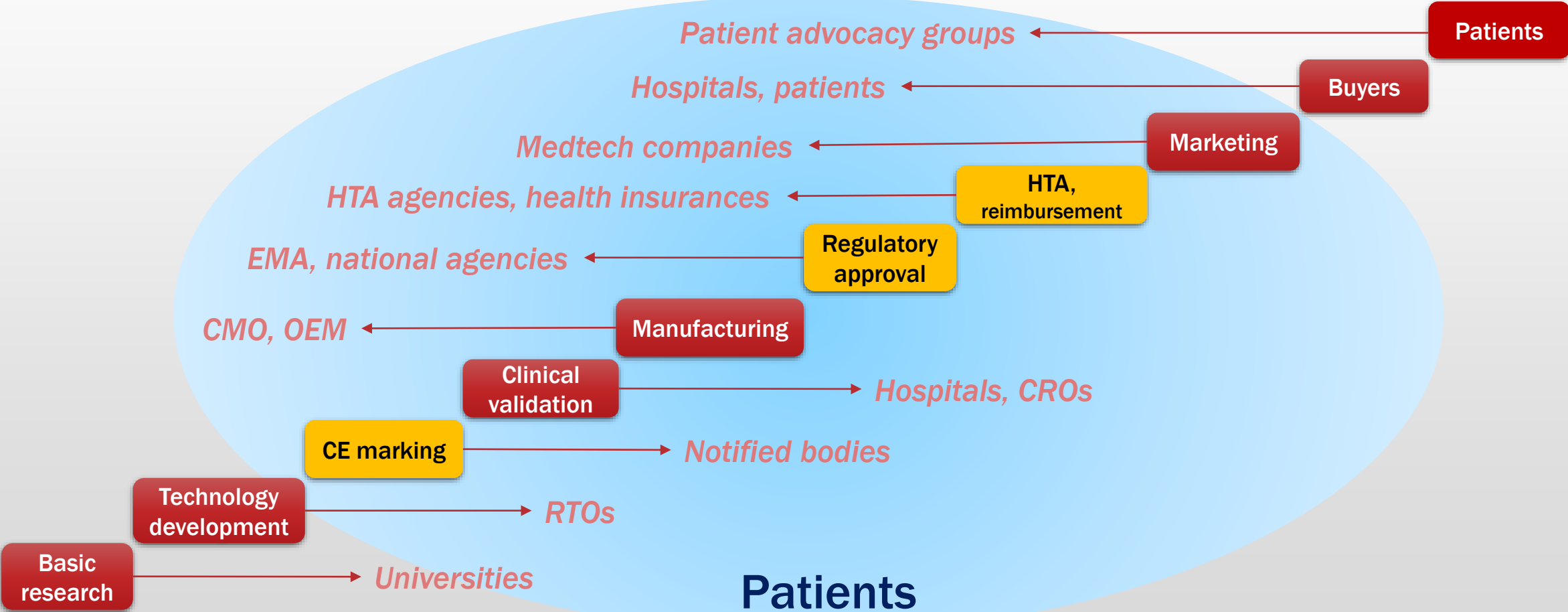
Support to translation of innovation in SMEs : TAB, HelpDesk

Start-up accelerator : Catapultor

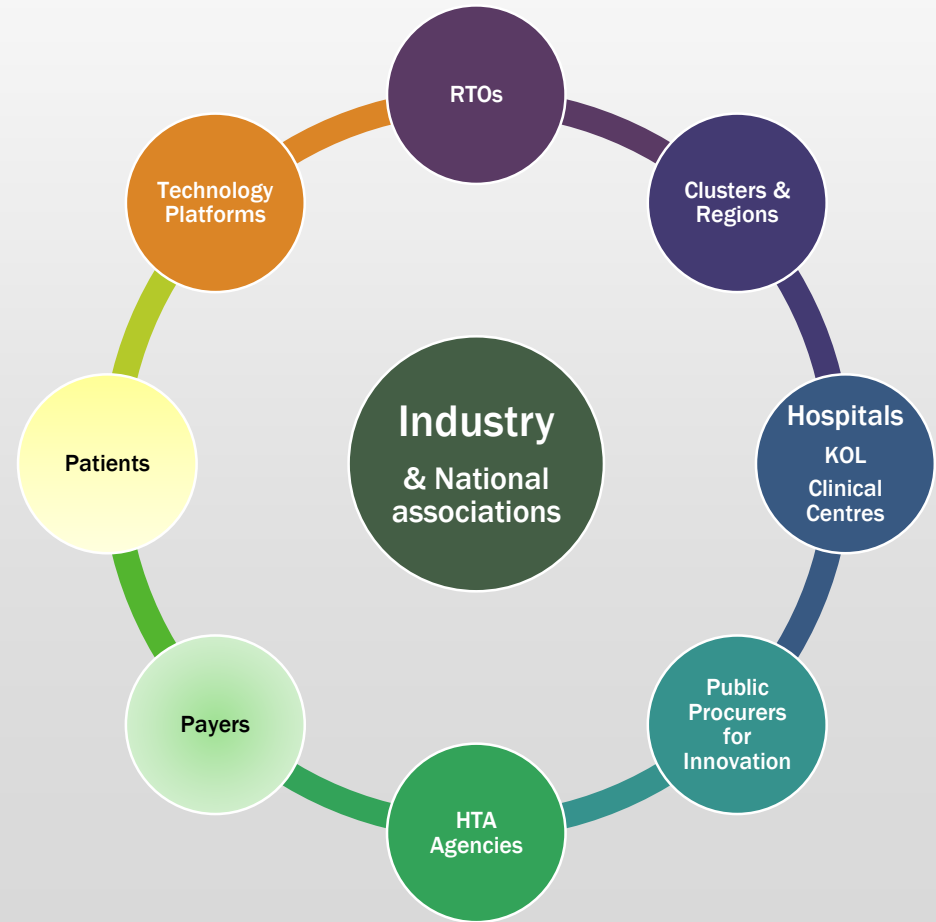
Outline



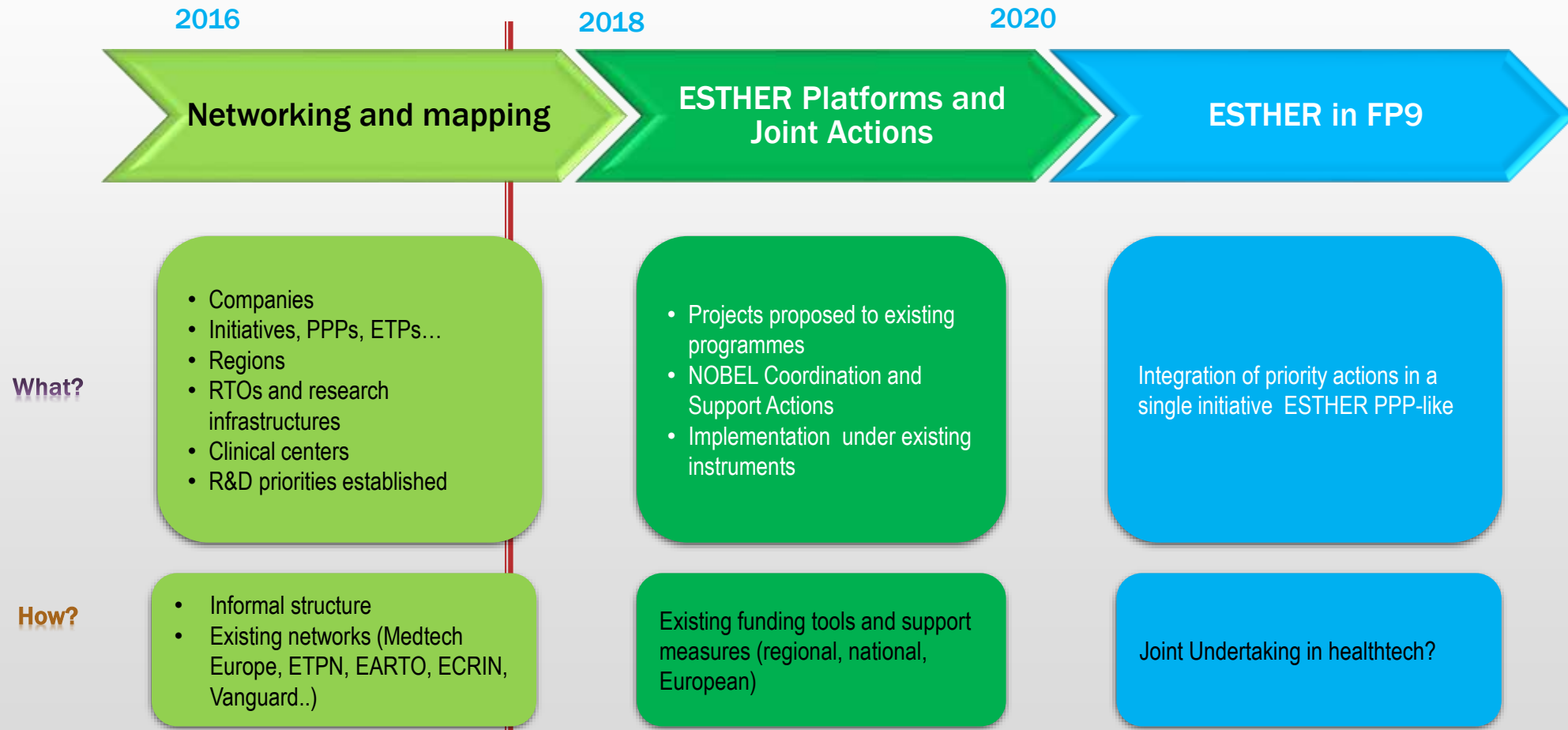
Stakeholders along the value chain



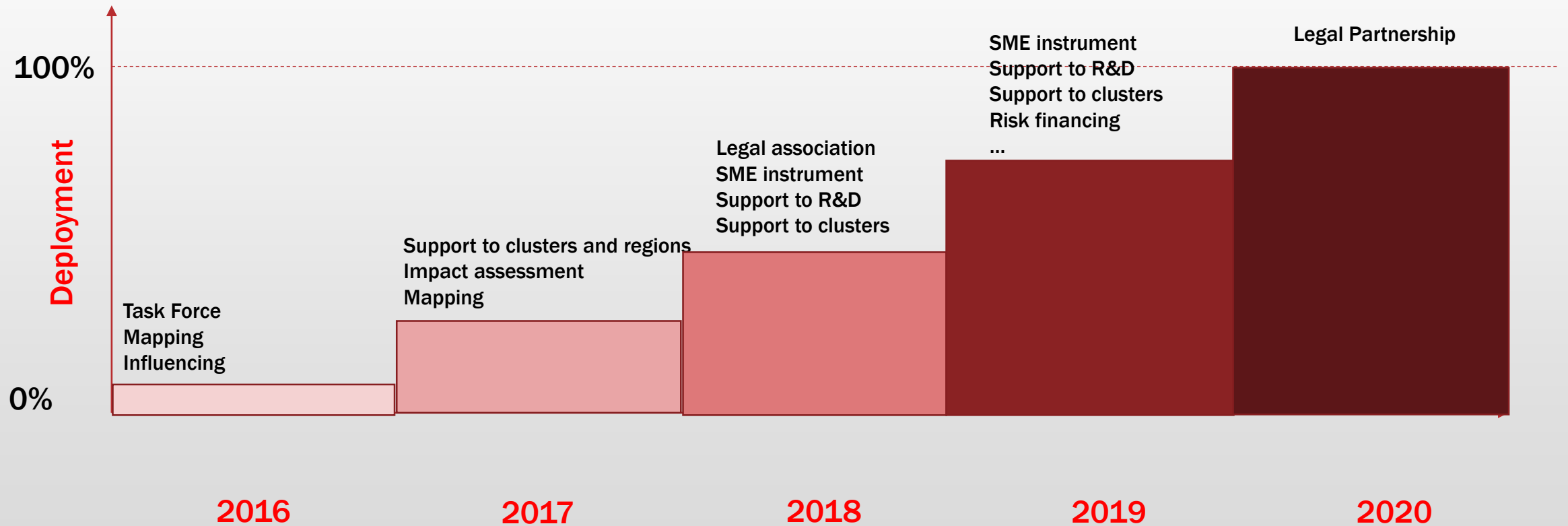
ESTHER Working Groups



Roadmap towards FP9



Timing (tentative)



Take home message

- 1 ESTHER is a totally **innovative and holistic way** of supporting the healthtech industry to make it happen
- 2 ESTHER is actively shaping the European healthtech ecosystem with emphasis on **supporting start ups and SMEs**
- 3 ESTHER combines synergistic **actions all along the value chain**

ESTHER Task Force

EC Units	Core Group	Advisers	
Helene CHRAYE Heico FRIMA Fergal DONELLY R&I/Ind tech.	Patrick BOISSEAU CEA	Martina GLIBER BioMerieux	Sinead KEOGH IMDA
	Françoise CHARBIT CEA	Bertrand LOUBATON Adaptherapy/EFPIA	Florent SURUGUE SNITEM
Arnd HOVELER Bernd RAINER R&I/Health	Klaus-Michael WELTRING Bioanalytik-muenster	Casper GAROS Philips/COCIR	Yves BAYON Medtronic
Andreas LYMBERIS Jaakko AARNIO Miguel GONZALES-SANCHO Ronan BURGESS CONNECT	Paul GALVIN Tyndall	David TALLON Stryker	
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**Thank you for
your attention**

