



## **Communication mistakes**

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Project: 101057279 - HNN3.0

10 May 2023 On-line Event



## https://cluster-health-horizon-europe-brokerage2024.b2match.io/how-it-works





# https://horizon-europe-health-ssh-brokerage.b2match.io/





# How to start communication. Networking tips

### Letter example, meeting set

Good morning I am working for the [18], an association (academic and industry members) based in but with a European scope working on science. Within the Re we consider that regulatory considerations should be tackled as early as possible particularly for For this reason, we actively work at increasing breakthrough innovations such as the regulatory awareness within academia through various internal activities and presentations during conferences. As well, we consider that regulatory science considerations should be introduced in R&I projects as to allow for early identification of regulatory science research topics (to be brought up to the EMA, EFSA or other competent authorities' regulatory science teams) and initiation of an early dialogue with regulators leading to a better understanding and considerations of the impact of the microbiome-derived innovations and their treatment within various regulatory frameworks. As well this would help early identification by the regulators of consortia of academic experts which could then become a resource for the work related to the development and implementation of future regulatory texts. For this reason, I was hoping you would accept this meeting as to increase awareness on our activities within NCPs, and to hopefully have a better understanding of your position regarding activities in regulatory science within R&I projects, Also, I would like to know if you have some recommendations on how we could promote our expertise in the coming Horizon Europe calls. Thank you in advance for kindly considering my meeting request Wishing you a very nice day; Happy new year 2023 Kind regards

### Be proactive!

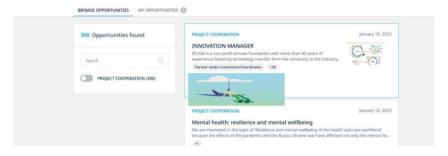
- Prepare the text max 10 sentences:
- present you, the team
- what are the main goals of meeting - focus on this.

! Be reachable - ALWAYS add your contacts email, linkedin, twitter, FB don't use info@...

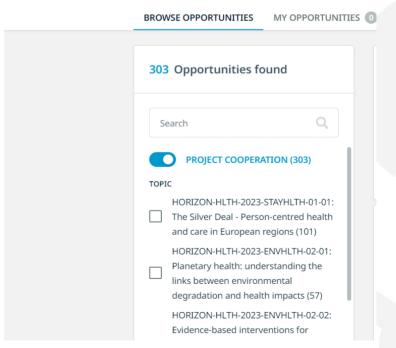


## HNN 3.0 What is Marketplace

#### Marketplace

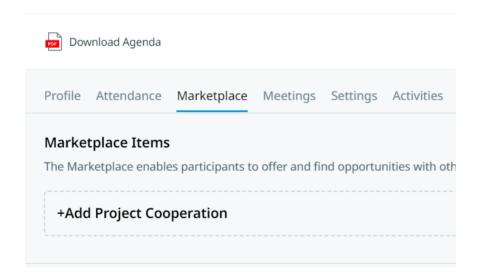


### Marketplace

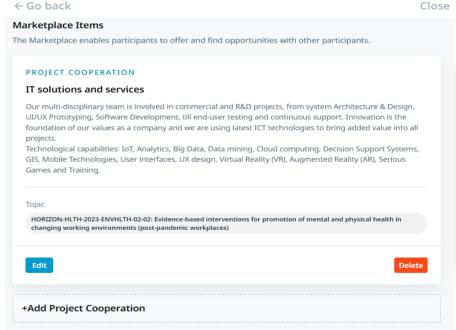




## **HNN3.0** Tool that works for you



### What you have to add





## What partners will see



### How to present you

- Prepare the text max 10 -15 sentences:
- Present you, company
- The field of research related with the calls
- Its possible to add video, documents
- For each call is possible to have separate application on project cooperation
- Visuals must to be high quality (logo, infographics etc.)

!!! ALWAYS add your contacts: email, linkedin, twitter etc.

Also add the list of HE or H2020 proj. or other EU projects that you are/were involved. This will show your credibility as a partner.

Or if there is no - several national partners as government institutions etc. that you are working with in national level.



## HNN3.0 Adds, infographics

### **Partners in projects**

Success stories

+ 45 Projects: 16 Horizon 2020, 8 Horizon Europe, 12 Interreg, and 3 Erasmus +

RUSTIN AFAEL

ROSCER

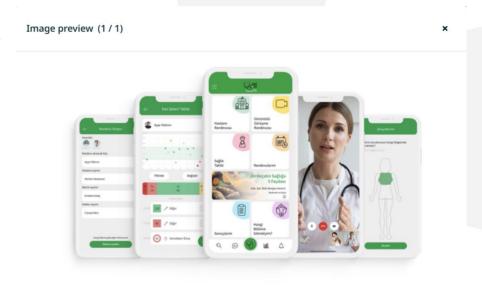
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ROSCER

ACROSUS

ACR

### **Already implemented**



Close

Close



## Prepare visuals that will by handy in the meetings

### ECG REMOTE AND LONG-TERM MONITORING SYSTEM BASED ON A SMART T-SHIRT

Company that specializes in remote healthcare technology and provides cardiac life-saving solutions for the healthcare industry



WE ARE
LOOKING FOR AN
INVESTOR,
PARTNER AND
POSSIBLE
COOPERATION
IN PRODUCT
DEVELOPMENT

Dr. Gediminas Mikulėnas Mob. +370 698 43222 e-mail: info@gedi.biz

#### DR.GEDIMINAS MIKULĖNAS

I thought, if I was warned about an impending heart attack, the risk and damage could have been limited or prevented. Therefore, I had this idea to help others who might one day be in my stead.

Dr. Gediminas Mikulenas graduated from the reinforced school of physics and mathematics in Kaunas, and then in the Kaunas Polytechnic Institute the applied mathematics studies. Polytechnic Institute the applied mathematics atudies. Dectoral dissertation "Recognition of quasi-periodic bio signals on the basis of correlation theory." The research was recorded in the invention. Dr Mikulenas examined the recencephalography (REO) signal (rheagraphy is called impedance). Later, Dr Mikulenas also examined coulegrams (eye movement signals) and EOGs and tried to solve the problems on the basis spectral and correlation analysis. The acquired knowledge helped in the management of start-up investments, implementation of ISO 9001. ISO 9002 standards.



#### **SMART T-SHIRTS**

Challenges and needs:

- Rising economic costs and social losses in the health care sector. Hospitals are looking for solutions to the current situation because the time of a cardiologist is expensive. And more severe CVD patients' conditions are leading to higher treatment costs or losses.
- Limited ability to continuously monitor patients at high risk for CVD. Currently, a cardiologist only records an ECG for a short time and this can lead to erroneous AF detection.
- Employee workload. At present, static ECG recording takes about 10 s to monitor a patient for CVD. This is not enough, especially in arrhythmias. Remote and long-term monitoring would reduce the workload of cardiologists. Cardio GEDI would greatly simplify the diagnostic and monitoring process, allow the institution to create added value, and give doctors a unique experience. Some non-essential tasks could be performed remotely, and if cardiac disorders are observed, the patient comes to a cardiologist and is examined in more detail with standard and inpatient clinical equipment.
- Comfort. The device, which is used for a 24-48 hour heart rate monitor, comes with gel sensors and is usually wired. Most portable cardiographs come with wires, which is inconvenient for the patient. Therefore, the patient should wear a device that does not interfere with his daily work.

- services. The smart t-shirts will be useful for the person themselves, because they will have the opportunity to monitor their own heart activity. In this way, the patient will receive the desired and understandable information from the device and from the cardiologist. What is more, that for the patient, this could be called nartial self-monitoring feedback which will be also supervised by a cardiologist if necessary
- One of the solutions to the above-mentioned challenges, which is not currently solved by the existing solutions, would be the smart t-shirt we are developing.

More information about the project:

https://youtu.be/q8\_p6gsQXJc https://youtu.be/F6HQtY7PM3c

For development of smart t-shirt, we received the nomination "Lithuanian Honor 2021", the entire television recording of which is available:

https://youtu.be/U1MHutVqAos







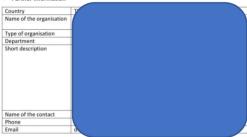
## **HNN3.0** Homework to do to optimise your time



#### Information about the call for proposals

Call reference: HORIZON-HLTH-2021-CARE-05-02: Data-driven decision-support tools for better health care delivery and policy-making with a focus on cancer

#### Partner information



#### Parties involved

#### Expertise:



for the Horizon 2020 call SC1-DTH-13-2020: "Implementation research for scaling up and transfer of innovative solutions involving digital tools for people-centred care", based on their expertise in the area of shared decision-making between healthcare professionals and patients when a treatment decision has to be made for whichever disease.

- Prof
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- · Potential contribution to the project proposal:
- Research and development
- Innovation
- Prototype / Model
- o IPR Know-How
- Dissemination and Outreach
- Capacity Building
- Hosting/Sending Secondments
   Networking
- Networking
   Other:

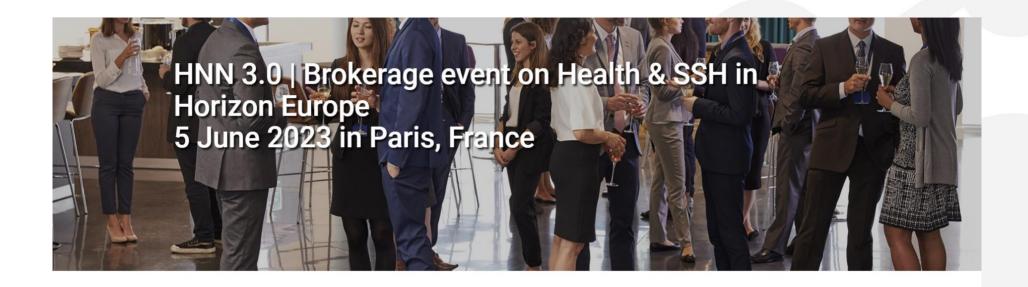
The current call asks for data-driven decision-support tools. This may involve artificial intelligence, machine learning, and/or large (national) oncology databases to support the healthcare systems and policy makers in Europe.



Involved contact persons



## Find your NCP: https://www.healthncp.net/



### Welcome to Health-NCP-Net 3.0 (HNN 3.0)

We are a network of National Contact Points (NCPs) in the area of "Health" enhancing transnational cooperation between NCPs for Cluster 1 Health in Horizon Europe to increase the support for those interested in research funding.

You do not know your National Contact Point, but still have many questions?

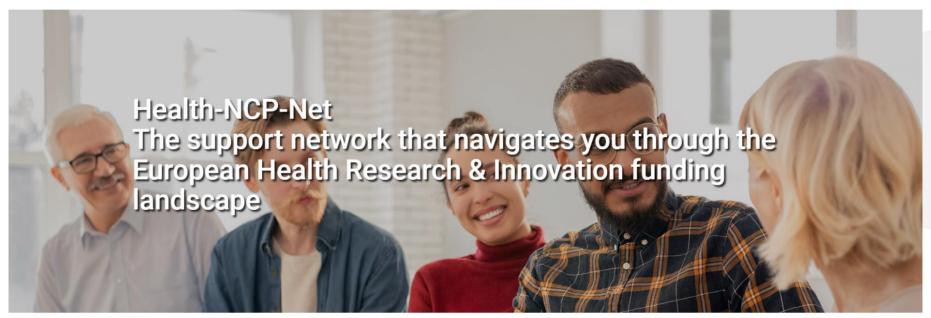








HNN 3.0 Funding opportunities News & events Login





Welcome to Health-NCP-Net 3.0 (HNN 3.0)





## Thank you

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### #healthNCPnet



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