



**A borderless European digital health ecosystem**

# UNITE – Agile Piloting

## Application Guideline

*(This is a tender notice for service offers (procurement of pilot services), not a grant programme. Selected suppliers will sign service contracts with the purchasing regions.)*

# 1. Introduction & Purpose

As healthcare systems across Europe face growing challenges posed by demographic shifts and aging populations, there is an urgent need to accelerate the transformation of the health sector through digital deep-tech innovation. **UNITE** is a major pan-European programme aiming to advance digital health solutions to effectively address these pressing issues by bringing together key stakeholders across various European regions, including private and public sectors, academia and civil society, to foster entrepreneurship, support local startups to scale and facilitate the creation of new interregional value chains in the digital health domain.

The UNITE initiative builds a borderless European digital health innovation ecosystem, deeply rooted in the UNITE regions:

- Region Zealand, Denmark;
- North Netherlands (*Groningen, Friesland (Fryslân), Drenthe*);
- Region of Central Macedonia, Greece;
- Lombardy Region, Italy;
- Extremadura Region, Spain;
- Scotland, United Kingdom;
- Region Calabria, Italy;
- Romania, national scope.

To advance its mission and objectives, the UNITE initiative runs an **Agile Piloting** programme that procures short, real-world pilot services across UNITE regions. The programme enables startups, scaleups, and other research and innovation organisations to validate digital health solutions against the four main Innovation Challenges in Living Lab/Testbed environments (clinicians, healthcare professionals, and designated test sites are eligible to receive financial compensation under the Agile Piloting scheme). The four Innovation Challenges are outlined below:

1. Deep-tech innovations to secure equal health for the entire population: Tailored, efficient and effective deep-tech solutions are needed to address autonomy-related problems and lack of personalised care for elderly or disadvantaged populations, fragmented healthcare services and technological disparities within healthcare systems.
2. Digital solutions advancing more personalised and human-centric remote care: A transition to personalised care that emphasises patient empowerment and accessibility is essential. This approach aims to increase access to care for remote

and underserved populations, ensure continuity of care while reducing in-person visits, and provide patients with tools to manage and understand their health.

3. **Advancing European Health Data Spaces:** This challenge aims to enhance patient care by improving data accessibility and understanding for both patients and healthcare professionals. It also seeks to advance research and innovation by providing data access to researchers and universities, and to simplify the regulatory environment through data interoperability and harmonised frameworks.
4. **Digital innovations to battle the health workforce crisis:** This challenge focuses on alleviating staff shortages, enhancing workflow efficiency, reducing administrative burdens to allocate more time for patient care, and addressing skill gaps by providing opportunities for training and education.

This is a joint Agile Piloting programme initiated under project UNITE; however, each participating region will contract individually with the selected supplier(s) for the pilots from their own region. The objective of this application guideline is to obtain piloting service offers from suppliers—startups, SMEs and other research and innovation institutions—with demonstrable technologies who are ready to adapt and validate their solutions at designated sites.

## 2. Scope of Services (indivisible)

Offers must cover the entire pilot service; partial bids are not accepted. Pilots are time-boxed and are expected to be fully executed (including all documentation delivered) by 31<sup>st</sup> of March 2026, with site specific schedules agreed in advance.

### The service must include:

- **Planning & adaptation** of the solution to local needs, with target state and KPIs.
- **Implementation** in the designated Living Lab/Testbed (installation, configuration, and end-user/staff training).
- **Measurement & reporting**, including interim updates and a final **Pilot Report** (results and lessons learned).
- **Compliance** with data protection, information security and ethics, with all required documentation.

Length of the proposed pilot project shall be between 1-3 weeks, in exceptional circumstances, provided it is justified, it may extend for a longer period of 6 weeks.

### 3. Challenges / Thematic Focus

Offers are invited to combat the UNITE Innovation Challenges. Suppliers may submit for one or several challenges; in the latter case, they must indicate each challenge and how it is addressed. If different challenges are targeted through different projects, applicants should provide separate technical content and a financial offer for each.

Description of regional priorities can be found in ANNEX D.

#### Challenges:

- Deep-tech innovations for equitable access to health for all.
- Digital innovations for personalised, human-centred remote care.
- Advancing the European Health Data Spaces (EHDS).
- Digital innovations to address the healthcare workforce crisis.

### 4. Sites (LL/Testbed) & Interregional Requirement

Pilots will be executed in Living Lab (LL) or Testbed environments—including but not limited to hospital wards, clinics or other health service providers—designated by the regions. Each participating region intends to select **four** pilots in total: **two pilots to be executed locally** within that region's own LL/Testbeds, and **two pilots to be executed in another UNITE region** ("outbound pilots") as proposed in the supplier's offer. This selection logic operationalises the interregional objective and ensures that **at least 50%** of pilots are carried out outside the supplier's home region.

#### Site designation and pre-coordination (mandatory):

- Each offer must **explicitly name the intended LL/Testbed site** for every proposed pilot, including the **region** where the site is located.
- Suppliers must **pre-coordinate** with the respective LL/Testbed **before submission** to confirm feasibility within the planned timeframe (resources, access, data/compliance readiness).
- Offers must include **written site approval** in the attachments—e.g. an **email confirmation** from the site, or a **letter of support** addressed to this tender notice.
- Where multiple sites are feasible, the offer should indicate a **primary** and (optionally) **fallback** site.

Annex A provides an example list of sites and contact persons potentially available at the time of publication. Regions may, where justified by capacity or operational constraints, propose reassignment to a different site; however, offers that include confirmed sites will be given preference.

## 5. Budget, Contract & Consideration

All offers **must be fixed price**. The applicable **regional fixed price** (lump sum per pilot) **varies by region** and is specified in the annex (see **Annex B – Financial Information for regional projects**). Suppliers shall submit a **single lump sum** for the pilot **at the regional amount** (or in the given range) indicated for the region where the company is registered. Prices must be inclusive of all costs (licences, travel, installation, support).

This pricing model is used to **maximise the number of pilots procured within the available budgets** and to streamline contracting across regions. Consequently, **price is not a selection factor**: evaluation focuses on the **technical and implementation quality** of the offer **at the fixed regional price**.

The contracting model is a fixed-price service contract. Payment is made in one instalment as follows:

### Payment milestones (one instalment):

- **100%** after completion, upon delivery of **all required documentation** (e.g., Pilot Report, measurement records).

## 6. Eligibility

Eligible suppliers are legal entities registered in the EU/EEA that also have a registered seat or branch in one of the participating regions.

### Participating regions:

- Region Zealand, Denmark;
- North Netherlands (*Groningen, Friesland (Fryslân), Drenthe*);
- Region of Central Macedonia, Greece;
- Lombardy Region, Italy;
- Extremadura Region, Spain;
- Scotland, United Kingdom;



- Region Calabria, Italy;
- Romania, national scope.

Applicants legally based outside the UNITE partner regions are not eligible to participate, since the UNITE initiative is co-funded by the Horizon Europe programme as well as by the regional administrations within the UNITE partner regions via their innovation promoting programmes.

#### **Minimum requirements:**

- Demonstrable product or prototype (TRL 4–6 or higher).
- Commitment to data protection and IT security compliance.
- Acceptance of confidentiality and data processing undertakings.
- No conflict of interest.

## **7. Offer Content Requirements**

The offer should be concise and complete. The following structure is required. See the offer template in Annex C.

### **A. Technical offer**

- Solution description, novelty, and relevance to the chosen challenge(s).
- Pilot approach with objectives, KPIs, measurement plan, and user involvement.
- Implementation plan (resources, roles, week-by-week schedule).
- **Designation of the chosen Living Lab/Testbed** as the test environment **with written confirmation** from the Living Lab that the pilot can be conducted on site.
- Compliance approach (data protection incl. DPIA where needed, information security, ethics/consents).
- Key risks and mitigations.
- Team overview with relevant references.

### **B. Financial offer**

- **Single lump sum price** (net EUR) stated in the annex.

### **C. List of Attachments**

- E.g.: Relevant certificates/compliance documents.

- Optional reference letters.

## 8. Evaluation Criteria

Offers will be assessed against the following criteria:

- **Technical quality & challenge fit** – 30%
- **Feasibility & quality of the pilot plan** – 30%
- **Value/impact at the fixed price**– 40%

The Contracting Authority may conduct a negotiation if needed.

## 9. Indicative Timeline

- Tender notice publication: 01-12-2025
- Info webinar: 11-12-2025, 11:00 CET (teams link will be available on the UNITE cloud before the event)
- Offer submission deadline (CET): 21-12-2025
- Decision & notification: 09-01-2026
- Planned Contracting & kick-off: from 12-01-2026
- Pilot period ends: 31-03-2026
- Reporting project results: 30-04-2026

## 10. Questions, Communication & Visibility

Applicants must register to the [UNITE Cloud](#) and complete their application through the system.

Questions are accepted in writing only via the designated email address ([unitedigihealth@28digital.eu](mailto:unitedigihealth@28digital.eu)). An information session will be organised, tentative on the 11-12-2025 at 11.00am CET.

All documents produced during and as a result of the pilot must indicate that the activity is carried out under the UNITE project.

## 11. Legal & Compliance Provisions

All submitted materials are treated as confidential. Intellectual property arrangements will be defined in the service contract, in accordance with Horizon Europe regulations. Liability and risk allocation will follow the contractual terms. The Contracting Authority reserves the right to amend or cancel this process without prior notice.

## 12. Annexes

- Annex A: List of Living Lab Sites and Testbeds
- Annex B: Financial information for regional projects
- Annex C: Offer Form Template
- Annex D: Specific challenges by region

### Annex A: List of Living Lab Sites and Testbeds

#### Implementation Sites

**Implementation Sites** represent the largest service category, providing real-world infrastructures such as hospitals, clinical laboratories, and digital platforms where innovative solutions can be piloted, tested, and validated under operational conditions. Their central role lies in offering direct connections to end-users and service delivery, ensuring that innovations are evaluated in authentic environments. Across the UNITE regions, a total of 100 implementation sites have been identified, distributed as follows: Central Macedonia - 5, Scotland - 19, Romania - 18, Lombardy - 30, Zealand - 19, and NOM - 7. This extensive network demonstrates the strong availability of infrastructures capable of supporting the validation and deployment of solutions across diverse healthcare and digital ecosystems.

#	Service Name	Service Type	Region	Reference
1	Centre for Research and Technology Hellas, Institute of Applied Biosciences, eHealth Lab	Implementation site	Central Macedonia	<a href="https://ehealth-lab.inab.certh.gr/">https://ehealth-lab.inab.certh.gr/</a>



2	Geniko Nosokomeio Papageorgiou/ Papageorgiou General Hospital	Implementation site	Central Macedonia	<a href="https://www.papageorgiou-hospital.gr/">https://www.papageorgiou-hospital.gr/</a>
3	ThessAHALL/iMedPhys	Implementation site	Central Macedonia	<a href="https://imedphys.med.auth.gr/">https://imedphys.med.auth.gr/</a>
4	CERTH/ITI VALab team	Implementation site	Central Macedonia	<a href="https://valab.iti.gr/">https://valab.iti.gr/</a>
5	AHEPA University General Hospital of Thessaloniki/ 1st Cardiology Department	Implementation site	Central Macedonia	<a href="https://www.ahepahosp.gr/">https://www.ahepahosp.gr/</a>
6	CPI - Medicines Manufacturing Innovation Centre	Implementation site	Scotland	<a href="https://www.uk-cpi.com/">https://www.uk-cpi.com/</a>
7	Rural Centre of Excellence	Implementation site	Scotland	<a href="https://www.dhi-scotland.com/rce-moray-hub">https://www.dhi-scotland.com/rce-moray-hub</a>
8	Digital Health Validation Lab (DHVL)	Implementation site	Scotland	<a href="https://www.gla.ac.uk/colleges/mvls/livinlab/our-projects/digital-health-validation-lab/">https://www.gla.ac.uk/colleges/mvls/livinlab/our-projects/digital-health-validation-lab/</a>
9	Health Innovation South East Scotland (HISES) Hub	Implementation site	Scotland	<a href="#">NHS Health Innovation South East Scotland   Welcome</a>
10	North of Scotland Regional Living Lab	Implementation site	Scotland	<a href="#">NHS Scotland North</a>
11	West of Scotland Innovation Hub	Implementation site	Scotland	<a href="#">West of Scotland Innovation Hub   Innovation Hub</a>

12	National Robotarium	Implementation site	Scotland	<a href="#">The National Robotarium   People Centred Intelligence Driven</a>
13	The Living Lab	Implementation site	Scotland	<a href="#">University of Glasgow - Colleges - College of Medical, Veterinary &amp; Life Sciences - The Living Laboratory - Our Programme</a>
14	Digital Health & Care Innovation Centre	Implementation site	Scotland	<a href="#">DHI-Scotland   digital health and social care   Inovo Building, 121 George Street, Glasgow G1 1RD, UK</a>
15	Medical Device Manufacturing Centre	Implementation site	Scotland	<a href="https://www.mdmc.ac.uk/#whatwedo">https://www.mdmc.ac.uk/#whatwedo</a>
16	TayMed Connect	Implementation site	Scotland	<a href="#">TayMed Connect   University of Dundee, UK</a>
17	StrathLab	Implementation site	Scotland	<a href="#">StrathLab: A Living Lab at Strathclyde   University of Strathclyde</a>
18	Censis	Implementation site	Scotland	<a href="#">CENSIS - Innovation delivery</a>
19	The Usher Institute	Implementation site	Scotland	<a href="#">Usher Institute   Usher Institute</a>
20	The Bayes Centre	Implementation site	Scotland	<a href="#">Bayes Centre   Bayes Centre</a>

21	Edinburgh Futures Institute	Implementation site	Scotland	<a href="https://efi.ed.ac.uk/about/">https://efi.ed.ac.uk/about/</a>
22	Edinburgh International Data Facility	Implementation site	Scotland	<a href="#">About the Edinburgh International Data Facility   Edinburgh International Data Facility</a>
23	DHI Exchange	Implementation site	Scotland	<a href="#">DHI Exchange   Digital Health &amp; Care Innovation Centre</a>
24	Heriot Watt University	Implementation site	Scotland	<a href="#">Research University in Edinburgh   Heriot-Watt University</a>
25	IMAGO-MOL Cluster	Implementation site	Romania	<a href="https://www.imago-mol.ro/">https://www.imago-mol.ro/</a>
26	Centre for Innovation in Medicine	Implementation site	Romania	<a href="https://ino-med.ro/">https://ino-med.ro/</a>
27	UVT Digital and Green Living Lab	Implementation site	Romania	<a href="https://www.uvt.ro/cercetare/cercetare-si-inovare/inovare-si-transfer-tehnologic/living-lab/">https://www.uvt.ro/cercetare/cercetare-si-inovare/inovare-si-transfer-tehnologic/living-lab/</a>
28	4P-CAN / INOMED	Implementation site	Romania	<a href="https://4p-can.eu/living-labs/">https://4p-can.eu/living-labs/</a>
29	Youth Mental Health	Implementation site	Romania	<a href="https://interreg-danube.eu/projects/meet/news/youth-mental-health-lab1-romania">https://interreg-danube.eu/projects/meet/news/youth-mental-health-lab1-romania</a>

30	Potelu Living Lab	Implementation site	Romania	<a href="https://climateinnovationwindow.eu/innovations/danube-living-labs-pilot-application-potelu-living-lab-romania/">https://climateinnovationwindow.eu/innovations/danube-living-labs-pilot-application-potelu-living-lab-romania/</a>
31	NEXUS BEIA 2050 Living Lab	Implementation site	Romania	<a href="https://enoll.org/member/nexus-beia-2050-living-lab/">https://enoll.org/member/nexus-beia-2050-living-lab/</a>
32	AgroDataSmart	Implementation site	Romania	<a href="https://enoll.org/member/agrodatasmart/">https://enoll.org/member/agrodatasmart/</a>
33	Ovidius Aqua Line Living Lab	Implementation site	Romania	<a href="https://enoll.org/member/ovidius-aqua-line-living-lab/">https://enoll.org/member/ovidius-aqua-line-living-lab/</a>
34	University Emergency Hospital	Implementation site	Romania	<a href="https://www.suub.ro/">https://www.suub.ro/</a>
35	Floreasca Emergency Clinical Hospital	Implementation site	Romania	<a href="https://www.urgentafloreasca.ro/">https://www.urgentafloreasca.ro/</a>
36	The Care Hub – Tenderly.ai	Implementation site	Romania	<a href="https://tenderly.ai/">https://tenderly.ai/</a>
37	BioMedTest – National Research and Development Institute for Biological Sciences	Implementation site	Romania	<a href="https://www.incdsb.ro/">https://www.incdsb.ro/</a>
38	Health Innovation Hub Romania	Implementation site	Romania	<a href="https://hubinovatie.ro/">https://hubinovatie.ro/</a>
39	Expand Labs	Implementation site	Romania	<a href="https://expandlabs.ro/en/hub/">https://expandlabs.ro/en/hub/</a>

40	“Mihai Drăgănescu” Artificial Intelligence Research Institute (ICIA)	Implementation site	Romania	<a href="https://www.racai.ro/en">https://www.racai.ro/en</a>
41	HIVE	Implementation site	Romania	<a href="https://hive.publichealth.ro/contact/">https://hive.publichealth.ro/contact/</a>
42	Transilvania Living Lab	Implementation site	Romania	<a href="https://www.transilvaniait.ro/post/transilvania-dih-transilvania-living-lab-the-journey-towards-innovation">https://www.transilvaniait.ro/post/transilvania-dih-transilvania-living-lab-the-journey-towards-innovation</a>
43	Zealand University Hospital	Implementation site	Zealand	<a href="#">Nykøbing F. Sygehus Akutafdeling - Region Sjælland - Vi er til for dig</a>
44	Zealand University Hospital	Implementation site	Zealand	<a href="#">Medicinsk Afdeling – Nykøbing F. Sygehus - Sjællands Universitetshospital, Nykøbing F.</a>
45	Zealand University Hospital	Implementation site	Zealand	<a href="#">Lungesygdomme - Sjællands Universitetshospital, Nykøbing F.</a>
46	Zealand University Hospital	Implementation site	Zealand	<a href="#">Hjerte- og karsygdomme - Sjællands Universitetshospital, Nykøbing F.</a>
47	Zealand University Hospital	Implementation site	Zealand	<a href="#">Ældresygdomme (Geriatric) - Sjællands Universitetshospital, Nykøbing F.</a>

48	Zealand University Hospital	Implementation site	Zealand	<a href="#">Diabetes, Stofskifte og Osteoporose - Sjællands Universitetshospital, Nykøbing F.</a>
49	Zealand University Hospital	Implementation site	Zealand	<a href="#">Dagafsnit - Sjællands Universitetshospital, Nykøbing F.</a>
50	Zealand University Hospital	Implementation site	Zealand	<a href="#">Mave- og tarmsygdomme - Sjællands Universitetshospital, Nykøbing F.</a>
51	Psychiatry Region Zealand	Implementation site	Zealand	<a href="#">Psykiatrien - Psykiatri</a>
52	Zealand University Hospital	Implementation site	Zealand	<a href="#">Røntgen og skanning (Billeddiagnostisk Afdeling) - Sjællands Universitetshospital, Nykøbing F.</a>
53	Zealand University Hospital	Implementation site	Zealand	<a href="#">Opvågning - Sjællands Universitetshospital, Nykøbing F.</a>
54	Zealand University Hospital	Implementation site	Zealand	<a href="#">Børne- og Ungdomsafsnit - Sjællands Universitetshospital, Nykøbing F.</a>
55	Zealand University Hospital	Implementation site	Zealand	<a href="#">Klinisk Biokemisk Afdeling - Sjællands</a>

				<a href="#">Universitetshospital, Nykøbing F.</a>
56	Holbæk Sygehus	Implementation site	Zealand	<a href="#">Akutafdelingen på Holbæk Sygehus - Holbæk Sygehus</a>
57	Zealand	Implementation site	Zealand	<a href="#">Medicin 1 - Holbæk Sygehus</a>
58	Zealand	Implementation site	Zealand	<a href="#">Har din pårørende fået en blodprop i hjernen? - Sjællands Universitetshospital</a>
59	Zealand	Implementation site	Zealand	<a href="#">Lolland Kommune</a>
60	Zealand	Implementation site	Zealand	<a href="#">Guldborgsund Kommune</a>
61	FIERS – Life Science Innovation	Implementation site	Zealand	<a href="#">FIERS - Life Science Innovation</a>
62	Fondazione UNIMI	Implementation site	Lombardy	<a href="https://www.fondazioneunimi.com/">https://www.fondazioneunimi.com/</a>
63	B4i - Bocconi for Innovation	Implementation site	Lombardy	<a href="https://www.b4i.unibocconi.it/">https://www.b4i.unibocconi.it/</a>
64	Federated Innovation @ MIND (Federated Innovation)	Implementation site	Lombardy	<a href="https://www.federatedinnovation-mind.com/">https://www.federatedinnovation-mind.com/</a>
68	Fondazione Triulza (MIND)	Implementation site	Lombardy	<a href="https://fondazionetriulza.org/">https://fondazionetriulza.org/</a>
69	Università dell'Insubria	Implementation site	Lombardy	<a href="https://www.uninsubria.it/">https://www.uninsubria.it/</a>

70	IRCCS Fondazione San Gerardo dei Tintori	Implementation site	Lombardy	<a href="https://www.irccs-sangerardo.it/">https://www.irccs-sangerardo.it/</a>
71	IRCCS IEO	Implementation site	Lombardy	<a href="https://www.ieu.it/">https://www.ieu.it/</a>
73	IRCCS San Raffaele AI-HUB	Implementation site	Lombardy	<a href="https://www.hsr.it/">https://www.hsr.it/</a>
88	Istituto Ortopedico Galeazzi – Milano	Implementation site	Lombardy	<a href="https://www.grupposandonato.it/strutture/ospedale-galeazzi-sant-ambrogio">https://www.grupposandonato.it/strutture/ospedale-galeazzi-sant-ambrogio</a>
91	ASST Nord Milano	Implementation site	Lombardy	<a href="https://www.asst-nordmilano.it/">https://www.asst-nordmilano.it/</a>
92	Fondazione Niguarda	Implementation site	Lombardy	<a href="https://fondazioneospedaleniguarda.it/">https://fondazioneospedaleniguarda.it/</a>
	Italiassistenza S.p.A.	Implementation site	Lombardy	<a href="https://www.italiassistenza.it/">https://www.italiassistenza.it/</a>
	Fondazione IRCCS Policlinico San Matteo – Pavia	Implementation site	Lombardy	<a href="https://www.sanmatteo.org/site/home.html">https://www.sanmatteo.org/site/home.html</a>
92	Aletta Jacobs School of Public Health	Implementation site	NOM	<a href="https://www.rug.nl/aletta/">https://www.rug.nl/aletta/</a>
92	Ancora Health (Living Lab)	Implementation site	NOM	<a href="https://ancora.health">https://ancora.health</a>
96	Datawerkplaats Mentale Gezondheid (Living Lab)	Implementation site	NOM	<a href="#">N/A – collaborative project</a>
97	Hanzehogeschool Groningen (Living Lab)	Implementation site	NOM	<a href="https://www.hanze.nl/nl">https://www.hanze.nl/nl</a>
98	Digital Society Hub	Implementation site	NOM	<a href="https://www.digitalsocietyhub.nl/">https://www.digitalsocietyhub.nl/</a>



99	Northern Netherlands ELSA Lab	Implementation site	NOM	<a href="https://aic4nl.nl">https://aic4nl.nl</a>
100	AI Factory (Groningen)	Implementation site	NOM	<a href="https://www.rug.nl/about-ug/latest-news/news/archief2025/nieuwsberichten/0414-ai-factory?lang=en">https://www.rug.nl/about-ug/latest-news/news/archief2025/nieuwsberichten/0414-ai-factory?lang=en</a>
101	DIH tech4efficiency	Implementation site	Extremadura	<a href="https://www.dih4e.eu/">https://www.dih4e.eu/</a>
102	Extremadura University	Implementation site	Extremadura	<a href="https://www.unex.es/">https://www.unex.es/</a>
103	Minimal invasion surgery center	Implementation site	Extremadura	<a href="https://www.ccmijesuson.com/">https://www.ccmijesuson.com/</a>
104	Research group on perception and intelligent systems	Implementation site	Extremadura	<a href="https://opendata.unex.es/investiga/grupos-de-investigacion/TPR019">https://opendata.unex.es/investiga/grupos-de-investigacion/TPR019</a>
105	Research group on material	Implementation site	Extremadura	<a href="https://opendata.unex.es/investiga/grupos-de-investigacion/TPR003">https://opendata.unex.es/investiga/grupos-de-investigacion/TPR003</a>
106	Robolab	Implementation site	Extremadura	<a href="https://robolab.unex.es/">https://robolab.unex.es/</a>

107	Ergonomics laboratory	Implementation site	Extremadura	<a href="https://opendata.unex.es/investiga/grupos-de-investigacion/CTS037">https://opendata.unex.es/investiga/grupos-de-investigacion/CTS037</a>
108	Computaex	Implementation site	Extremadura	<a href="https://computaex.es/">https://computaex.es/</a>
109	INUBE University Institute for Biomedical Research of Extremadura	Implementation site	Extremadura	<a href="https://institutoinube.es/">https://institutoinube.es/</a>

### Clinical Mentoring and Clinician Support

#	Service Name	Service Type	Region	Reference
1	Geniko Nosokomeio Papageorgiou/ Papageorgiou General Hospital	Clinical mentoring	Central Macedonia	<a href="https://www.papageorgiou-hospital.gr/">https://www.papageorgiou-hospital.gr/</a>
2	ThessAHALL/iMedPhys	Clinical mentoring	Central Macedonia	<a href="https://imedphys.med.auth.gr/">https://imedphys.med.auth.gr/</a>
3	AHEPA University General Hospital of Thessaloniki/ 1st Cardiology Department	Clinical mentoring	Central Macedonia	<a href="https://www.ahepahosp.gr/">https://www.ahepahosp.gr/</a>
4	InnoScot	Clinical mentoring	Scotland	<a href="https://innoscot.com/">https://innoscot.com/</a>
6	VITA – Acceleratore Digital Health (Rete Nazionale CDP)	Clinical mentoring	Lombardy	<a href="https://www.vitaaccelerator.it/it">https://www.vitaaccelerator.it/it</a>
7	BIO4DREAMS	Clinical mentoring	Lombardy	<a href="https://bio4dreams.com/">https://bio4dreams.com/</a>
8	IRCCS Galeazzi – Sant'Ambrogio	Clinical mentoring	Lombardy	<a href="https://www.grupposandonato.it/strutture/ospedale-galeazzi-sant-ambrogio">https://www.grupposandonato.it/strutture/ospedale-galeazzi-sant-ambrogio</a>

9	TTO UNIMI	Clinical mentoring	Lombardy	<a href="https://www.unimi.it/it/ugov/ou-structure/direzione-innovazione-e-valorizzazione-delle-conoscenze">https://www.unimi.it/it/ugov/ou-structure/direzione-innovazione-e-valorizzazione-delle-conoscenze</a>
10	TTO4IRCCS	Clinical mentoring	Lombardy	TTO4IRCCS – Ufficio Congiunto di Trasferimento Tecnologico
10	Universitair Medisch Centrum Groningen (UMCG) (Startup support)	Clinical mentoring	NOM	<a href="http://www.umcg.nl">www.umcg.nl</a>
11	Geniko Nosokomeio Papageorgiou/ Papageorgiou General Hospital	Clinician support	Central Macedonia	<a href="https://www.papageorgiou-hospital.gr/">https://www.papageorgiou-hospital.gr/</a>
12	ThessAHALL/iMedPhys	Clinician support	Central Macedonia	<a href="https://imedphys.med.auth.gr/">https://imedphys.med.auth.gr/</a>
12	AHEPA University General Hospital of Thessaloniki/ 1st Cardiology Department	Clinician support	Central Macedonia	<a href="https://www.ahepahosp.gr/">https://www.ahepahosp.gr/</a>
13	Danish Medicines Agency	Clinician support	Zealand	<a href="#">About us</a>
14	FIERS – Life Science Innovation	Clinician support	Zealand	<a href="#">FIERS - Life Science Innovation</a>
15	CCMI	Clinician support	Extremadura	<a href="https://www.ccmijesuson.com/">https://www.ccmijesuson.com/</a>
16	Larrasa Laboratory	Clinician support	Extremadura	<a href="https://laboratorioslarrasa.com/en/">https://laboratorioslarrasa.com/en/</a>
17	Sanchez Trancon	Clinician support	Extremadura	<a href="https://vistasancheztrancon.com/">https://vistasancheztrancon.com/</a>
18	University of Extremadura	Clinician support	Extremadura	<a href="https://www.unex.es/">https://www.unex.es/</a>

19	SES, Regional Public health system	Clinician support	Extremadura	<a href="https://saludextremadura.ses.es/web/inicio">https://saludextremadura.ses.es/web/inicio</a>
20	Cluster of health enterprises	Clinical mentoring	Extremadura	<a href="https://www.clustersalud.es/">https://www.clustersalud.es/</a>
21	Extremadura Service for the Promotion of Personal Autonomy and Care for Dependent Persons	Clinical mentoring /clinical support	Extremadura	<a href="https://saludextremadura.ses.es/sepad/inicio">https://saludextremadura.ses.es/sepad/inicio</a>
22	Extremadura Institute of Assisted Reproduction	Clinical mentoring /clinical support	Extremadura	<a href="https://iera.es/">https://iera.es/</a>

**Clinical Mentoring and Clinician Support** services play a vital role in fostering innovation by ensuring direct involvement of healthcare professionals in testing, validating, and co-developing solutions. These services also include structured programmes where startups are guided by clinical experts to refine their products and services, ensuring alignment with real-world medical needs and standards. Across the UNITE regions, a number of such services have been identified: Central Macedonia offers 6 clinical mentoring and clinician support services, Scotland - 1, Zealand - 2, Lombardy - 7, Romania – 1, and NOM - 8. By engaging clinicians early in the innovation process, these services provide startups with critical insights, practical validation, and the credibility needed to enhance adoption and impact in healthcare settings.

#	Service Name	Service Type	Region	Reference
1	Geniko Nosokomeio Papageorgiou/ Papageorgiou General Hospital	Clinical mentoring	Central Macedonia	<a href="https://www.papageorgiou-hospital.gr/">https://www.papageorgiou-hospital.gr/</a>
2	ThessAHALL/iMedPhys	Clinical mentoring	Central Macedonia	<a href="https://imedphys.med.auth.gr/">https://imedphys.med.auth.gr/</a>

3	AHEPA University General Hospital of Thessaloniki/ 1st Cardiology Department	Clinical mentoring	Central Macedonia	<a href="https://www.ahepa-hosp.gr/">https://www.ahepa-hosp.gr/</a>
4	InnoScot	Clinical mentoring	Scotland	<a href="https://innoscot.com/">https://innoscot.com/</a>
6	VITA – Acceleratore Digital Health	Clinical mentoring	Lombardy	<a href="https://www.vitaaccelerator.it/it">https://www.vitaaccelerator.it/it</a>
7	SURGIQ	Clinical mentoring	Lombardy	<a href="https://surgiq.com/">https://surgiq.com/</a>
8	Anthem	Clinical mentoring	Lombardy	<a href="http://www.frrmn.com/">http://www.frrmn.com/</a>
9	Universitair Medisch Centrum Groningen (UMCG)	Clinical mentoring	NOM	<a href="http://www.umcg.nl">www.umcg.nl</a>
10	Geniko Nosokomeio Papageorgiou/ Papageorgiou General Hospital	Clinician support	Central Macedonia	<a href="https://www.papageorgiou-hospital.gr/">https://www.papageorgiou-hospital.gr/</a>
11	ThessAHALL/iMedPhys	Clinician support	Central Macedonia	<a href="https://imedphys.med.auth.gr/">https://imedphys.med.auth.gr/</a>
12	AHEPA University General Hospital of Thessaloniki/ 1st Cardiology Department	Clinician support	Central Macedonia	<a href="https://www.ahepa-hosp.gr/">https://www.ahepa-hosp.gr/</a>
13	Danish Medicines Agency	Clinician support	Zealand	<a href="https://laegemiddelstyrelsen.dk/en/about/">https://laegemiddelstyrelsen.dk/en/about/</a>
14	FIERS – Life Science Innovation	Clinician support	Zealand	<a href="#">FIERS - Life Science Innovation</a>

15	Parco Tecnologico Padano	Clinician support	Lombardy	<a href="https://www.ptp.it/">https://www.ptp.it/</a>
16	SURGIQ (Ospedale San Pellegrino)	Clinician support	Lombardy	<a href="https://surgiq.com/">https://surgiq.com/</a>
17	Digital Health Lab Dalmine	Clinician support	Lombardy	<a href="https://fondazioneantonhem.it/digital-health-lab/">https://fondazioneantonhem.it/digital-health-lab/</a>
18	Victor Babeş National Institute for Research and Development in the Field of Pathology and Biomedical Sciences	Clinician support	Romania	<a href="https://www.ivb.ro/">https://www.ivb.ro/</a>
19	Bioprex Medical	Clinician support	NOM	<a href="https://bioprexmedical.com">https://bioprexmedical.com</a>
20	Dr. Healthy	Clinician support	NOM	<a href="#">N/A – app/platform</a>
21	Health Hub Roden	Clinical mentoring	NOM	<a href="https://www.health-hub.eu">https://www.health-hub.eu</a>
22	Ivy Medical	Clinician support	NOM	<a href="https://www.ivymedical.eu">https://www.ivymedical.eu</a>
23	Machnet Medical Robotics	Clinician support	NOM	<a href="https://machnet-robotics.com">https://machnet-robotics.com</a>
24	Portal Biotech	Clinician support	NOM	<a href="https://www.portalbiotech.com">https://www.portalbiotech.com</a>
25	Universitair Medisch Centrum Groningen (UMCG) (Testbed)	Clinician support	NOM	<a href="http://www.umcg.nl">www.umcg.nl</a>

## Annex B: Financial information for regional projects

Partner	Budget per project
<b>Region Zealand, Denmark</b>	3.000 - 10.000
<b>Northern Netherlands</b> ( <i>Groningen, Friesland (Fryslân), Drenthe</i> )	7.500
<b>Central Macedonia, Greece</b>	7.500
<b>Lombardy region, Italy</b>	10.000
<b>Romania, national scope</b>	7.500
<b>Scotland, national scope</b>	12.500
<b>Extremadura, Spain</b>	7.500
<b>Calabria, Italy</b>	7.500

## Annex C: Offer Form Template

1. First name
2. Last name
3. email
4. phone
5. Company name
6. VAT number
7. Registered address
  - a. must be in one of the UNITE regions
8. Website / product page (optional)
  - a. If you have a company website or even a product website please indicate
9. In which UNITE Region is company registered
10. Living lab/Testbed agreement
  - a. Please attach the confirmation of the Living Lab or Testbed that will accommodate the pilot action.
11. TRL level
12. Title of the project
13. Short description of project
  - a. Give a concise overview of your solution and what you intend to test during the pilot.
14. Impact, ethics, policy alignment, gender balance, etc.
  - a. Summarise expected user and system benefits, how you address ethics and data protection, alignment with relevant policies, and how you ensure gender balance and inclusion.

15. How it aligns with challenge(s)
  - a. Explain which UNITE Innovation Challenge(s) you address and why your solution is a good fit.
16. Specific Goal of the Pilot Project
  - a. What is the measurable outcome you aim to achieve during the program? e.g., “Reduce energy consumption by 10%”.
17. Key Performance Indicators (KPIs) for Success
  - a. Specific metrics that will define a successful pilot, e.g., adoption rate, error reduction, cost savings.
18. Duration of the Proposed Pilot
  - a. Indicate the planned start/end dates and total weeks (within the programme’s allowed window).
19. Team Composition for the Pilot
  - a. Who from the company will be dedicated to this project, including roles and expertise?
20. Addressed challenges
  - a. Select the addressed UNITE challenges
21. Home or inter-regional testing
  - a. Specify whether the pilot will run in your home region or another UNITE region (inter-regional), as proposed.
22. List of testbed(s)
  - a. Identify the Living Lab/Testbed site(s), including host organisation from the given list.
23. Compliance declaration
  - a. Confirm that you can meet data protection, information security, ethics/consent, and other regulatory requirements of the site and region.
24. Consent to UNITE visibility requirements (required)
  - a. Acknowledge that all pilot outputs and materials will indicate that the activity is carried out under the UNITE project.
25. Privacy and GDPR
  - a. I consent to the processing of my personal data and company information for the purposes of participation in the UNITE project Agile Piloting, in accordance applicable data protection (incl. GDPR) and privacy legislation. I have read and accept the Terms and Conditions and Legal notice under project UNITE.
    - i. Legal notice link: <https://unitedigihealth.eu/legal-notice>



## Annex D: Specific challenges by region

Partner	Challenges			
	Equal health	Remote care	EHDS	Workforce crisis
<b>Zealand, Denmark</b>	Priority 1	Priority 1	Priority 2	Priority 1
<b>North of Netherlands</b> ( <i>Groningen, Friesland (Fryslân), Drenthe</i> )	Priority 1	Priority 1	Priority 1	Priority 1
<b>Central Macedonia, Greece</b>	Priority 1	Priority 2	Priority 2	Priority 2
<b>Region Lombardia, Italy</b>	Priority 2	Priority 1	Priority 1	Priority 2
<b>Romania, national scope</b>	Priority 1	Priority 1	Priority 1	Priority 1
<b>Scotland, national scope</b>	Priority 1	Priority 1	Priority 1	Priority 1
<b>Extremadura, Spain</b>	Priority 1	Priority 1	Priority 2	Priority 1
<b>Calabria, Italy</b>				

Regional requirements

Scotland, national scope:

You must be a registered company trading or with a strategic presence in Scotland. Eligible applicants will be invited to submit a bid via an Invitation to Quote on Public Contracts Scotland, following SE's standard procurement process. All invited companies must be registered as a supplier on Public Contracts Scotland ahead of submitting a bid. Businesses must pass all relevant legal sanctions checks to ensure compliance with international regulations.