# **Healthcare Week Luxembourg 2023**

# **START-UP AWARD**

# **I – OBJECTIVES AND APPLICATION PROCESS**

For this first edition of the Healthcare Week Luxembourg (“HWL”) which will be held on September 20 to 22, 2023 at Luxexpo The Box in Luxembourg, the Fédération des Hôpitaux Luxembourgeois (“FHL”) is organising three Awards competitions, one of which will reward a “Start-up Project” and will select the start-up of the year for the contribution of one of its projects to the Healthcare sector with a direct or indirect link to a hospital establishment.

**Application criteria**

* An applicant cannot submit more than one project.
* All projects must have already been “launched” at least in a test/pilot phase with a hospital or a network of hospitals.
* Applicants must be located in the Greater Region ([*Territoire — Grande Region,* *Territorium - Großregion*)](https://www.granderegion.net/En-bref/Territoire) - in case of doubt regarding the applicability of the location criteria to your case, please contact us at [hwl-awards@fhlux.lu](mailto:hwl-awards@fhlux.lu)

**Application and selection process**

* Applications must be submitted on the attached application template in English, French or German.
* Applicants have until July 15, 2023, to send their completed application to: hwl-awards@fhlux.lu , mentioning, “HWL Awards 2023 – Start-up Awards Application”.
* The shortlisted results will be communicated to participants at the latest by September 8, 2023.
* The jury will evaluate the applications and final pitches of the shortlisted candidates on the basis of an evaluation grid of 6 elements as follows:

1. The Problem / Pain the project seeks to solve – what it brings to the hospital sector in general and the patient in particular;
2. The Unique Selling Proposition (“USP”) of the project;
3. The market size / customer traction and business model of the project;
4. The competition and go to market plan of the project;
5. The matching of the team with the project ambitions;
6. The stage of the project’s deployment life cycle (Evaluation Phase, Pilot deployment Phase, Full operational deployment), the number of hospitals it has been “deployed” at and its funding stage.

* The jury selection results will be divulged during the gala dinner, which will be held on the last day of the overall event during the Awards ceremony will take place on September 21, 2023, during the gala evening of the Healthcare Week Luxembourg - which itself will be held from September 20 to 22, 2023 at Luxexpo The Box in Luxembourg City.
* Two members of each of the shortlisted companies will be invited to participate in this event, allowing them to network with a wide range of relevant and key stakeholders of the industry
* Two other awards (in the fields of Hospital management approaches/concepts and Medical Research) will also be honoured on that occasion.

**Jury members provide their ratings free of any constraints or conflicts of interest. The members of the jury are not allowed to submit projects themselves. The vote of the jury is anonymous and final. There is no appeal against its vote.**

**Deadlines**

* Deadline for application: **July 15, 2023**.
* Announcement of the shortlisted finalists: **September 8, 2023**.
* Finalists’ Pitch Day : **TBD – But will be on the 1st or 2nd day of the HWL event September 20 or 21, 2023.**
* Winners and Awards Ceremony: **September 21, 2023.**

# **II - APPLICATION FORM**

* To be completed and sent to: [hwl-awards@fhlux.lu](mailto:hwl-awards@fhlux.lu), mentioning, “HWL Awards 2023 – Start-up Awards Application”.

**Overall information**

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| Applicant’s Name (Organisation) |  |
| Your Name and function |  |
| Your email |  |
| Organisation website |  |
| Contact phone number |  |

**Name of the project that you would like to submit to the HWL 2023 -Innovation Awards Jury**

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**Please describe your project (max. 150 words which must be supplemented by a short video of 1-1,5 minutes)**

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**Please describe the problem or pain your project aims to solve. (Max. 120 words)**

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**Please describe what your Unique Value Proposition (“USP”) is. (Max. 120 words)**

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**What is the market size, customer traction and principles of your business model? (Max. 120 words)**

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**Please describe your Go to Market Plan (including any innovative/relevant calls for action) and indicate who your main competitors are. (Max. 120 words)**

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**Please briefly describe the match of the team with the project’s ambitions**

**(Make-up, experience and the differentiating factor of your team. (Max. 120 words)**

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**Please briefly describe the stage of the project’s deployment life cycle (max. 150 words)**

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**Please state at how many hospitals the project has been “deployed” and whether it is at an Evaluation Phase; Pilot Phase or in Full operational use . (Max. 150 words)**

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**Please provide at least one (maximum three) evaluator/user reference and a brief description of their evaluation objective and/or how they use the project in practice.**

**(max. 100 words per reference but this can be supplemented by a short 1-1,5 minutes’ video)**

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| *User Reference 1 – Name & location & Deployment Phase (see above):* |
| *User Reference 2 – Name & location & Deployment Phase (see above):* |
| *User Reference 3 – Name & location & Deployment Phase (see above):* |

**Please describe the main key success factors so far (Awards won, Key funding milestones reached, Specific partnerships struck with key business partners (max. 150 words)**

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**Date of application submission**

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| Submission date: |  |
| Submitted by:  (Name / Title) |  |