



Consortium services by Health ClusterNet for the 2nd Acceleration programme

CROSS4HEALTH PROJECT
KICK-OFF EVENT, MALMO, 14-15 MAY, 2019

HCN Services

Business Planning

**Public funding
leverage for SMEs**

Service description

Business Planning

What: Business Plan, business model, market analysis, value proposition

How: Service proposal agreement; individual and/or group consultation; online sessions including webinars; face-to-face meetings if needed; report/proposition etc.

Who: SMEs with an innovative product, seeking support to develop their business planning

Timeline: Business plan drafting generally takes 30 days. A full market analysis can take up to 4 months.

SME benefits. The business plan can provide a cohesive vision; explain the market opportunity; securing investment by showing a roadmap to success; reviewing specific operations (sales, marketing, business operations); and can support funding applications.

Product(s): An accurate business plan ready for your target market(s).

Expert: Pascal Kahlem, PhD in human genetics (cum laude) at the University Paris VII in 1999 and authored 24 scientific publications.

Experience: Since 2013, founder of Scientific Network Management SL (Spain) (www.s-n-m.eu). In 2016-17, Senior VP Chief Scientific Officer / Quality & Regulatory Affairs Officer / Business Developer at Bioprognos (Spain) (www.bioprognos.com). Since 2013, he supported over 10 SMEs in the development of their project, including business planning and market analysis. Consultant is covered by professional liability insurance.

Service description

Leveraging public funding for SMEs

What: Grant writing, EU funding, National/regional funding

How: Service proposal agreement; individual and/or group consultation; online sessions including webinars; face-to-face meetings if needed; report/proposition etc.

Who: SMEs with an innovative product, seeking primary funding to finalize the development and reach the market.

Timeline: The preparation of a funding proposal generally takes 45 days.

SME benefits: High return on investment. For example, European Commission funding can cover up to 2.5 Million €.

Product(s): Real-time assistance and intensive coaching to accelerate your writing process. As part of this you also get Insider information and writing tips from a professional proposal writer.

Expert: Pascal Kahlem, PhD in human genetics (cum laude) at the University Paris VII in 1999 and authored 24 scientific publications.

Experience: Since 2006, he acted as project manager in 6 large European projects. He has drafted over 40 grant proposals for EU calls FP7 and H2020, including SME-Instrument in the domains of Life Sciences, Bioinformatics, Technology and Research Infrastructures, raising over 34 Million Euros. Consultant is covered by professional liability insurance.

Contact details

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