



AAL Call 2019

**SUSTAINABLE
SMART SOLUTIONS
FOR
AGEING WELL**

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A decorative graphic in the bottom right corner consisting of several overlapping triangles in shades of blue and yellow.

AAL CALL 2019


The AAL Call 2019 is **open** to developing ICT-based solutions targeting **any application area(s)** within the AAL domain.

The solutions need to be **embedded into the strategies** of the participating end-user organisations, service providers and business partners.

The **wishes and aspirations of older adults** in combination with the **demands** from the **other stakeholders** involved – e.g. providers and payers will have a critical role in shaping useful and attractive AAL solutions with a **high market potential**.


TAALXONOMY

TAALXONOMY: AAL PRODUCT AND SERVICE CATEGORIES




HEALTH & CARE

Health & Care comprises products and services which collect and manage **medical data**, which support **therapy** and **care** activities, as well as those assisting in **nutrition** and **personal hygiene**.




LIVING & BUILDING

The category **Living & Building** covers products and services for **water** and **energy supply**, **light management**, **room climate** as well as measures for design **barrier-free rooms**. Additionally, **maintenance** and **access control** are in this category.



LEISURE & CULTURE

The category **Leisure & Culture** consists of products and services which enrich or enable recreational activities in leisure time, and cultural activities. **Sports, media and games** are covered, as well as **culture, religion and travelling**.



VITALITY & ABILITIES

The category **Vitality & Abilities** includes products and services that support, train or enable **basic physical, mental and social abilities** that are essential requirements for independent living.



MOBILITY & TRANSPORT

Mobility & Transport consists of products and services that on the one hand serve as **transportation measures for persons and goods**, and on the other hand offers **travel information, navigation** and **orientation** solutions.




WORK & TRAINING

Participation in the working life is covered by the category **Work & Training**. It contains **work supporting** measures and products and services for **job specific learning and training**.



SAFETY & SECURITY

Safety & Security includes products and services which **prevent damages** and burglary or which support the user in cases of **falls**. Furthermore, **localisation** and **emergency management** is part of this category.



INFORMATION & COMMUNICATION

Information & Communication contains products and services which on the one hand **present knowledge** and offer **advisory functions**, and on the other hand support and enable **interpersonal communication** and **organisation** of daily living.

Source: TAALXONOMY (Synyo, University of Innsbruck, Eurac)

Different markets require different approaches

AAL MARKETS (1)

Call 2019 looks for solutions aiming at “**PRIVATE CONSUMER MARKETS**” with aspects such as wellbeing, lifestyle, independence, work, fun and comfort.

Buyers: mainly older adults, families, social networks.

AAL MARKETS (2)

Call 2019 looks for solutions aiming at “**REGULATED MARKETS**” such as health and care, social care, and housing.

Buyers: mainly secondary / tertiary end-user groups (care organisations, municipalities, ...)

- Solutions are provided as **part** of a more complex **service offer**
- Requirement for **proven evidence** about the effects and (cost)effectiveness of ICT-based solutions before adopting them fully.
- Solutions have to fit into the **vision and strategy** of the involved organisations.

What kind of projects can be funded?

DEMAND FOR FLEXIBILITY

Over the years end-users groups and other partners in consortia reported that it is difficult to fully

- **explore new approaches** or
- **target new business sectors** or
- **involve new stakeholder groups** within the close framework and time schedule of a fixed multi-annual project.
 - They have asked for **more flexible and short term** possibilities for substantial cooperation

PROJECTS

AAL Call 2019 allows for more **flexibility** regarding **scope, size and duration** of the proposed projects.

Two types of projects can be funded:

- ***SMALL collaborative projects (SCP)***
- ***Collaborative projects (CP)***

SMALL COLLABORATIVE PROJECTS (1)

- Intended to be **quicker**
- More **agile** regarding submission **process**, grant signature and reporting
- Duration of minimum **6 months** and maximum **9 months**
- Maximum funding of **€ 300.000**

They **can** result in well-substantiated **ideas or proposals** for AAL solutions to be submitted in a later AAL call (or elsewhere) – *not mandatory*

SMALL COLLABORATIVE PROJECTS (2)

- Aim at **exploring** new ideas, concepts and approaches
- **Reach out** to new stakeholders for inclusion in (future) development of AAL solutions
- Build **strong collaborations with end user organisations**
- Support **community building** with new customers
- Create **shared agendas**

SMALL COLLABORATIVE PROJECTS (3)

Intense **collaboration with end-users** at an **early stage**:

- Thoroughly **investigate wishes and needs** for appealing solutions
- **Explore** novel /improved **approaches** for involving all types of end users
- **Validate benefits** for end-users and for end-user organisations, enhancing the latter's own processes
- **Explore** ways for **opening up the market** for ICT based solutions for older adults
- **Assess** the project concept in relation to **market potential**

COLLABORATIVE PROJECTS (1)

- User-driven through **co-creation**
- Address a **specified challenge**
- **Route to market** needs to be **clearly described and aligned** with the **business strategies** of the partners responsible for commercialisation
- Short **time-to-market** introduction \leq max. 2 years after project end
- Technology readiness levels **5-8**

- Duration of **18 to 36 months**
- Maximum funding of **€2.500.000.**

COLLABORATIVE PROJECTS (2)

- **Strong involvement of end users** - especially secondary and tertiary – and relevant **stakeholders** in shaping solutions and creating markets
- Requirement analyses: **building on knowledge that is already available**. If further requirement analyses are needed, this has to be duly justified.
- Strong **business and market orientation** (validate, sell, launch) & involvement of business partners ($\geq 50\%$)

CP'S: TYPE OF MARKET

Depending on the **type of market** the proposed solutions need to respond to **different requirements**.

- *Solutions targeting the PRIVATE CONSUMER MARKET(S)*
- *Solutions targeting the REGULATED MARKETS*

PRIVATE CONSUMER MARKETS

- ICT-based solutions to support older adults by addressing issues such as **wellbeing, lifestyle or comfort** aspects
- **Clearly described route to market** and an **identified leader for commercialization** (SMEs, large industry, or end-users' organisations, acting as business partner)
- **Evidence:** iterative testing and evaluation of added value and a.o. willingness to pay by consumers

REGULATED MARKETS

- ICT-based solutions that can be **integrated in the strategies of user organisations, service providers and business partners**
- **Evidence** about the effects and cost-effectiveness: iterative testing and substantial evaluations in **min. 2 countries with significant # of users**
- Secondary end-user organisations: able to **integrate the solutions in their policies, service offers**, work processes, reimbursement systems etc.

EXPECTED IMPACT (CP's)

By funding the development of AAL solutions, the AAL Programme aims to create evidence of:

- improved **quality of life**
- **added value** for end-users
- **usefulness and effectiveness** of the solutions
- **reliability and security** of solutions
- **financial viability**, with positive business cases for potential payers.

EXPECTED IMPACT (CP) / **QUALITY OF LIFE**

OLDER ADULTS

- Living a **healthy, active and meaningful** life.
- Living **independently and safely** for longer **at home** (keeping decision/control of their daily activities) **with support** from their **carers** and **community**.
- Living in **dignity and satisfaction**.

INFORMAL and/or PROFESSIONAL CARERS (if relevant)

- Reduce **stress and care burden**;
- Build **resilience**;
- Improve the **quality, efficiency and effectiveness** of the **care** they provide.

EXPECTED IMPACT (CPs) / MARKET

- A **large scale exploitation of ICT based solutions** for supporting older adults throughout the ageing process. This includes measures to support their care networks.
- A **growing public/regulated and private consumer market** of interoperable and scalable AAL systems to support active, healthy, and independent living.
- More **European/international collaboration**, including end-users, industry and other stakeholders in the value chain.
- **Savings for the social/care system** as older adults are supported in living independently in their homes for longer, thus lowering the need for homecare and delaying the move to institutionalized/community care.

PARTICIPATING COUNTRIES/AGENCIES

- **Austria**
- **Belgium**
 - Brussels' region – Innoviris
 - Flanders' region – VLAIO
- **Canada**
- **Cyprus**
- **Denmark**
- **Hungary**
- **Italy**
 - Ministry of Health
 - Italy – Ministry of Education, Universities and Research (MIUR)
 - Friuli Venezia Giulia Region
- **Luxembourg**
 - FNR
 - LUXINNOVATION
- **Norway**
- **Poland**
- **Portugal**
- **Romania**
- **Slovenia**
- **Spain**
 - ISCIII
 - Biscay Region
- **Switzerland**
- **The Netherlands**

THE AAL CALL - DATES

- **31 January** Call InfoDay in Brussels
- **4 February** Publication of the Call
- **13 February** Opening of the submission platform
- **24 May 17h00 CET** Deadline for submission – Call closed

SUBMISSION

IMPORTANT!

- Submission is done via the **AAL EMS platform**
- Read carefully the **Call text, Guide for Applicants and National Eligibility Criteria Documents**
- Relevant **National Contact Persons** should **be contacted** for potential submission at national level before the deadline
- **Do not wait until the last minute** to submit your proposal !

For more information, contact us at:

call@aal-Europe.eu or visit our website www.aal-europe.eu



Thank you for your attention!

- ▲ Our Website:
www.aal-europe.eu
- ▲ AAL Forum website:
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