



# Overview of the opportunities for the AAL community in The Netherlands

## AAL2BUSINESS



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# Opportunities for the AAL community in The Netherlands



## *1. Introduction*

# Introduction

This report provides the AAL Community with practical information about the opportunities offered by The Netherlands and related regional programmes and networks.

The aim of this information is to:

Support AAL partners in their path to market by informing about services complementary to the ones AAL Programme provides (see <http://www.aal2business.com/>) and help AAL partners getting in touch with important actors in their countries.

AAL partners can also apply for tailored support from AAL CMU on how to leverage opportunities offered at national and regional level

This report is created by the AAL2Business support action and funded by AAL Programme. For the Netherland, [Digitalezorg.nl](http://Digitalezorg.nl) has collected the support organisations.

# Opportunities for the AAL community in The Netherlands



## *2. National Programmes*

# National Programmes

## ZonMW

<https://www.zonmw.nl/en/>

Postbox 93 245  
2509 AE The Hague  
The Netherlands

Tel.: +31 70 349 51 11  
Fax: +31 70 349 51 00  
Email: [info@zonmw.nl](mailto:info@zonmw.nl)

Our aim is to promote quality and innovation of health research in order to make health care better and to keep it affordable. The return on investment in health research is 3 : 1. Solving health problems increasingly means working together at a European or global level, so we work internationally. ZonMw has an influence on the international research and development programming, takes an active part in international networks, and enables Dutch researchers to participate in collaborative international projects.

ZonMw promotes health research and care innovation throughout the entire knowledge chain from fundamental research to implementation. Through various subsidy programmes we promote and fund development and practical application in the area of prevention improvement, care and health.

The work field of the knowledge chain as a whole is broad, making ZonMw a unique organisation.

Open calls: <https://www.zonmw.nl/en/news-and-funding/funding/open-for-proposal/>

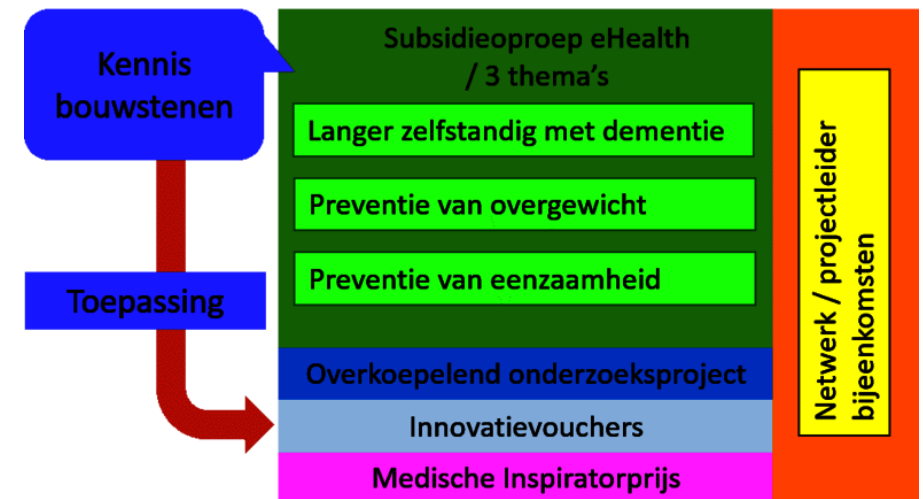


The ZonMw program Create Health aims to contribute to the social challenge around healthy and active aging. The focus of the research within Create Health is focused on three themes:

- Home care and Self-management; living at home with dementia for as long as possible.
- Prevention of loneliness; prevention of loneliness in frail elderly.
- Prevention of overweight; prevention of overweight by means of lifestyle influencing.

## Create Health

Within the program, activities are set out in which the cooperation between the creative industry and care and welfare comes first. This concerns public-private partnership (PPP).



## Zorgvoorinno veren.nl

<https://www.zorgvoorinnoveren.nl/>

Zorg voor innoveren is a collaboration of 4 government agencies: The National Health Care Institute, Nza, Ministry of Health and ZonMW.

Zorg voor innoveren is the signpost for care innovators. With a wealth of knowledge and information, it is the 'help desk' for researchers, developers, and entrepreneurs, assisting them to complete the innovation process as independently and quickly as possible. As a signpost for care innovators, this partnership of four government organizations (Ministry of Health, Welfare and Sport, the National Healthcare Institute, the Dutch Healthcare Authority, and ZonMw) also provides assistance if the innovation process crosses the border. The regular network meetings provide broad scope for inspiration and cooperative ventures. Innovators can approach the digital counter with concrete questions. Each of the four partners has a specific support and advisory role in care innovation. Together they form the face of government.

Zorg voor innoveren is a good starting point for companies that want explore the formal regulatory and reimbursement aspects.



**Zorg voor innoveren**

Informeert, inspireert en biedt netwerkmogelijkheden



## Programma Langer Thuis

Ministerie van  
Volksgezondheid,  
Welzijn en Sport

Parnassusplein 5  
2511 VX Den Haag

The national government wants to help older people grow old in their familiar environment, with a good quality of life. This is stated in the Langer Thuis Program. The government will make more than € 340 million available for the implementation of this program. This money is available until 2021. The Ministry of Health, Welfare and Sport further developed the program into a plan of action. The ministry did this together with organizations from society. For example, municipalities, elderly unions and health insurers.

The program focusses on the following areas:

- better cooperation between healthcare providers
- helping informal caregivers and volunteers
- Improved help with suitable housing
- Live longer at home with ICT

<https://www.rijksoverheid.nl/onderwerpen/zorg-en-ondersteuning-thuis/langer-zelfstandig-wonen>

## Programma Zorg voor ouderen in verpleeghuizen verbeteren

Ministerie van  
Volksgezondheid,  
Welzijn en Sport

Parnassusplein 5  
2511 VX Den Haag

The Ministry of Health, Welfare and Sport (VWS), together with client organizations, professional associations, healthcare providers, care offices, the Healthcare Institute, NZa and the Healthcare and Youth Inspectorate (IGJ), has the program 'Home in the Nursing Home, dignity and pride in every location'. This contains these measures to better tailor the care to the occupant of the nursing home (person-oriented care):

- More time and attention for the resident
- Sufficient, motivated and expert care providers
- Learn, improve and innovate

Nursing home care is gradually improving by learning, improving and innovating. Care providers and care organizations are responsible for improving the quality of care and support. This involves learning in daily practice. Continuous work on improving quality is the norm in the quality framework. In addition to the use of sufficient care providers, it also involves the use of technology. Technology can save healthcare providers time, so that they get more time and attention for the resident.

<https://www.rijksoverheid.nl/onderwerpen/verpleeghuizen-en-zorginstellingen/zorg-ouderen-verpleeghuizen-verbeteren>



## Stimuleringsregeling E-Health Thuis

RVO

<https://www.rvo.nl/>

Prinses Beatrixlaan 2,  
2595 AL Den Haag



Rijksdienst voor Ondernemend  
Nederland

Are you a provider of care or support and do you want to work with a buyer to scale up and secure existing e-health solutions? Then the E-Health Home (SET) Incentive Scheme may be something for your partnership.

Older people and people with a (risk of) chronic illness or disability that allow living at home to live longer independently at home with e-health. That is the purpose of the SET.

It concerns existing e-health:

- that improves the quality of life of people with a (risk of) chronic illness or elderly people with a care or support demand;
- which enables health care providers to deliver a better quality of service with less work pressure and more satisfaction;
- where municipalities and health insurers with the same budgets can help more people.

Budget of € 28 million is available for 2019. The Netherlands Enterprise Agency (RVO.nl) distributes this amount in order of entry.

<https://www.rvo.nl/subsidies-regelingen/stimuleringsregeling-ehealth-thuis-set>

## Health Holland Topsector LSH

<https://www.health-holland.com/>

Laan v. NOI 334  
2593 CE The Hague

The Dutch Life Sciences & Health (LSH) sector is one of nine “top sectors” in the Netherlands. The top sectors are designated by the Dutch Ministry of Economic Affairs and are selected on their ability to contribute substantially to global societal challenges. Health~Holland is the Top Sector LSH's communication channel.

The Top Sector LSH entails a broad scope of disciplines, from pharmaceuticals to medtech, from healthcare infrastructure to vaccination. In order to realise its mission – vital functioning citizens in a healthy economy - the top sector builds on the strengths of the Dutch Life Sciences & Health sector to address the biggest societal challenges in prevention, cure and care: improving the quality of life (vitality) while restraining the costs of healthcare.

The Top Sector LSH initiates and stimulates multidisciplinary public-private partnership (PPP) to valorise innovation. By attracting financial means, sharing best practices and the univocal Health~Holland sector communication, the top sector boosts a productive infrastructure.

# National Programmes

**RVO**

<https://www.rvo.nl/>

Prinses Beatrixlaan 2,  
2595 AL Den Haag

The Netherlands Enterprise Agency (RVO.nl) helps startups and scaleups to grow and to accelerate their business by offering credits, subsidies and guarantee schemes, by providing access to networks and by organising specific events.

For more information on the services RVO can provide, go to <https://english.rvo.nl/topics/startupsandscaleups>

## Find out how we can help

Want to grow your startup business? We can help. Contact us to discover the possibilities.



Idea stage

You are in the first stage of making plans for a startup.



Startup stage

You are in the stage of setting up your startup.



Product development stage

You want to further develop your product, process or service.



Market entry stage

You want to put your product, process or service on the market.



Internationalisation stage

You want to take your product, process or service abroad.



Intellectual property

Learn more about intellectual property rights in relation tot startups and scaleups.



Rijksdienst voor Ondernemend  
Nederland

# Opportunities for the AAL community in The Netherlands



## *2. Regional Programmes*

# Regional Programmes

## LIOF

<https://www.liof.com/en>

Wim  
Duisenbergplantsoen 27,  
6221 SE  
Postbus 1310, 6201 BH  
Tel.: +31 43 328 02 80

LIOF - the Limburg Development and Investment Company - is the regional development and investment company responsible for the Dutch province of Limburg. LIOF was established in 1975 and is headquartered in Maastricht. Our purpose is to develop this province's economy and its business climate.

Our Core Activities:

- We provide venture capital to innovative and potentially viable small to midsize companies
- We stimulate knowledge-driven and innovative projects created by small to midsize companies
- We acquire foreign investors and perform investor development for established companies.

LIOF is the executive body for the Dutch Province of Limburg and its communities to attract new companies to Limburg. In close partnership, LIOF coordinates Limburg's lead generation in industry and logistics through the NFIA and HIDC networks and other lead generation through LIOF's public and commercial networks.

**LIOF**

# Regional Programmes

## BOM

<https://www.bom.nl/over-bom>

Goirlese Road 15  
5026 PB Tilburg

The Brabant Development Agency (BOM) is a growth accelerator. We work together with innovative entrepreneurs and with people who can solve social issues. We help to make dreams come true, to access new markets and turn groundbreaking concepts into tangible products and services.

Together we work to make our cast-iron competitive position more sustainable and to further increase it. That's because Brabant has everything it takes to perform at a global level, whether in terms of our economic position, our technological knowhow, and our society.

With a central location in one of the largest markets in the world, a supply industry and a world-class knowledge economy, Brabant is an attractive location for many foreign companies.

BOM Foreign Investments highlights the strengths that Brabant offers and assists newcomers and established foreign companies alike to fully utilize the province's opportunities as a business location.

Services BOM provides:

- Establishing a company in the region
- Opening regional knowledge and networks
- Providing knowledge on labour and legislation
- Direct personal assistance





# Regional Programmes

## NOM (1)

Paterswoldseweg 810  
9728 BM Groningen

Tel.: +31 50 521 44 44  
Email: [info@nom.nl](mailto:info@nom.nl)

NOM FDI operates as a sort of marketing & sales organization for the Northern Netherlands. We pay visits to many entrepreneurs and companies in the region every year. During these visits, we discuss their success factors, their role in the supply chain, their vision of the future and the obstacles they face. We use this information to come up with propositions for the important sectors with the aim of enticing foreign companies to establish in the Northern Netherlands. It is here that they will find the conditions they need to achieve their ambitions.

We can assist you with all aspects involved in setting up your business in the Northern Netherlands:

- Site selection
- Easy access to extensive network
- Introduction to potential business partners
- Assistance with licensing and permits
- Advice on tax rulings & finance
- Labor solutions
- Independent partner

# Regional Programmes

## NOM (2)

Paterswoldseweg 810  
9728 BM Groningen

Tel.: +31 521 44 44  
Email: [info@nom.nl](mailto:info@nom.nl)

### NOM Finance

- Invests in companies that are likely to succeed in the Northern Netherlands
- Not a bank, but a supplementary risk-bearer
- Relationship based on a profitable enterprise
- Is financially involved for a limited period of time (4 – 6 years)
- NOM aims to build long-term business relationships
- Quick profit is not our goal, but an active participation with an approach specific to your company
- Revolving Fund \$ 90 million
- Invested in more than 100 companies

### NOM Business Development

- Plays an active role in ambitious and innovative projects and projects which enhance the competitive strength of regional businesses.
- Utilizes our extensive network, knowledge and expertise and bring parties together to research ideas and convert them into innovative products.
- Participated in 90 innovative projects in which 350 companies were involved.
- Represented an investment of 90 million Euro

# Regional Programmes

## OostNL

<https://oostnl.com/en>

Laan van  
Malkenschoten 40  
7333 NP Apeldoorn  
P.O. Box 1026  
7301 BG Apeldoorn  
The Netherlands

Tel.: +31 88 667 01 00  
Email: [info@oostnl.nl](mailto:info@oostnl.nl)



Oost NL assists international companies in East Netherlands

Oost NL is an agency that focuses its activities and projects on strengthening and stimulating the economy of the provinces of Gelderland and Overijssel, the Netherlands. Oost NL assists international companies with business location, expansion and relocation services, free of charge.

The services offered include:

- Location and housing advice
- Tailor-made regional and national wide market knowledge and network
- Matchmaking
- Soft Landing program
- Trade promotion

# Regional Programmes

## Innovation Quarters

<https://www.innovationquarter.nl/en/>

WTC The Hague,  
Prinses Margriet-  
plantsoen 32, 2595  
BR The Hague, The  
Netherlands

InnovationQuarter's mission is to strengthen the regional economy in West Holland by supporting and stimulating the innovation potential of this unique delta region. In close co-operation with all major corporations, educational and research institutions - like the Erasmus MC in Rotterdam, the Delft University of Technology and Leiden University - and government organisations, InnovationQuarter supports technological developments with social impact, encourages entrepreneurship and invests in fast-growing companies.

InnovationQuarter has a dedicated team in place to actively promote the region, attract foreign companies and investors and facilitate them in finding the right locations and facilities for setting-up or expanding business in West Holland. We connect you with our tailor-made know-how and key networks especially in sectors like Cleantech, Horticulture, High Tech & Smart Industry, Life Sciences & Health, Safety & Security and Water & Maritime.

**Innovation  
Quarter**

invest &  
innovate in  
West Holland

## Opportunities for the AAL community in The Netherlands



### *3. Foundations with active and healthy ageing in their mission*

# Foundations

## Nationaal Ouderenfonds

<https://www.ouderenfonds.nl/onze-organisatie/english/>

Stichting Nationaal  
Ouderenfonds  
Smallepad 30E  
3811 MG Amersfoort



The National Foundation for the Elderly is a charity that promotes quality of life for elderly people in the Netherlands. The primary focus of the Foundation is combatting loneliness. Approximately 200.000 Dutch elderly feel extremely lonely. Their only social contact is once every four weeks.

The National Foundation for the Elderly supports elderly people through meaningful projects that:

- Combat loneliness
- Combat poverty
- Improve safety
- Improve active ageing and health

# Opportunities for the AAL community in The Netherlands



## *4. Business support networks*

## **Bureau Vijftig**

<http://www.bureauvijftig.nl/>

Werner von Siemensstraat 13  
2712 PN Zoetermeer

Tel.: +31 85 303 53 84  
Email: [info@bureauvijftig.nl](mailto:info@bureauvijftig.nl)

### Business Support

Bureau Vijftig supports companies with the development of their market development, strategy and development. Both startups and existing corporates.

Bureau Vijftig provides:

- Market research
- Knowledge and insights into the Dutch Silver economy
- Strategic advice on business development
- Execution support, business development and growth
- Participation (both financial and in-kind)



## Zorginnovatie.nl

<https://www.zorginnovatie.nl/>

Email:  
[info@zorginnovatie.nl](mailto:info@zorginnovatie.nl)

Zorginnovatie.nl is the online network of innovators in health. Using the network startups and companies can give exposure for their innovation, join discussions and ask questions to the network. Also, the founding partners offer the individual services to the network.

Founding partner of Zorginnovatie.nl regional agencies and are:

- Medical Delta <https://www.medicaldelta.nl/>
- VitaValley <https://vitavalley.nl/>
- Slimmer Leven 2020 <https://www.slimmerleven2020.org/>
- Care Innovation Centre West Brabant <https://www.cic-westbrabant.nl/>
- Economic Board Utrecht <https://www.economicboardutrecht.nl/>
- Healthy Aging Network Northern Netherlands <https://www.hannn.eu/>
- Health Innovation Park <https://www.healthinnovationpark.nl/>
- Health Valley <https://www.healthvalley.nl/>
- Amsterdam Economic Board <https://www.amsterdameconomicboard.com/en>
- EIZT <http://www.innovatiesindezorg.eu/>

ZorgInnovatie

## Medical Delta

<https://www.medicaldelta.nl/>

Huismaningel 4 2629  
JH Delft The  
Netherlands



Medical Delta is a network of life sciences, health and technology organisations. Based in the enterprising Rhine Delta region of the Netherlands, we bring together a rich body of knowledge and experience, and act as a catalyst for health innovation and cooperation.

We welcome enquiries from organisations or individuals worldwide who have an interest in healthcare innovation and share our vision. In particular, we're interested in joining together with others to harness the promise of digital technologies, new materials and techniques in the field of healthcare. For instance, we see great opportunities for developing tools and solutions that approach patients as individuals rather than generic groups, or which focus on prevention rather cure. We also see possibilities for using remote technologies to monitor patients in their own homes or on the move. Not only can such innovations be more comfortable for the patient, they can also be interesting commercial propositions and save healthcare providers large sums of money.

### DYNAMIC NETWORK

To this end, we've assembled a dynamic (and ever-growing) network of scientists, healthcare professionals, bio-technologists, medical technologists, entrepreneurs and other partners. By facilitating interactions and cross-disciplinary collaboration within this network, we serve as a catalyst for practical, innovative and economically viable healthcare solutions.

## VitaValley

<https://vitavalley.nl/>

Zonneoordlaan 17  
6718 TK Ede (Gld.)

Tel.: +31 318 65 77 15  
Email: [info@vitavalley.nl](mailto:info@vitavalley.nl)

VitaValley is an open and independent platform aimed at accelerating and scaling up innovations. We improve health and well-being in the Netherlands by implementing digital applications that lead to breakthroughs in self-management and independence. We focus primarily on innovations at system level that lead to social impact.

Main focus of VitaValley is to offer a network of members and partners that can support companies that have offerings in health.

Many of the members and partners are organized in thematic programs:

- Vital Life
- Vital @Home
- Coalition Everybody Mobile
- PGO with impact

## Slimmer Leven 2020

<https://www.slimmerleven2020.org/>

Emmasingel 11  
5611 AZ Eindhoven



Coöperatie Slimmer Leven is a healthcare innovation network that, together with its 60 members, addresses social and economic challenges related to health and vitality.

Coöperatie Slimmer Leven together with its members has a joint mission: to make the current system of health and vitality future-proof. This means that new opportunities must be used, such as new forms of cooperation with other parties, regions and other levels. An example of this is the momentum that the Brainport National Action Agenda offers. We use best practices, learn from and share with each other, so that we do not have to reinvent the wheel.

We create and encourage the use of testing grounds, in which we dare to experiment and in which innovation is also applicable for end users. In this we facilitate and initiate projects and where possible make use of available and relevant subsidies and schemes. In addition, we continuously connect to other networks, so that we do not work on an island.

The ten care innovation regions in the Netherlands play an important role here. The regions themselves often have sufficient scale; big enough to break through the pilot phase, and small enough to act flexibly. Ultimately, the higher goal is that these ten regions cooperate intensively and thus achieve national breakthroughs. So that ultimately the health care system changes and becomes future-proof.

## Care Innovation Centre West Brabant

<https://www.cic-westbrabant.nl>

Oostelijke Havendijk 13  
4704 AD Roosendaal

Tel.: +31 165 74 50 89  
[Email: info@cic-westbrabant.nl](mailto:info@cic-westbrabant.nl)



The Care Innovation Center West-Brabant connects healthcare-related parties from the government, education and industry with each other. We do this to make health care innovations and initiatives accessible to a wide audience. For example during the training of health care professionals but also at the health care consumer's home. Good ideas in healthcare therefore start at the Care Innovation Center West-Brabant.

CIC offers support in the following fields of business:

- Funding
- Research
- Living Lab (member of EnOLL)
- Startup services
- Education

## **Economic Board Utrecht**

<https://www.economicboardutrecht.nl/>

Kantoren Hal 7  
(Jaarbeurs)  
1e etage | Van  
Zijstweg

Tel.: +31 30 238 28 58

At the Economic Board Utrecht we believe we can translate society's demand for healthy living in the Utrecht region into more jobs and investment.

Examples include the demand for solutions for raw material recycling, the issues of an ageing population, digitalisation and smart, clean mobility.  
A green, healthy and smart region

These solutions require close cooperation between government agencies, knowledge institutions and businesses. At Economic Board Utrecht we therefore build coalitions between the various parties in the Get Connected network – to strengthen existing initiatives, for matchmaking and to develop new business models.

We do this by organising Get Connected meetings, providing a platform for new and existing initiatives and advising on the development and financing of green, healthy and smart initiatives. We also offer help with internationalisation and labour market issues.

## Health Innovation Park

<https://www.healthinnovationpark.nl/>

Dr. Stolteweg 74a  
8025 AZ Zwolle

Email:  
info@healthinnovation  
park.nl

Health Innovation Park is the innovation network in the field of Health applications. By stimulating and thinking along with innovative ideas, we help entrepreneurs further.

At the Health Innovation Park we help entrepreneurs and care professionals, healthcare companies and healthcare institutions with innovation in the province of Overijssel. Around the themes Virtual hospital (treatment, diagnostics and information at a distance), Data sharing and Healthy longer at home.

We support, among other things, by:

- Providing innovation advice
- Business Development
- Help to find the right financing
- Finding housing
- Care training center

## Health Valley

<https://www.healthvalley.nl/>

Health Valley Netherlands

Novio Tech Campus,  
gebouw A  
Transistorweg 7R  
6534 AT Nijmegen

Tel.: +31 24 355 87 37  
Email: [info@healthvalley.nl](mailto:info@healthvalley.nl)



Health Valley Netherlands is the biggest Life Sciences & Health innovation network in the Netherlands. The network unites companies, care organisations, knowledge institutes and authorities, and enables them to grow stronger together. Whether we're providing developers with care needs and requirements or delivering innovations to the patient: we bring technology to the care sector, together. Real innovative power develops where the needs of the care sector are integrated into relevant knowledge and expertise, resulting in technological innovations, new medicines or devices, and other methods of working. Through a combination of innovative, market and entrepreneurial strength, our partners give an unmistakable boost to the care sector and also encourage economic growth.

Health Valley partners with Oost NL to support international companies active in the field of Life Sciences & Health in the eastern Netherlands. Oost NL assists foreign companies wishing to establish their businesses in the eastern Netherlands with locations, expansion, and relocation services, free of charge.



## Amsterdam Economic Board

<https://www.amsterdameconomicboard.com/en>

Marineterrein  
Amsterdam  
Kattenburgerstraat 5  
Gebouw 002 B  
1018 JA Amsterdam

Tel: +31 20 524 11 20  
Email:  
[info@amecboard.com](mailto:info@amecboard.com)

**amsterdam economic board**  
connecting innovators

The Board works with decision-makers, innovation managers and changemakers in industry, universities and government to develop the smart, green, healthy Amsterdam Metropolitan Area of the future.

By 2025, the Amsterdam Area will be among the top three most innovative regions in Europe. It's the year in which Amsterdam will be celebrating its 750th anniversary.

The board works towards a smart, healthy and green region. How to get there is hard to predict in our fast-changing world. The Board charts uncertainties and potential issues that might arise from transitions to smarter, greener systems to enable the region to be flexible in its response to these issues.

To achieve this , the Board has decided to focus efforts on the following focal points:

Ecosystem: strengthening and developing the health ecosystem in the AMA and strengthening the region's international position as a European health hub

AI & Health: making use of the opportunities offered by Artificial Intelligence (AI) for health in the AMA, focused on establishing an AI Health Lab

## EIZT

<http://www.innovatiesindezorg.eu/>

H. Dunantstraat2  
6419 PB Heerlen

Tel.: +31 88 027 21 20

Email:  
[info@innovatiesindezorg.eu](mailto:info@innovatiesindezorg.eu)

Many companies are engaged in the development of products for care. They vary from multinational to SMEs.

EIZT / ZTL has a number of spearheads on which we like to work with the business community. The network of EIZT / ZTL is focused on innovative strength and SMEs in particular can benefit from this. EIZT / ZTL offers facilities, knowledge, networks and training facilities. These are indispensable for innovation, but are very expensive for individual SMEs. For example, thanks to the possibility to work together on a project basis, these companies can work relatively easily on product development, testing and improvement.

Other benefits that EIZT / ZTL offers entrepreneurs include support in setting up and coordinating innovation projects, giving guidance to work plans and activities and advice on the set-up and organizational form of projects. Together with partners EIZT can help to unlock knowledge, for example with the Maastricht Health Campus and the Chemelot Campus. EIZT can advise on investment funds and financing options.

# Opportunities for the AAL community in The Netherlands



## *5. Incubators*

# Incubators

## Utrecht Inc.

<https://utrechtinc.nl/>

Tel.: +31 30 253 6169

Email: [info@utrechtinc.nl](mailto:info@utrechtinc.nl)

Business incubator UtrechtInc supports starting entrepreneurs and scientists in successfully setting up their business or spin-off.

First time Entrepreneur?

Start your business with success at UtrechtInc! We offer different levels of support. From workspaces, trainings and potential co-founders, to an intensive program with funding, mentors, masterclasses and feedback from fellow entrepreneurs.

Scientist?

At UtrechtInc you create impact by taking your research findings one step further. You will discover opportunities for valorisation and find out if your research is the blueprint for an innovative company. Get help from an entrepreneur or explore entrepreneurship yourself!

**utrechtinc.**

# Incubators

## NLC

<https://nlc.health/>

Tel.: +31 20 244 06 23  
Email: [info@nlc.health](mailto:info@nlc.health)

NLC is the European healthtech venture builder, bringing science-based healthtech inventions to life.

The company was founded in 2014 based on one simple observation: due to market complexities and fragmentation at least 95 % of healthtech inventions never reach society, regardless of their relevance or brilliance.

We all know stories from people, from our family, friends, and maybe even ourselves about life-impacting health issues, whether it's cancer, heart disease, miscarriage, stroke, asthma, COPD, diabetes, Alzheimer's or any other disease. Sometimes, those stories feel far away but sometimes they come painfully close. Yet still, in 2018, it's unbelievable that most scientific inventions don't come to life.

At NLC, we don't accept this status quo. We take responsibility and act. We call this opportunity. We bring together the best tech, the best people, and the best capital to build life-changing healthtech ventures.



**NLC**  
THE HEALTHTECH  
VENTURE BUILDER

# Incubators

## Grey Valley

<https://www.greyvalleyinc.nl/>

Grey Valley  
Werner von Siemensstraat  
13  
2712 PN Zoetermeer

Tel.: +31 85 130 42 61  
Email: [info@greyvalleyinc.nl](mailto:info@greyvalleyinc.nl)

**greyvalley**

Startup Incubator for the 50+ age market

Grey Valley is an ecosystem of multiple companies and entrepreneurs that have one thing in common: focus on the 50+ population and the Silver Economy. All members provide knowledge, experience, expertise and network, which combined together constitute a powerful foundation for (starting) companies.

Grey Valley offers specific services for starting companies that target the Silver Economy.

Services include

- 1.000 m<sup>2</sup> workspace
- Knowledge and insights into the Dutch Silver economy
- Matchmaking and inspiration sessions
- Coaching and mentoring

## Yes Delft

<https://www.yesdelft.com/>

Molengraaffsingel 12  
2629 JD Delft  
The Netherlands

Email: [info@yesdelft.nl](mailto:info@yesdelft.nl)

YES Delft! offers startup programs for tech startups in the areas of: Blockchain, MedTech, Artificial Intelligence, Aviation, CleanTech, Robotics and Complex Technology.

The programs include:

- Discovery Track
- Validation Lab
- Accelerator Program
- Growth Program

The network of YES Delft! Includes corporate partners, mentors, investors, entrepreneurs in residence network and an active student network.

When you have a tech startup based on an innovative and scalable business idea, and you have considered your business model and market, you are welcome to apply for YES Delft! programs.

Pontes Medical supports the development of a new product, from idea to implementation in practice.

## Pontes Medical

<https://www.pontesmedical.com/>

Heidelberglaan 100  
3584 CX Utrecht

Email:  
[info@pontesmedical.com](mailto:info@pontesmedical.com)



Working with Pontes Medical innovation managers offers:

- Innovation management
- Network with experts for all stages of development
- IP Management
- Expertise on certification and regulatory affairs
- Contract management and business plans expertise
- Funding and venture capital acquisition
- Access to validation centres

Pontes Medical is part of the University hospital of Utrecht and Academic hospital of Amsterdam



## Bright Lands

<https://www.brightlands.com/brightlands-maastricht-health-campus>

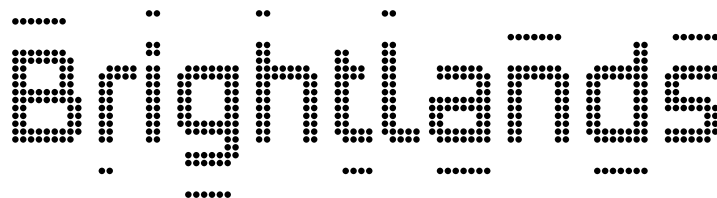
Oxfordlaan 70  
6229 EV Maastricht,  
The Netherlands

Email:  
info.maastricht@brightlands.com

Brightlands Maastricht Health Campus brings together brilliant researchers and daring entrepreneurs to form one of the world's leading locations for medical and biomedical research.

As well as the buildings occupied by tenant companies, the campus and surrounding area are home to a specialized referral, clinical and general hospital, a network of specialized clinics, a renowned university faculty specializing in health, medicine, and life sciences, and a leading faculty for psychology and neurosciences.

As well as providing facilities and an ecosystem geared to the specialist needs of medical researchers and medical start-ups, the campus offers easy access to world-leading imaging and analysis technologies. It also aims to facilitate research into cardiovascular disease and new applications of electrical pulsing technology.



Knowledge crossing borders

# Opportunities for the AAL community in The Netherlands



## 6. *Accelerators*

# Accelerators

## Rockstart Digital Health

<https://www.rockstart.com/accelerator/digital-health/>

**rockstart.**

Rockstart Digital Health Accelerator provides an unparalleled access to the healthcare ecosystem, capital, coaching and investors for entrepreneurs who are looking to change the way things are done in healthcare.

Themes/areas of interest:

We believe that a thesis-led approach allows us to attract a cohort of startups that fit well together – startups that are trying to solve similar problems and thus facing the same challenges. The themes below outline the areas that excite us, but we are also open to a hybrid combination of these themes or new areas that may not be listed here.

We are looking to work with startups working the following areas:

- Self-care: These solutions enable patients to be in better control of their health. The solutions could be around chronic diseases, specific medical conditions, rehabilitative care, wellness, remote monitoring and behavioral change.
- Biosensors and wearables: These allow for capture of biomarkers, could be on-body or in-body devices, such as ingestibles, patches, wristbands or implants, that help create personalized data and can be used for diagnostics or monitoring.
- Efficiency platforms: These are solutions that tend to serve as two/three sided markets, between payer/providers/clinicians/patients. They often plug into the existing healthcare system and change it for the better.
- Inter-sector applications: These could be software, device or platforms that cross-pollinate and bring in a proven innovation from another field to healthcare via a unique methodology/application, with a digital angle.

# Accelerators

## HighTechXL

<https://www.hightechxl.com/>










High Tech Campus 27,  
The Strip, 5656 AE,  
Eindhoven

Email:  
[info@hightechxl.com](mailto:info@hightechxl.com)

**HIGH  
TECH** **XL**

The HighTechXL Accelerator is an elite program designed exclusively for advanced technology and hardware entrepreneurs.

The HighTechXL offers a 3 month acceleration program which is built to support you week by week. From mentoring to pitch training, it's all included in the deal.

 <b>WEEKLY WORKSHOPS</b> Workshops tailor-made to fit your needs	 <b>MENTORING</b> Access to our pool of mentors with 300+ industry experts, entrepreneurs, and partners.	 <b>ONE ON ONE SESSIONS</b> A one on one session with one of our Entrepreneurs in Residence.
 <b>DEDICATED SUPPORT</b> Your personal acceleration manager: A "right-hand man" to drive your progress.	 <b>PITCH TRAINING</b> Master your pitch with storytelling and stage presence training.	 <b>DESIGN &amp; VIDEO PRODUCTION</b> A team of brand architects: designer, copywriter, and video producer.
 <b>BUSINESS DEVELOPMENT SUPPORT</b> From legal to financial and supply chain, we help you in building your business from the ground.	 <b>STRUCTURED ACCESS TO FUNDING</b> Get advice and support on what is the best solution for you for investment.	 <b>FINAL DEMO DAY</b> Launch our business to the community and +200 investors.

# Opportunities for the AAL community in The Netherlands



## *7. Private early investor networks*

## Private early investor networks

## Noaber Ventures

<https://www.noaber.com/>

Postoffice box 20  
6740 AA Lunteren  
Dorpsstraat 14  
6741 AK Lunteren

Tel.: +31 318 59 64 00  
Email: [info@noaber.com](mailto:info@noaber.com)

We all know about the social, physical and emotional challenges in our lives. If we can adapt to them and can continue to take care of our own life, then we are 'healthy'.

Our innovation agenda consists of a couple of chapters. Firstly, vitality: we should try to stay healthy. Subsequently, independence: if we are then confronted with illness, we want to be able to continue maintaining immediate control. Because we are in contact with health professionals (and they are in contact with each other), it is important that the processes between them and us run smoothly. Of course this requires certain conditions. And those also capture our attention and interest.

Noaber Ventures invests in companies that:

- Have a clear link to the innovation agenda of Noaber
- Present a clear impact and innovation
- Use IT as means to support the innovation
- Present a clear business view
- Provide/search for co-investors
- Willing to work with the network partners of Noaber
- Provide transparent methodology and results

**noaber**<sub>foundation</sub>

## Health Investment Partners

<https://www.healthinvestmentpartners.nl/>

Health Investment Partners (HIP) want to invest in promising innovative companies that create impact on the prevention, efficiency and/or quality of health. HIP selects their portfolio companies based upon their ability to realise sustainable impact and healthy return on investment.

HIP offers companies financial support and hands-on coaching and mentoring. By doing so HIP wants to bring promising companies to their next phase and provide their investors an interesting return on investment.

Health Investment Partners invest in companies that:

- Already have traction and generate customer revenue
- Create impact in the health sector/silver economy
- Are ready for growth
- Already present a strong management team
- Have a investment need between € 250k and € 2,5m

# Private early investor networks

## Blue Sparrows

<https://www.bluesparrows.nl/#home>

Tel.: +31 85 401 83 10  
Email:  
info@bluesparrows.nl

The Blue Sparrows MedTech Fund invests money and experience in very early-stage medtech companies. The fund is unique in the fact that besides 2 experienced fund managers, a total of 7 young entrepreneurs in medical technology are part of the fund. The aim is to use their recent experience for the benefit of the fund's investments.

Medtech Focus: The Blue Sparrows MedTech Funds focuses on early stage medtech companies. By that we mean:

- Early stage: could be as early as just an idea with a business plan.
- Medtech: any technology or e-health solution that is used to increase health for the benefit of patients and doctors. A patient being defined as a person that has a problem with their health.
- Typical first investment: €100-200k to develop proof of concept
- Typical team: very motivated, medical or technical background, eager to learn



## Private early investor networks

# Healthy Capital

<http://healthy.capital/>

Email:  
[info@health.capital](mailto:info@health.capital)

Healthy.Capital believes digital health, fuelled by consumerization, will make an immense global impact.

Building a successful business is like continuously working on a multi-faceted puzzle. Our network and experience will support you in fitting in the right pieces. With Healthy.Capital you're able to apply a series of lenses to focus on specific topics. Our expertise will add new perspectives to how you view your company and the market.

We invest smart capital. Our aim is to invest in a proactive manner. Together with you we grow your company. Your future advantage is our network of entrepreneurial investors and experienced management team. Healthy.Capital invests in Dutch based health & care startups, that are ready for growth.

Healthy.Capital, We Care.

HEALTHY.CAPITAL

## Private early investor networks

# Health Innovation Fund

<https://www.healthinnovations.nl/>

Computerweg 11  
3542 DP Utrecht

Tel.: +31 346752188

We invest in companies that make a positive contribution to Dutch healthcare. These are companies that use their product or service to make healthcare better and more affordable. We are looking for companies that offer practical solutions for healthcare issues and that also offer an interesting business case. We enter into partnerships for a period of three to eight years. The first financing round is usually an investment of €100,000 to €750,000. We become a shareholder in the company through the financing and deploy our knowledge and network.

Our investment criteria:

- Healthcare gain: better and more affordable healthcare
- Dutch company
- Technological innovation in healthcare
- Strong entrepreneurship
- Seed and Growth stage
- Attractive financial profile and growth opportunities



# Opportunities for the AAL community in The Netherlands



## *8. Other sources of funding or business support*

## Other sources of funding or business support

### Centre of Expertise Healthy Ageing

<https://healthyageing.net/en/home>

P.O. Box 3109, 9701 DC  
Groningen  
The Netherlands

#### Centre of Expertise Healthy Ageing

The Centre of Expertise Healthy Ageing promotes sustainable public-private partnership in the North of the Netherlands, in the form of so-called innovation labs. These are testing grounds in which researchers, teachers, students, businesses and institutions for healthcare and wellbeing will be looking for joint solutions to problems they encounter daily in healthcare, growing up healthily and in healthy ageing.

Hanzehogeschool Groningen (Hanze University of Applied Sciences Groningen) is the secretary of the Centre of Expertise Healthy Ageing and responsible for central control.

# Other sources of funding or business support

## TEK Delta

<https://tekdelta.nl/>

Anna van Buerenplein 1  
2595 DA Den Haag

TekDelta is a joint initiative of Dutch organizations, knowledge and the Startup Community. They organize quality meet ups between high level Startups and leading Dutch Organizations.

High level startups can sign up for free and get access to our partners. We organize high quality meetings with a c- level manager or startup liason manager. By joining TekDelta organizations get access to a high quality pre-selected startup ecosystem and a peer network to share and exchange knowledge with.

TEK Delta focusses on eHealth, Fintech, Industry 4.0, Food and Agri, Smart mobility and logistics and Smart society.



# Other sources of funding or business support

## Crowd Funding

### Zorgfunders

<https://www.zorgfunders.nl/>

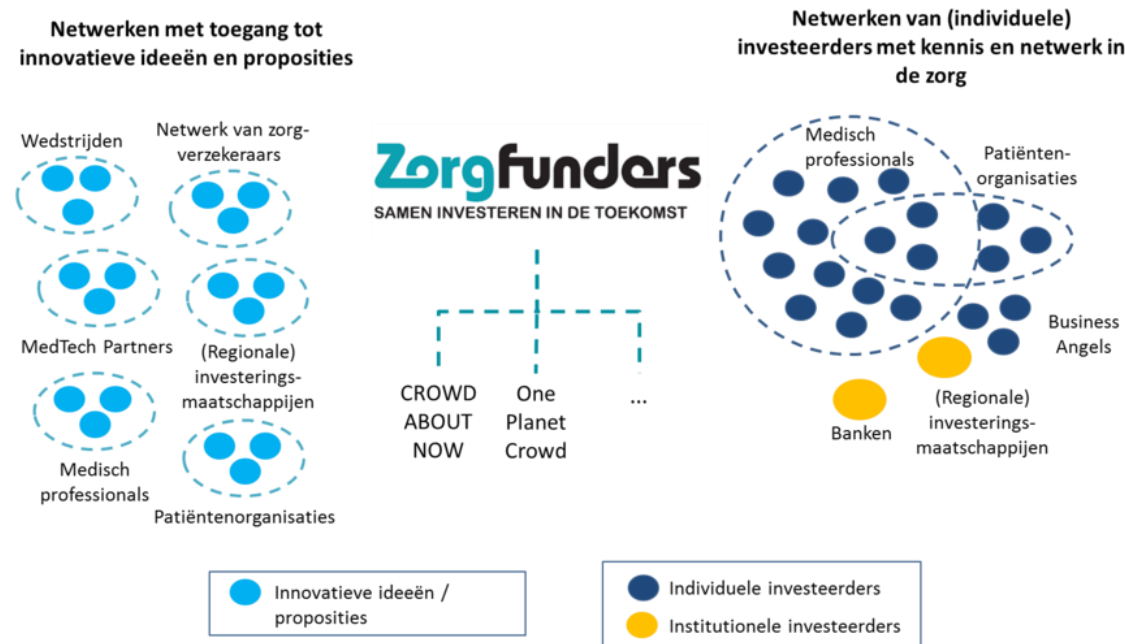
H. Kamerlingh  
Onnesweg 80  
1402 EL Bussum

Tel.: 06 1342 4002  
Email:  
[info@zorgfunders.nl](mailto:info@zorgfunders.nl)



Zorgfunders is the Dutch crowdfunding network for the Dutch health and wellbeing sector.

Zorgfunders' role is to matchmake between market propositions and funders, including formal and informal investors, private investors and crowd funding platforms.



# Other sources of funding or business support

## Business Angels Netwerken

<http://www.bannederland.nl>

Vereniging BAN  
Science Park 400  
1098 XH Amsterdam

Email:  
info@bannederland.nl

The association 'Business Angels Network Netherlands (BAN NL) is the national professional association that represents the market of business angels. De members are business angels networks, business angels syndicates and individual business angels. In total BAN NL represents over 3.000 individual business angels. Members are:

- Vectrix <http://www.nextstage.nl/>
- Flinc <http://www.flinc.nl/>
- Match Invest <http://www.matchinvest.nl/>
- Business Angels Connect <http://www.businessangelsconnect.nl/>
- ING Private Banking <http://www.inginformalinvesting.nl/>
- Investors Match <http://www.investormatch.nl/>
- Funding Circle <http://www.fundingcircle.nl/>
- Money Meets Idea <http://www.moneymeetsideas.nl/>
- Matching Capital <http://www.matchingcapital.com/>
- Chemie Link <http://www.chemielink.nl/banc/>
- NL Investeert <http://www.nlinvesteert.nl/>
- Informal Capital network <http://www.informalcapital.net/>
- Angel Funding Germany <http://www.angelfundinggermany.com/>
- De Investeerders Club <http://www.deinvesteerdersclub.nl/>
- ABN Mees Pierson <http://www.informalinvestment.nl/>
- Capital Mills <http://www.capitalmills.nl/>
- BID Network <http://www.bidnetwork.org/>
- Business Angels OostNL <https://oostnl.nl/nl/business-angels>
- Geld voor elkaar <http://www.geldvoorelkaar.nl/>



AAL2Business Support Action

<http://www.aal2business.com>