



Joint Call for Proposal
for
Health Nexus Accelerator



IHFC (I-Hub Foundation for Cobotics)
(Technology Innovation Hub of IIT Delhi)

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About Us

About IHFC

I-Hub Foundation for Cobotics (IHFC), Technology Innovation Hub (TIH) of IIT Delhi, has been established by the Govt. of India, Department of Science and Technology (Ministry of Science and Technology) under National Mission on Interdisciplinary Cyber-Physical Systems (NM-ICPS). IHFC, incorporated as a Section 8 company, brings together three major pillars of Academia, Government and Industry and has four mandates under its four verticals - Medical, Agriculture, Industry and Defence. The mandates being R&D, Entrepreneurship and Start-ups, Skills and Training & International Collaborations.

As a part of the medical domain, IHFC has set up a Medical Cobotics Centre, a state of the art facility for promoting research and entrepreneurship in Medical Cobotics and AI. Envisaged as a centre of excellence in the field of Medical robotics and AI in India, the centre has been set up with a vision to create the best in class infrastructure and ecosystem for Research and Development and Startups in the field of Medtech devices and equipment.

About NATHEALTH

NATHEALTH, the Healthcare Foundation of India, has been created with the vision to “Be the credible and unified voice in improving access and quality of healthcare”. Leading healthcare service providers, medical technology providers, diagnostic service providers, health insurance companies, health education institutions, healthcare publishers and other stakeholders have come together to build NATHEALTH as a common platform to power the next wave of progress in Indian healthcare. Being an inclusive institution that has representation of small and medium hospitals and nursing homes, NATHEALTH is committed to working on its mission to encourage innovation, help bridge the skill and capacity gap, help shape policy & regulations, and enable the environment to fund long term growth. NATHEALTH aims to help build a better and healthier future for both rural and urban India.

Background and Objective

This is a joint **Call for Proposal from IHFC and NATHEALTH** to invite proposals from Startups who are involved in developing technologies or products in Healthcare space to give them an opportunity to be mentored for growth and excellence in Healthcare and to provide them with valuable connections and visibility in the ecosystem. Some of the selected startups will also receive a funding upto INR 25 lacs from IHFC.

Eligibility Criteria for application

- ✓ Indian registered Startups
- ✓ Healthcare Domain with key focus on Technology (Digital Health, AI, Robotics, Diagnostics etc.) and Functional aspect (Geriatric health, Insurance etc.).
- ✓ Minimal Viable product should be in place
- ✓ TRL level 7 & above
- ✓ Ready for scale & collaboration with private sector

Overview of the Selection Process

1. **Round 0** –Screening/ Shortlisting of Proposals by IHFC Team
2. **Round 1**- Proposal Presentation, Interviews & Deep Dive Analysis to IHFC & NATHEALTH
3. **Round 2**- External jury presentations

Important Dates

Event	Date
Launch Date -Call for Proposal	27 th September, 2024
Last date of Submission of Proposal	11 th October, 2024
Jury presentations	Last week of October
Program Launch	1 st November

Program Journey

The selected startups will undergo a 4-week structured mentoring program under the guidance of industry experts followed by industry networking supported by NATHEALTH

Phase 1 – Week 1 -4

Expert knowledge: Masterclasses and online sessions on healthcare entrepreneurship and innovation to increase market access with top industry leaderships(Weeks 1-2)

Personalized guidance: One-on-one mentoring sessions with industry experts (Weeks 3-4)

Phase 2 – Week 5 - 20

Valuable connections: Networking opportunities with key stakeholders, peers, investors, and partners.

Provide customized consultations and workshops: Focusing on educating startups about regulatory compliance and policies.

Hybrid Meeting with policymakers to help overcome the regulatory bottlenecks.

Developing online community with innovative products and solution of startups, contributing to product feedback and testing within the cohort.

Phase 3 – Week 21 -24

Review and feedback: Review of outcomes of programs and collating success stories with startups

Benefits:

- **Business Mentoring:** Guidance from experienced industry veterans on business fundamentals, pricing, marketing, and more.
 - **Master Classroom:** Interactive sessions with industry experts on topics like entrepreneurship, innovation, and healthcare trends.
 - **Mentorship:** One-on-one mentorship from experienced industry professionals for personalized guidance.
- **Enhanced Brand Value:** Marketing and promotion support, including seminars, exhibitions, and workshops, to boost brand visibility
- **Access to Healthcare Ecosystem:** Connections with hospitals, diagnostics industry, academia, and other stakeholders for product feedback.
 - **Networking Opportunities:** Connections with potential investors, partners, and customers through our extensive network.

- Pitch & Networking Sessions: Opportunities to pitch products and connect with potential investors, partners, and customers at NATHEALTH roadshows and select platforms.
- Access to Technical Partners: Connections collaborators for funding, technology transfer, and commercialization.
- Cross-learning between startups on supply chain, health-tech integration with the help of online community.
- Selected startups will be given visibility through a press release and will also feature their profiles in NATHEALTH website, social media handles and internal communication
- A Joint certificate of achievement will be given to each graduating startup and each startup will be inducted into NATHEALTH community under base membership tier
- All selected startups will graduate during Annual Summit (March 2025) for NATHEALTH and get an opportunity to pitch their requirements before broader sector as well as demonstrate their products and services
- Few selected startups from the cohort will be given funding of upto INR 25 lacs.

Outcome:

The expected outcome is to make these start-ups ready to scale and succeed

- A refined business model and pitch
- In depth understanding of target market and Product market Fit
- A strong network of contacts and partnerships
- Achievement of early sales targets/ commitments
- Funding support for select startups

Terms and Conditions

1. The applicants are supposed to be fully committed to work towards go to market of the products for which the support is being sought and should not treat this as a stop gap arrangement to support any other pursuits.
2. Applicant to disclose funding availed from other sources for proposed startup/ Research project.
3. Shortlisted proposals will undergo evaluation by internal/external experts for finalization.
4. Finalists will be given access to IHFC /IITD and NATHEALTH ecosystem to discover, and further innovate on existing products.

