

# CROSS-SECTORAL B2B MATCHING EVENT 'DIGITALISATION IN LIFE SCIENCES'



VISIONARY SEMINAR, INTERNATIONAL MATCHMAKING AND CRASH  
COURSE FOR ENTREPRENEURS  
Set of 3 events on 7., 8. and 14.Oct 2020.

## Visionary Seminar 'Digitalisation in Life Sciences: Growing the Future' Hybrid event in Tartu, Estonia

Wednesday 7.Oct 2020, 14:00-16:30 CET

The hybrid seminar will have a focus on the potential and possibilities within the subject "Digitalisation in Life Sciences" – initiating digital transformation and change management in the health sector, trying to foresee the next 5-10 years of development in the field.

The visionary seminar is divided into two sessions, first presents different healthcare sector innovations, proven to be successful from Estonia and the second part consists of innovative presentations from the future of Healthcare. Two sessions are followed up by short Q&A, where you can directly communicate with the top leaders of the fields.

**Visionary seminar speakers are:**



**Ain Aaviksoo**  
GuardTime



**Tõnu Esko**  
Genome Center



**Bart de Witte**  
Hippo AI



**Liesbet Geris**  
Universities of  
Liege and Leuven



**Sachin Gaur**  
Innovatio Curis



# International matchmaking 'Digitalisation in Life Sciences'

Digital event, B2Meets platform

Thursday, 8. Oct 2020, 14 CET – 15. Oct 2020 14 CET

Week-long matchmaking on B2Meets platform for life science enterprises. The digital matchmaking event starts with two short presentations for SMEs. One from the EIT Health Bridgehead programme on the financing possibilities for SMEs and an introduction to a cooperation experience story from a foreign entrepreneur about their cooperation with Estonian companies. Followed by pitches of life science and digitalisation companies looking for cooperation.

Companies taking part in the matchmaking can enter their description and keywords – for automated search – on the matchmaking platform and have a **2' pitch** to present themselves.

## Crash course on Internationalisation

Digital event

Wednesday, 14. Oct 2020, 14 CET

The path to foreign markets is not always clear. There are many aspects to be considered – f.e. cultural, legal and economic – and taking the first step may seem difficult. Besides, after making the first contact, staying and being present in the new market requires a strong commitment.

Concerning the latter, the crash course will, amongst others, discuss the digitalisation in healthcare in **Estonia, India and Australia** – a lecture, experience story of enterprise entering to these markets and participants sharing their experiences, to share the experiences and learn from each other.

The workshop will be followed up by online advice and facilitation by the partnership clusters BioRN Life Science Cluster Rhine-Neckar (Germany), Smart Hub Flemish Brabant (Belgium), BioPeople (Denmark) and Tartu Health Cluster (Estonia).

Please find a link to the programme [https://biopark.ee/eventxchange\\_agenda?preview=true](https://biopark.ee/eventxchange_agenda?preview=true)

All three events are delivered **without a participation fee** in frame of CELIS project.

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