ICT-2011-288048

EURECA

Enabling information re-Use by linking clinical Research and CAre

IP
Contract Nr: 288048

Deliverable: 10.4 Initial Exploitation Plan

Due date of deliverable: (01-02-2013)
Actual submission date: (13-03-2013)

Start date of Project: 01 February 2012 Duration: 42 months

Responsible WP: Breast International Group

Revision: proposed

Project co-funded by the European Commission within the Seventh Framework Programme (2007-2013)		
Dissemination level		
PU	Public	

0 DOCUMENT INFO

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0.2 Documents history

Document version #	Date	Change
V0.1	23/02/2012	Starting version, template
V0.2	14/05/2012	Definition of ToC
V0.3	21/01/2013	First complete draft
V0.4	04/02/2013	Integrated version (send to WP members)
V0.5	11/02/2013	Updated version (send PCP)
V0.6	15/02/2013	Updated version (send to project internal reviewers)
Sign off	28/02/2013	Signed off version (for approval to PMT members)
V1.0	12/03/2013	Approved Version to be submitted to EU

0.3 Document data

Keywords	
Editor Address data	Name: Simone MOORMAN Partner: MAASTRO Clinic Address: Dr.Tanslaan,12 Phone: +31(0)88 44 55 754 / 752 Fax: E-mail: simone.moorman@maastro.nl
Delivery date	13-03-2013

0.4 Distribution list

Date	Issue	E-mailer
13-03-2013	1.0	Benoit.ABELOOS@ec.europa.eu
		INFSO-ICT-288048@ec.europa.eu

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EXECUTIVE SUMMARY

This document, the Initial Exploitation Plan (IEP), describes the activities undertaken in order to guarantee the valorization of the EURECA project and the development of the tools generated. It describes the overall strategy for the exploitation of the EURECA results and the exploitation plans for the consortium as a whole and for individual participants. It identifies the target groups for the EURECA results and the strategic impact of the project in terms of improvement of competitiveness or creation of market opportunities for the participants. One of the purposes of this deliverable is to valorise the tools generated in this project in such a way that other workers in the area can make use of the results, or see how they can feed information into the project.

To start this process we asked all partners to complete a valorisation questionnaire that aimed to identify the tools within the project that they could foresee as being able to valorise and potentially commercialise. Based on the responses received, we can conclude that at the current point in development of the EURECA project, the partners have not yet finalized their plans for direct method of commercialisation for the software tools developed or planned to be developed during the course of this project. As the results shown in the Appendix indicate, the partners have not provided detailed plans about the commercialisation potential of various tools. However, potential markets and end users have been defined relatively clearly. In addition, there is clearly a need to identify individual tools that are complimentary in nature and to generate awareness of the potential for their commercialisation.

This document will be maintained throughout the lifetime of the project, and represents an integral part of the Periodic Activity Report. It is therefore a living document, meaning that it will be continuously updated during the project. It has several purposes:

- To document the overall strategy for the exploitation of the knowledge gained from the EURECA project.
- To document partners' exploitation plans for the knowledge they have gained.
- To valorise the tools generated from the project in such a way that other workers in the area can make use of the results, see how they can feed information into the project, and/or collaborate. This clearly implies the need to engage closely with the EURECA partners, in particular the academic partners.

A comprehensive exploitation strategy will be developed on how both research results and tools can best be used and exploited within industry and the scientific community:

- by large firms,
- by the broader open source developer community,
- by academia.

Synergies with other research projects will also be explored. Furthermore, the importance and possibilities of the tools and the EURECA infrastructure itself are highlighted, as well as the dissemination and exploitation potential of the software. The Final Exploitation Plan will include specific recommendations and guidelines about how the outputs and results of the EURECA software could be used by industry in general, and by those industries involved, or planning to be involved, in EURECA development such as firms providing certification as per regulatory standards.

1 INTRODUCTION

1.1 About the Project

EURECA stands for **E**nabling information re-**U**se by linking clinical **RE**search and **CA**re.

The main objective of the EURECA project will be to build an advanced, standards-based and scalable semantic integration environment enabling seamless, secure and consistent bi-directional linking of clinical research and clinical care systems.

The main results of EURECA will be:

- A more effective and efficient execution of clinical research by allowing faster eligible patient identification and enrolment in clinical trials.
- Access to large amounts of patient data enabling long term follow up of patients and avoids the need for multiple data entry in the various clinical care.
- Allows data mining of longitudinal EHR data for early detection of patient safety issues related to therapies and drugs that would not become manifest in a clinical trial either due to limited sample size or to limited trial duration.
- Allows a faster transfer of new research findings and guidelines to the clinical setting (from bench-to-bedside),
- Enables healthcare professionals to extract in each patient's case the relevant data out of the overwhelmingly large amounts of heterogeneous patient data and treatment information.
- The creation of a common platform for a wide range of ICT-based healthcare services.
- The improved sustainability of healthcare services by enabling better use of resources.
- Increased international competitiveness of European Healthcare Information Services and Software industry.
- Guidance on healthcare information systems issues in —green fieldll member states.
- Accelerated establishment of interoperability standards and of secure, seamless communication of health data between all involved partners, including patients.
- Wide-scale epidemiology based on Europe-wide healthcare information system.
- Faster medication innovation and lower costs through a more efficient research process.

These are the results and resources that should be exploited.

1.2 About the tools developed

In terms of tools we anticipate that EURECA will develop two types of tools which link research and care:

1. Tools focussed on Patient Care
   - E.g. Guideline / Drug / Decision support tool
   - E.g. Patient case literature, case experience tool

- others

2. Tools focussed on Clinical Research
   - E.g. Trial selection tool
   - E.g. Data entry support tool
   - E.g. Access large datasets tool
   - E.g. Post-market safety tool
   - others

The tools will need to be evaluated and validated in several centres, be compatible with different interfaces and different languages. Furthermore, before any form of commercialization they will need to be clinically graded, CE marked and correctly documented.

1.3 Purpose of the Document

This deliverable presents the initial exploitation plan for the EURECA project. The purpose of the exploitation plan is to guarantee the valorisation of the EURECA project and the development of the tools generated and identifies potential markets and channels for the data and tools that result from the work packages

It focuses on exploitation strategies. Firstly, it identifies the target audiences that can benefit from and utilize EURECA results and/or infrastructure. It provides an overview of a potential sustainability plan based on the data and the tools. It covers exploitation strategies for industry EURECA projects/communities themselves, academia, as well as synergies with other research projects.

2 EXPLOITATION STRATEGIES – USING KNOWLEDGE

2.1 Exploitation Objectives

The objectives for the exploitation plan are:

- To report on the validation of the project's research results and tools within an industrial open source development environment.
- To develop a comprehensive exploitation strategy how the research results and tools can best be used and exploited: by large firms, SMEs and the broader open source developer community.
- Both main objectives draw on inputs from industry.

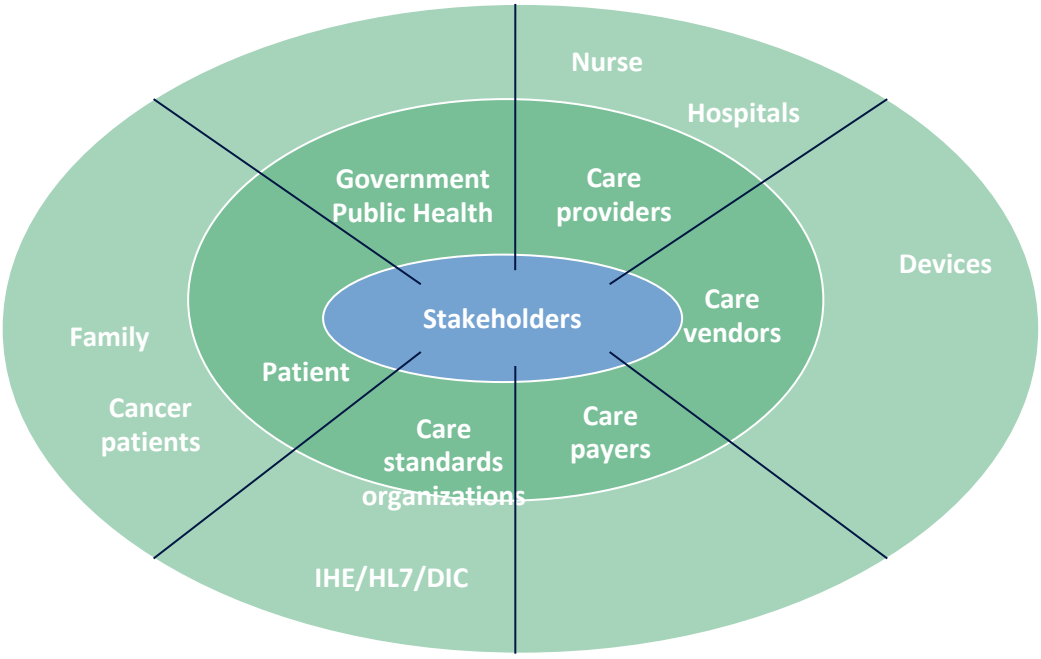
2.2 EURECA Target Groups

We have identified the following main areas/target groups for exploitation within two key groups:

2.2.1 Care

For example:

- Care providers - Physicians, Nurses, Hospitals
- Care vendors - Consultants, Pharma,
- Care payers - Health Insurers, Patients, National Health Systems
- Care standards organizations –SNOMED/ ICD, OpenEHR
- Patients - Family, Cancer patients, Patient societies / groups
- Professional Guideline Societies – ESMO, ESTRO, ECCO
- Government - Public Health, EU, Member states, EMEA

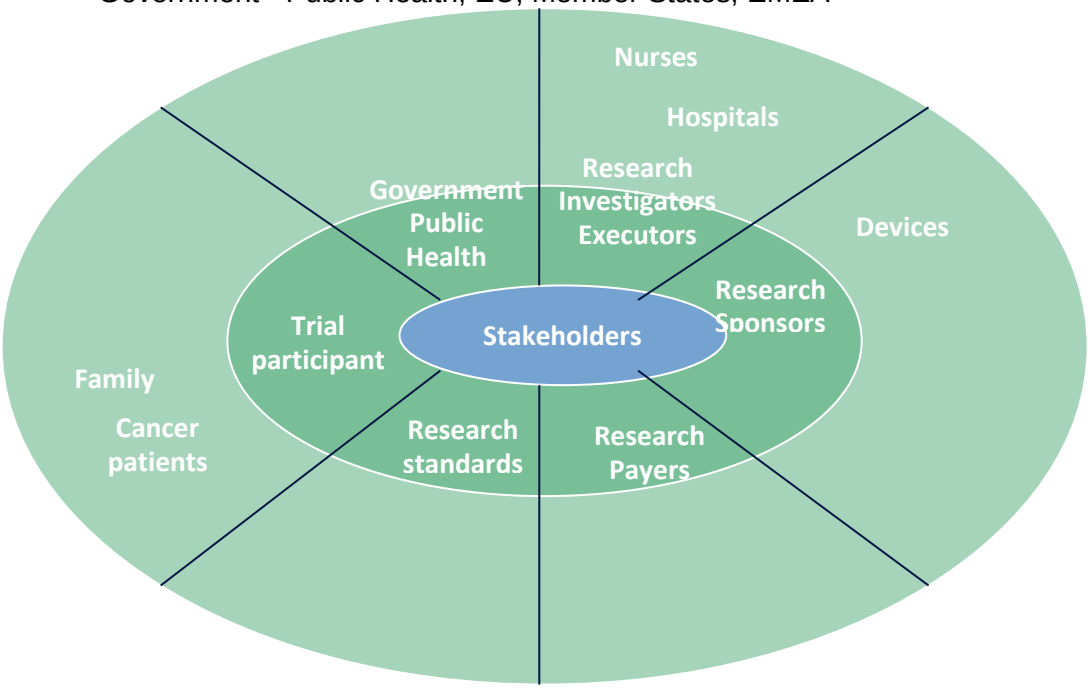


2.2.2 Research

For example:

- Research Investigators Executors – Nurses, Universities, Hospitals, Data Management, Physicians.
- Research Sponsors Initiators – Pharma, Device, Grant recipients, DSS, Collaborative trial groups (EORTC…)
- Research tool vendors - Oracle, Makro, eCRF

- Research service providers – CRO
- Research Payers – Charities, Industry, Government
- Research Educators – Universities
- Research standards organizations – GCP, CDISC
- Trial participant – Family, Cancer Patients, Patient societies / groups
- Professional - Guideline Societies, ESMO, ECCO, ESTRO
- Government - Public Health, EU, Member States, EMEA



2.3 Exploitable knowledge and its use

Exploitable results, defined as knowledge having a potential for industrial or commercial application in research activities or for developing, creating or marketing a product or process or for creating or providing a service. The deliverable provides an overview, per exploitable result, of how the knowledge could be exploited or used in further research. Both - past and planned future activities – will be included.

2.4 Exploitable results and potential benefit

In general terms we can differentiate between two types of benefits: a) increase efficiency or b) increase effectiveness:
R↓ (Use of fewer resources) - Process becomes more efficient for a stakeholder
*Using less resources (capital, human, natural) we get similar quality * (patient outcome, trial results, drug safety information, more revenues, acceptance of standards, adoption of guidelines, less variation in care).*
Q↑ (higher quality achieved) - Process becomes more effective for a stakeholder
Using similar resources we get a higher quality
We can then differentiate two different types of application patient care or clinical research.

2.5 Software tools for Patient Care

EURECA Micro – Care Matrix	Decision Support	Patient case literature
Government / Public Health	Q↑	
Professional Societies	Q↑	
Patients	R↓ Q↑	Q↑
Care standards organizations	Q↑	
Care payers	R↓	
Care vendors	Q↑	
Care providers	R↓ Q↑	R↓

Figure legend:-
Efficient process: R↓ (Use of fewer resources),
Effective process: Q↑ (higher quality achieved)

2.5.1 Example of a possible clinical scenario

Example Scenario: Assuming that the EURECA tools for patient care facilitates personalized medicine and allows a decrease in treatment and improve treatment efficiency, we can base on reasonable assumptions and extrapolate certain benefits in terms of costs.

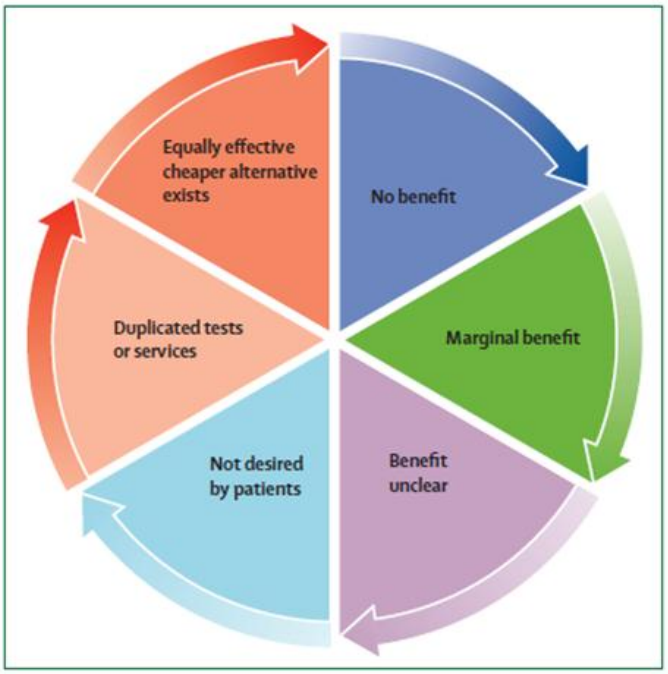


Figure 3: Classes of interventions to target for decreased utilisation

Suppose EURECA tools cause 10% less utilization of cancer care in 10% of patients in which they are used by preventing initial treatments (33%), with limited benefit are used in the big four cancers (50% of cancers) and are used in 100 (of 10.000 hospitals, 1%). Then we can calculate the following benefits:

		Money involved	Patients that benefit
European health care		€ 54.000.000.000	2.457.610
cost saving	10%	€ 5.400.000.000	
initial treatment	33%	€ 178.200.000	
patients that benefit	10%	€ 540.000.000	245.761
big four cancers	50%	€ 89.100.000	122.881
100 of 10.000 hospitals	1%	€ 891.000	1.229

2.6 EURECA software tool to facilitate Clinical Research

2.6.1 Description

Clinical research is the key to driving the improvement of health care, however clinical research is becoming increasingly more expensive which long term also has an impact on the cost of health care. A benefit of the EURECA tool for research would be, for example, *a lower cost per patient included in phase III trial,* For example, by selecting the right patient in the right trial in an automated way or capturing data from the electronic health record.

2.6.2 Exploitable results

EURECA Micro – Research Matrix	Trial selection tool	Data entry support tool	Access large datasets tool	Post-market safety tool
Government / Public Health	+	+	+++	+++
Professional Societies	++	++	+++	++
Trial participant	+	+	+++	+++
Research standards organizations	+	+	+	+
Research payers	+++	++	++	+
Research sponsors	+++	+++	++	+
Research investigators/executors	+++	+++	++	++

The target group interested would be pharmaceutical companies, academic centres and companies involved in clinical trials.

2.6.3 Example of a possible clinical research scenario

To evaluate the potential benefit we could imagine a scenario of increased efficiency and decrease cost per patient in phase III trial based on the following assumptions:

- Number of open cancer phase III trials in Europe 573
- 5% of patients in Phase III trials
- Cost per patient in Phase III trial 37k€
- 33 % of cost is in trial administration
- Suppose EURECA tools are used in 10 trials
- Suppose EURECA tools make trial administration cost 10% cheaper

		Money involved	Patients that benefit
European health care			2.457.610
Trial participation	5%		122.881
per patient cost	€ 33.000	€ 4.055.073.000	
admin cost	33%	€ 1.351.691.000	
reduction in admin cost	10%	€ 135.169.100	
in 10 of 576 trials	1.7%	€ 2.297.874	2.089

2.7 Results of partner exploitation questionnaire

The results of a questionnaire answered by partners relating to the exploitation of the EURECA Tools have been summarised in the table below. Please note we are at the beginning of the EURECA project and so this is a projected valorisation. The complete questionnaires have been included in Annex1.

Exploitable Tool (already identified)	More Efficiency	More Revenue	More Research Impact /Effectiveness
Early detection of cancer/ individual risk / prevention **A tool that would allow you to determine the risk of cancer, detect cancer earlier and prevent cancer.**	*(Philips)*	*(Philips)*	*(UdS) (UOXF) (SIT) (GBG) (Philips) (MAASTRO)*
Personal medical information recommender **A tool that would allow one to recommend information relevant for a specific patient.**	*(UdS) (UOXF) (SIT) (GBG) (Philips) (MAASTRO)*	*(UdS) (UOXF) (GBG) (MAASTRO)*	*(SIT) (Philips)*
Update of guidelines **A tool that allows one to search literature for evidence to develop or adjust a guideline.**	*(IJB) (UOXF) (BIG) (GBG) (MAASTRO)*	*(IJB) (UOXF)*	*(BIG) (GBG)*
Broad consent **A tool that allows patients to easily consent to broad use of their data.**	*(Custo) (UOXF) (BIG)*	*(Custo) (UOXF)*	*(BIG)*
Hypothesis generation **A tool that allows one to generate hypotheses from existing patient data.**	*(UdS) (UOXF) (BIG) (SIT) (GBG) (MAASTRO)*	*(UdS) (UOXF) (BIG) (MAASTRO)*	*(GBG) (MAASTRO)*
Supporting design of new trials / protocol feasibility **A tool that allows one to design or assess**	*(IJB) (Custo) (UdS) (UOXF) (BIG) (GBG) (Philips) (MAASTRO)*	*(IJB) (Custo) (UdS) (UOXF) (BIG) (GBG) (Philips) (MAASTRO)*	*(MAASTRO)*

feasibility of a new trial using the existing patient data.			
Microbiology SAE **A tool that allows one to more easily find serious adverse events re microbiology.**	*(FORTH) (UdS) (FhG) (Philips)*	*(UdS) (FhG) (Philips)*	*(FORTH)*
Outcome prediction **A tool that allows one to predict outcome in an individual patient.**	*(FORTH)* (*UOXF) (GBG) (Philips) (MAASTRO)*	*(Philips) (MAASTRO)*	*(FORTH)* (*UOXF) (GBG)(MAASTRO)*
Diagnostic sarcoma classifier **A tool that allows one to diagnose different types of sarcoma.**	*(FORTH)* (*UOXF)*	(*UOXF)*	*(FORTH)*
Find trials for patient **A tool that allows one to find a suitable trial for a given patient.**	*(FORTH) (IJB)* (*UOXF) (SIT) (GBG) (Philips) (MAASTRO)*	*(IJB)* (*UOXF) (GBG) (Philips) (MAASTRO)*	*(FORTH)*
Alert service **A tool that alerts the user that a given patient is suitable for a trial.**	*(FORTH) (IJB)* (*UOXF) (SIT) (GBG) (Philips) (MAASTRO)*	*(IJB)* (*UOXF) (GBG) (Philips) (MAASTRO)*	*(FORTH)*
Find patients for trial **A tool that allows one find suitable patients given a trial.**	*(FORTH) (IJB) (Custo)* (*UOXF) (SIT) (GBG) (Philips) (MAASTRO)*	*(IJB) (Custo)* (*UOXF) (GBG) (Philips) (MAASTRO)*	*(FORTH)*
Cancer registry reporting **A tool that allows one to report patients to the cancer registry by re-using data already collected.**	*(IJB) (Custo) (UdS)* (*UOXF) (FhG) (SIT) (GBG) (Philips) (MAASTRO)*	*(IJB) (Custo) (GBG) (Philips)*	*(UdS)* (*UOXF) (FhG)*

Pre-filling of CRF and AE reports **A tool that allows one to fill an eCRF or AE report by re-using data already collected.**	*(IJB) (UdS) (UOXF) (FhG) (BIG) (SIT) (GBG) (Philips) (MAASTRO)*	*(IJB) (GBG) (Philips) (MAASTRO)*	*(UdS) (UOXF) (FhG)*
Automatic SAEs/SUSARs **A tool that automatically files a SAE / SUSAR report by re-using data already collected. .**	*(IJB) (UdS) (UOXF) (FhG) (BIG) (SIT) (GBG) (Philips) (MAASTRO)*	*(IJB) (Philips)*	*(UdS) (UOXF) (FhG) (GBG)*
Long-term follow-up & Patient diary **A tool that automatically fills in the follow-up of patients by re-using data already collected**	*(IJB) (UdS) (UOXF) (FhG) (BIG) (SIT) (GBG) (Philips) (MAASTRO)*	*(IJB) (Philips) (MAASTRO)*	*(UdS) (UOXF) (FhG) (GBG)*
Legal framework	*(UdS) (LUH) (MAASTRO)*		*(UdS) (LUH)*

Exploitable Tool (Identified through the questionnaire) These will be evaluated in the final exploitation plan.	More Efficiency	More Revenue	More Research Impact /Effectiveness
Export from an EHR to a PHR **A tool that allows one to export relevant personal data from EHR to PHR for patient information**			
Data mining of consultation **A tool that allows one develop frequently asked questions (FAQ) and contextualize this info for a particular patient/clinician, identify relevant information for similar patient, etc.**			
Contextualized overview **A tool that allows one combining data sources for an overview of available relevant information.**			
Reporting episodes of febrile neutropenia **A tool that allows one to detect and identify episodes of febrile neutropenia in patients' data.**	*(IJB)*	*(IJB)*	
Analyse economic data between different procedures **A tool that allow economic aspects**			

analysis of different procedures in respect to outcome and quality of life in an individual patient.

Exploitable Technology	More Efficiency	More Revenue	More Research Impact /Effectiveness
Integrated Security Framework	*(Custo) (UOXF)*	*(Custo) (UOXF)*	
Mirth Connect TM, HL7 integration engine			
Medical text processing, particular converting free text to coded text	*(UOXF)*	*(UOXF)*	
Using medical ontologies to map different clinical database schemas	*(UOXF)*	*(UOXF)*	
Semantic Interoperability layer	*(UPM) (Philips)*	*(UPM) (Philips)*	
Common Data Model	*(UPM)*	*(UPM) (Philips)*	

Exploitable Products/Services	More Efficiency	More Revenue	More Research Impact /Effectiveness
IP services	(LUH)	(LUH)	
Quality label / Certification scheme for re-use of EHRs for clinical research	(EuroRec)		
Recommendation tool will be eligible for	(SIT)		

other diseases , surgery option in knee
orthodonthy for example.

3 PARTNERS – EXPLOITATION GENERAL INFORMATION

3.1 Partner Exploitation Opportunities

3.1.1 Philips Research (Philips)- The Netherlands

GENERAL INFORMATION

- Main business goals of the organization are based in the Commercial, Science, and Research and Development sectors.
- Main sources of revenue are obtained from the Business, Industrial and Pharmaceutical Sectors.
- Philips hope to gain from the EURECA
    - Knowledge and joint collaborative work with organizations with complementary expertise.
- Philips exploitation of the EURECA project will be using the tools developed as the basis for ideas in future products.
- Philips sees the main strength of the EURECA platform being the interoperability, shared semantics based on standards and a large community participating in the development.

3.1.2 Foundation for Research and Technology (FORTH)– Hellas, Greece

GENERAL INFORMATION

- Main business goals of the organization are based in the Education and Health Care sectors.
- Main sources of revenue is obtained from the Government and Competitive grants
- Main reason they are in the EURECA project is to promote research in EURECA relevant areas.
- FORTH hope to gain from the EURECA
    - An Enhanced Reputation: Through scientific publications and collaborations among partners.
    - Publications: Expect to publish research articles at conferences, with books and journals increasing their citation index.
    - Money: Cost savings should be made by re-using the IT infrastructure/tools created within the EURECA project. In addition an increased application for grants due to significant experiences gained through the EURECA project.
    - Knowledge: New experiences gained on topics relevant to EURECA goals.

- FORTH's indirect exploitation of the EURECA project will be their enhanced reputation due to their involvement in the project, increase in Publications, overall cost savings and increase in new Knowledge
- FORTH's sees the main strength of the EURECA platform being the variety of excellent partners, the planned Semantic web is extensible and it is Open Source.

- FORTH's sees the main weakness of the EURECA platform as it is only a research project and it may not deliver anything viable at the end of the project.

3.1.3 Institut Jules Bordet (IJB)- Belgium

GENERAL INFORMATION

- Main business goals of the organization are based in the Science, Education, Health Care and Research and Development sectors.
- Main sources of revenue are obtained from the Business, Industrial, Pharmaceutical, Health insurers, Government Sectors and through competitive grants.
- Main reason they are in the EURECA project is to develop IT tools that will help them improve patient recruitment into trials and their long-term follow-up .To develop reusable NLP and extensive Semantic web tools to extract relevant clinical information from textual patients' data. To collaborate with partners (clinical, academic, private) in the field of bio-informatics for care and clinical trial systems. To validate in real-world situations strategic choices that have been made according to interoperability concerns in the field of clinical research.

- IJB hope to gain from the EURECA experience in terms of semantic, ontologies and Natural Language Processing technics.

- IJB 's exploitation of the EURECA project will be with respect to reusing and improving NLP tools to extract relevant information from textual patients' data. Extending NLP tools to a wider variety of contexts and research questions. Improving trial recruitment. Filling eCRF automatically, this will lead to more reliable and cheaper academic research.

- IJB sees the main strength of the EURECA platform being the Variety of collaborative partners. Development of reusable NLP and extensive Semantic web tools and it is Open source.
- IJB sees the main weakness of the EURECA platform is the heavy procedures for data exchange, even when local regulations are complied with fuzzily defined legal status of various tools and parts of the platform. The envisioned platform seems to be external to local IT systems, whereas they wish to integrate EURECA tools inside local IT systems (both for care and research).

3.1.4 CUSTODIX (CUSTODIX) – Belgium

GENERAL INFORMATION

- Main business goals of the organization are based in the Commercial, Science, and Research and Development sectors.
- Main sources of revenue are obtained from the Business, Industrial and Pharmaceutical Sectors and through competitive grants.
- Main reason they are in the EURECA project is that they expect to be able to further develop their security & privacy tools according to real business needs that exist in the field. CUSTODIX expect to build up more knowledge on data integration and develop demonstration tools relevant for pharmacological

research in order to be able to engage in commercial projects as system integrators in the life sciences domain.

- CUSTODIX hope to gain from the EURECA
  - Product development/ Funding: EURECA allows CUSTODIX to further develop their security and privacy toolset. EURECA gives them direct access to real-life situation requirements and immediate feedback from users; they believe that this will make their R&D trajectory more focussed and efficient.
  - Reputation: They believe that playing a prominent role in the EURECA project considerably increases their reputation as technological advanced IT-partner in the life sciences R&D domain (commercial).
  - Future: EURECA is developing IT-solutions for a number of currently very relevant issues that exist in the life sciences domain. They hope that by being involved in this pioneering research they will be able to identify interesting exploitation opportunities at an early stage

- CUSTODIX 's exploitation of the EURECA project will be with respect to their security and privacy tools. They aim to be able to research new functionality and further develop them during the project in order to maintain (and extend) their competitiveness. For the other aspect of the project in which Custodix is involved, it is too early for them to have a clear view on possible exploitation paths.

- CUSTODIX sees the main strength of the EURECA platform being the expertise and complementary nature of the partners and the architectural design principles (SOA based architecture, loose coupling) which aims at high re-useability of developed components. Business need of the targeted scenarios.

- CUSTODIX's sees the main weakness of the EURECA platform is not EURECA specific, but rather European research specific: there is little possibility to narrow the gap between R&D and production grade tools.

3.1.5 University of Saarland (Medical School) (UdS)) – Germany

GENERAL INFORMATION

- Main business goals of the organization are based in the Education and Health Care, Science, Research and Development sectors.
- Main sources of revenue is obtained from the Health Insurers, Government and Competitive grants
- Main reason they are in the EURECA project is due to their goals in Personalized Medicine. Within EURECA new models and data sharing will be made possible. It is complementary to their p-medicine project.
- UdS hope to gain from the EURECA
  - Transfer of tools and models to the medical community
  - Better treatment for patients
  - [Fostering patient empowerment
  - Better reputation by being at the front end of research in this area

- Platform for sustainability of tools and models together with other VPH projects

- UdS's exploitation of the EURECA project will be by going to medical conferences to promote EURECA. Demonstrating tools and models to clinicians in the same hospital and within the Society of Paediatric Oncology and writing scientific papers.
- UdS's sees the main strength of the EURECA platform being the Open source nature of the project, the excellent consortium and clinical driven scenarios and use cases
- UdS's sees the main weakness of the EURECA platform as it is that a Plan or business model to sustain the infrastructure needs to be developed and Networking with industry needs to be enhanced.

3.1.6 The Chancellor, Masters and Scholars of the University of Oxford (UOXF) – United Kingdom

GENERAL INFORMATION

- Main business goals of the organization are based in the Science, Education, Health Care Research and Development sectors.
- Main sources of revenue are obtained from the Government, Competitive grants, Donors and end users i.e. students and patients.
- Main reason they are in the EURECA project is that they are keen to develop/get IT tools/solutions that allow us to facilitate the collection and storage of data. These data will be used to build cancer diagnostic, prognostic and predictive biomarker classifiers. In the first instance we are applying and testing these tools to Sarcoma and Breast cancer.
- UOXF hope to gain from the EURECA
  - Quality: we think that we can improve patient care and prognosis by using the above models.
  - Reputation: they think that they can generate efficiently new knowledge that can be transferred, and will allow them to deliver new treatments and solutions for patient care.
  - Save time and money: they think that they can re-use data and models quickly and effectively.
  - Ethical and legal guidance: they think that they can be better supported in the application of existing legislation.
  - Community added value: they will transfer this knowledge to the public domain by publishing.
  - Money: if successful they can extend to further application areas and attract further funding.
  - An Enhanced Reputation: Through scientific publications and collaborations among partners.
  - Publications: They expect to publish research articles at conferences, with books and journals increasing their citation index.
  - Money: Cost savings should be made by re-using the IT infrastructure/tools created within the EURECA project. In addition an increased application for grants due to significant experiences gained through the EURECA project.

- UOXF's exploitation of the EURECA project will be use of some of the tools generated by the project to optimize data transfer and handling to help patient care. Register and sell IP of models developed within the project or from using the tools developed in the project. Extend application of tools to further cancer and health research areas.

- UOXF's sees the main strength of the EURECA platform being the excellent partners and it is Open Source.
- UOXF 's sees the main weakness of the EURECA platform is that there is not a clear plan for Good Clinical Practice from developers

3.1.7 Fraunhofer Gesellschaft zur Förderung der angewandten Forschung e.V. *(FhG)* - Germany

GENERAL INFORMATION

- Main business goals of the organization are based in the Science, Research and Development sectors.
- Main sources of revenue are obtained from the Business Government, Competitive grants, Donors and end users i.e. students and patients.
- Main reason they are in the EURECA project is that they are keen to develop/get IT tools/solutions that allow us to facilitate the collection and storage of data. These data will be used to build cancer diagnostic, prognostic and predictive biomarker classifiers. In the first instance we are applying and testing these tools to Sarcoma and Breast cancer.
- *FhG* hope to gain from the EURECA
    - Increased knowledge and expertise on useful secondary usage of healthcare data for clinical research.
    - Gain more experience from the application domain and increase their reputation within this area.
    - Develop useful services for their regional clinical partners to facilitate their clinical research
    - Link these services to their existing academic solutions for clinical trial management in order to increase their benefit for users..

- FhG's exploitation of the EURECA project will be to contribute with their research outcome obtained from EURECA to an ICT research infrastructure of the University Hospitals within their region. They hope to further customize it to their research needs. In addition, they plan to further exploit this outcome for new project ideas on personalized medicine
- FhG's sees the main strength of the EURECA platform being the flexibility and extensibility to new clinical scenarios. As well as the extensive exploitation of semantic web technologies for data integration, harmonization and usage in new ICT services.

- FhG 's sees the main weakness of the EURECA platform is that there is no GCP compliant software development envisaged. EURECA does not develop a productive ICT infrastructure but just prototypic services. Also it is unclear how a successful service can be sustained when project is over. It is unclear how partners can exploit their ICT components which may need the whole EURECA infrastructure to run.

3.1.8 Vrije Universiteit Amsterdam (VUA) – The Netherlands

GENERAL INFORMATION

- Main business goals of the organization are based in the Science, Education, Research and Development sectors.
- Main sources of revenue are obtained from the Business Government, Competitive grants, and end users i.e. students and patients.
- Main reason they are in the EURECA project and they hope to gain from the project is to extend their knowledge and experience, publish papers and broaden contacts with partners.
- VUA's exploitation of the EURECA project will be to develop their Reputation by publishing more articles, increasing their citation index. Apply and showcase their knowledge and experience on data integration & semantic web and medical AI. Extend their knowledge of data integration & semantic web, medical AI, in particular of guidelines patient records, clinical trial systems and standards. Extend and deepen their contacts with partners, both from the medical and from the technical side.

- VUA's sees the main strength of the EURECA platform is its variety of excellent partners and the semantic web is extensible.

- VUA's sees the main weakness of the EURECA platform is the consortium is large and therefore progresses slowly.

3.1.9 The Breast International Group (BIG) – Belgium

GENERAL INFORMATION

- Main business goals of the organization are based in the Science, Research and Development sectors.
- Main sources of revenue are obtained from the Business. Industrial and Pharmaceutical sectors as well as research grants.
- Main reason they are in the EURECA project is that they are particularly interested in solutions for 1) improving clinical trials recruitment 2) testing trials'/protocols' feasibility 3) reuse of EHR data By participating in EURECA, BIG is also participating in R&D activities and building new partnerships.
- BIG hope to gain from the EURECA knowledge about (possible) IT solutions for the clinical research domain
- BIG's exploitation of the EURECA project cannot be determined at this present moment.
- BIG's sees the main strength of the EURECA platform being productive consortium, wide range of expertise, enthusiasm for the research and results.
- BIG's sees the main weakness of the EURECA platform is the size of the group and the number of partners.

3.1.10 Leibniz University Hannover (LUH) – Germany

GENERAL INFORMATION

- Main business goals of the organization are based in the Science, Research and Development, Education and Government sectors.
- Main sources of revenue are obtained from the Government, Competitive grants and end users i.e. students and patients.
- Main reason they are in the EURECA project is to safeguarding the Legal and Ethical compliance of the Project and give advice on IP issues.

- LUH hope to gain from the EURECA project further expertise in the field; keeping up with the newest legal innovations in medical (care and research) data protection (and IP) law; increase grant money; increase the reputation of the institute: attract more students, scholars etc.; build a (European) academic network in the field.

- LUH's exploitation of the EURECA project will be through Dissemination via: Publications in professional journals; potentially other forms of publications (e.g. books etc.); using gained experience and knowledge for University lectures and courses; presentations at conferences; use the gained experience for other (European and national) research projects; governmental and other institutional advising.

- LUH's sees the main strength of the EURECA platform being gained from a data protection point of view, re-use of data serves the purpose of frugal use of sensitive patient data. Avoiding the need for multiple sensitive data collection and processing operations is, in their belief, a step into the direction of further enhancing patient privacy, whilst, at the same time, facilitating medical research.

- LUH's sees the main weakness of the EURECA platform is the sound construction of a privacy framework being greatly challenged by the diverse applications of the EURECA platform.

3.1.11 Xerox – France

GENERAL INFORMATION

- Main business goals of the organization are based in the commercial and Research and Development sectors.
- Main sources of revenue are obtained from business
- Xerox hopes to gain from the EURECA project more knowledge in the Healthcare domain and to start new collaborations with both care organizations and technical partners active in this domain.
- Xerox exploitation of the EURECA project will be using the tools developed as the basis for ideas in future products and/or solutions for Xerox business group clients.
- Xerox sees the main strength of the EURECA platform being the interoperability, shared semantics based on standards and a large community participating in the development (including a large number of clinicians).

3.1.12 Universidad Politechnica de Madrid (UPM) - Spain

GENERAL INFORMATION

- Main business goals of the organization are based in the Science, Research and Development and Education sectors.
- Main sources of revenue are obtained from the Government, Competitive grants and end users i.e. students and patients.
- Main reason they are in the EURECA project is to create innovative tools and research.
- UPM hope to gain from the EURECA project further expertise in the biomedical informatics area
- UPM's exploitation of the EURECA project will be through quality, reputation and publication of research results.
- UPM's sees the main strength of the EURECA platform as the semantic interoperability and data integration from different organizations.

3.1.13 Maastricht Radiation Oncology Clinic (MAASTRO) – The Netherlands

GENERAL INFORMATION

- Main business goals of the organization are based in the Science, Research and Development, Education and Health Care sectors.
- Main sources of revenue are obtained from the Government, Competitive grants and Health Insurers.
- Main reason they are in the EURECA project is to obtain IT tools that allow them to get as much as data as possible to learn prediction models in cancer.
- MAASTRO hope to gain from the EURECA project further expertise in the field.

- MAASTRO's exploitation of the EURECA project will be through
    - Generating revenue by selling the (IP of the) models learned in EURECA. By saving money by re-using data in their EHR so that data managers need less time for trial eCRF. Money will also be saved by identifying patients faster for more trials
    - Reputation they want to increase the number of patients in trials
    - Money: Increased amount of grant money once they have the infra-structure up and running.
    - Reputation: May be able to attract better doctors/students/scientist as their data is better than others
    - Quality/Reputation: By increasing the quality of the patient care at MAASTRO they to increase the number of patients' referred to their Clinic.
    - Quality: They think patients will be treated better with EURECA tools thereby reducing overtreatment and/or curing more patients.
    - Reputation: They aim publish more articles and consequently increase their citation index.

- MAASTRO sees the main strength of the EURECA platform is the variety of excellent partners. Semantic web is extensible. Open source.
- MAASTRO sees the main weakness of the EURECA platform is it will not deliver CE-marked GCP/clinical grade software

3.1.14 Ecancermedicalscience (eCancer) – Switzerland

GENERAL INFORMATION

- Main business goals of the organization are based in the Education sector.
- Main sources of revenue are obtained from the Business, Industrial, Pharmaceutical Government sectors as well as competitive grants and donors.
- Main reason they are in the EURECA project is to improve the cancer care across Europe leading to improved patient outcomes.
- eCancer hope to gain from the EURECA project to be a partner in a leading European project and to give the cancer community access to the technology and ideas developed in EURECA through their website.

- eCancer's exploitation of the EURECA project will be through providing as much access to the EURECA project as possible through ecancer.org
- eCancer's sees the main strength of the EURECA platform being the development of a much needed platform with leading partners from across Europe. The technology developed will lead directly to patient benefit.

- eCancer's sees the main weakness of the EURECA platform is that it is difficult to get any organisations to adopt any new technology.

3.1.15 EuroRec (EuroRec) – France

GENERAL INFORMATION

- Main business goals of the organization are based in the Science, Research and Development sectors.
- Main sources of revenue are obtained from the Business, Industrial, Pharmaceutical Government sectors as well as competitive grants.
- Main reason they are in the EURECA project is that they are interested in the research topic of re-using EHR data for medical research. They we would like to set up a quality labelling and certification scheme for EHRs suitable for clinical research
- EuroRec hope to gain from the EURECA project a quality label/certification which has been created during the course of the project put in place, they hope that EHR vendors will have their software certified/quality labelled. Also new EHR criteria which could be added to their repository of functional descriptive statements / modify existing criteria to suit the EURECA needs
- EuroRec's exploitation of the EURECA project will be by setting up a quality labelling and certification scheme for EHRs suitable for clinical research
- EuroRec's sees the main strength of the EURECA platform is that it is Innovative and has a strong consortium with solid expertise

3.1.16 Stoneroos Interactive Television (SIT) – The Netherlands

GENERAL INFORMATION

- Main business goals of the organization are based in the commercial sector.
- Main sources of revenue are obtained from end users.
- Main reason they are in the EURECA project is to create solutions, software and applications for eHealth

- SIT hope to gain from the EURECA project more knowledge in the e-Health domain,
  Build applications that will help patients better in searching information, communicate with treating physicians and share knowledge with partners in misfortune
- SIT exploitation of the EURECA project will be by creating eHealth tools for End users (patients) ,for end users in hospitals, physicians ,and patients themselves.
- SIT sees the main strength of the EURECA platform is variety of partners, clinical and ICT with domain knowledge.
- SIT sees the main weakness of the EURECA platform is the bureaucratic procedures, complicated cooperation structure, in efficiency

3.1.17 The German Breast Group (GBG) – Germany

GENERAL INFORMATION

- Main business goals of the organization are based in the Commercial, Science, Research and Development and Health Care sectors.
- Main sources of revenue are obtained from the Business, Industrial, Pharmaceutical Government sectors as well as competitive grants.
- Main reason they are in the EURECA project is to improve their ability to recruit patients.
- GBG hope to gain from the EURECA project to increase European Cooperation in Cancer Research
- GBG's exploitation of the EURECA project
  - Reputation: They might publish more articles increasing our citation index
  - Reputation: Increase number of patients in trials
  - Quality/Reputation: Identify patients more efficiently and quickly
- GBG's sees the main strength of the EURECA platform is Open Source and Pan European.

4 EXPLOITATION TIME PLAN, RISK&SWOT ANALYSIS AND INITIAL MODELS

4.1 Time plan

After this initial exploitation plan the following time plan will be followed in the remainder of the EURECA project.

Task	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6+
First exploitation plan						
Validation of the research tools						
Validation of the tools for care						
Rewriting with documentation						
Risk analysis (SLA)						
Classification as medical device and class						
CE marking						
FDA approval						
Commercialization						
Upgrade						

4.2 Risk analysis and mitigation

Risk	Importance	Owner	Mitigation
Lack of awareness of commercialisation possibilities, research minded	High	Responsible exploitation	Information Education of EURECA partners
Lack of unity of developed tools	Medium	PI EURECA	Long term vision
Competition between partners, IP issues	Medium	PI EURECA	Good contract
Tools made by IT minded people not really useful for end users	Low	PI EURECA	Early involvement clinical partners, clear requirements
Lack of validation with real data	Low	PI EURECA	Early involvement clinical partners
Lack of time to make a comprehensive package	Medium	PI EURECA	Strict time planning
Unawareness of the need of certification documentation and CE marking	Low	Responsible exploitation	Start the process of documentation ASAP

4.3 SWOT analysis

Strengths	Opportunities
• The EURECA platform offers interoperability, shared semantics based on standards and a large community participating in its development. • Tools for collaboration and research • High quality curated data from completed clinical trials • Knowledge and joint collaborative work with organizations with complementary expertise. • Experts from different fields with proven domain expertise • Development of reusable NLP and extensive Semantic web tools • The architectural design principles (SOA based architecture, loose coupling) which aims at high re-usability of developed components. • Open Source	• Using the tools developed as the basis for ideas in future products. • Further develop security & privacy tools according to real business needs. • Enhanced Reputations through scientific publications and collaborations among partners. • EURECA is developing IT-solutions for a number of currently very relevant issues that exist in the life sciences domain • Cost savings should be able to be made by re-using the IT infrastructure/tools created within the EURECA project.
Weaknesses/Challenges	**Threats**
• The envisioned platform seems to be external to local IT systems, whereas the aim is to integrate EURECA tools inside local IT systems (both for care and research). • Legal barriers to easy/quick data exchange • Business model to sustain the infrastructure needs to be developed • No GCP compliant software development envisaged. EURECA does not develop a productive ICT infrastructure but just prototypic services. • Intellectual Property Rights issues need to be resolved	• Lack of awareness of commercialisation possibilities, EURECA is too research focused • Lack of longer term commitment in further developing tools. • Competition between partners • Lack of validation with real data • Tools made by IT minded people not really useful for end users

4.4 Initial business model

The Business Models are as following:

- 100% Free: All Services are free for everyone. Money can be made by installation costs, training, customization
- Freemium (Free and premium payment mix): Free basic services for all; premium paid services for those who want to buy them. E.g. acrobat?
- 100% Payment: The final service offered is not free. Some sites let users have a look at the results of searches but they do not let them access their details.

For each of the EURECA applications, we foresee different scenarios of applicable pricing policies and possible sources of revenue streams.

4.4.1 Pricing

The following pricing policies could be applied for collecting interest in exchange of the offering of services to the end-users.
Consumer scenario

- 100% free
- Freemium: a mixture of free and premium subscription fees
- Pay per use
- Affiliate model: Bundled with another chargeable application

4.4.2 Revenues

Possible revenue streams from the exploitation of the EURECA technology can result from the following.

- End-users
- Revenue sharing
- Revenue sharing through affiliation
- License and usage fees paid by a 3rd party deploying the service.

4.4.3 Financial analysis

We realise that an exploitation plan can be difficult for scientists working in academic environment to understand, so, here we give as an example of a hypothetical future scenario to illustrate in financial terms. Suppose the consortium founds a company, “EURECA Inc.”, with starting assets 13.5M€ of EURECA tools (project cost).

statement of revenue and expense		
Revenues		
	Target excl. VAT	9.0 M€
Expenses		
	Maintenance/support 20% of assets	2.7 M€
	Asset depreciation 20% of assets	2.7 M€
	R&D cost 15% of revenues (High Tech)	1.35 M€
	Corporate tax 25% of profit	0.45M€
Profit	*20% of revenues*	1.8 M€

4.5 Post project sustainability and cost

Obviously the EURECA infrastructure needs to be maintained and updated for EURECA results and resources to be successfully exploited and reach its full potential and usefulness for the various stakeholders.
The cost in terms of maintaining the EURECA infrastructure will be determined. We will work on obtaining extra funding to allow for continued exploration of various ways to improve the database and infrastructure, and offer new features to users. Additional funding will allow for further development of the EURECA infrastructure rather than only maintaining the system, which is the minimum requirement.
The potential sources of the extra funding should be investigated such European sources FP7, Horizon and possibly other European ICT / Health / Science grants.
After the scientific validation of the software, we estimate the cost needed before commercialization as having the following components.

- Rewriting documentation
- Risk analysis (SLA)
- Classification as medical device and class
- CE marking
- FDA approval

5 REGULATORY AND LEGAL FRAMEWORK

5.1 Regulatory framework

Assuming that the software will be considered as medical devices .The classification of medical devices in the European Union is outlined in Annex IX of the Council Directive 93/42/EEC. There are basically four classes, ranging from low risk to high risk.

- Class I (including Is & Im)
- Class IIa
- Class IIb
- Class III

The authorization of medical devices is guaranteed by a Declaration of Conformity. This declaration is issued by the manufacturer itself, but for products in Class Is, Im, IIa, IIb or III, it must be verified by a Certificate of Conformity issued by a Notified Body. A Notified Body is a public or private organisation that has been accredited to validate the compliance of the device to the European Directive. Medical devices that pertain to class I (on condition they do not need to be sterilised or are not used to measure a function) can be put on the market purely by self-certification / declaration.
The European classification depends on rules that involve the medical device's duration of body contact, its invasive character, its use of an energy source, its effect on the central circulation or nervous system, its diagnostic impact or its incorporation of a medicinal product.
Certified medical devices should have the CE mark on the packaging, insert leaflets, etc.. These packaging should also show harmonized pictograms and EN standardised logos to indicate essential features such as instructions for use, expiry date, manufacturer, sterile, don't reuse, etc.

5.2 Legal framework

Intellectual property rights will be generated within the framework of the EURECA project.

The legal framework for intellectual property issues related to the EURECA project will be addressed in Work package 7 (Legal Issues, trust and security).

6 CONCLUSIONS AND FUTURE PROSPECTS

Only use cases & tools that are delivered in other EURECA work packages will be judged on their possible exploitation value. This project shall investigate possible use cases & tools from an exploitation perspective. The exploitation plan will then be updated and refined based on the effectively delivered tools. The conclusion we can draw is at this point in development partners are unable, with many of the tools, to see a direct method of commercialisation. As the results show until the tools have been developed further, the partners remain reserved about the tools commercialisation potential. However, potential markets and end users have been more clearly defined. In addition, we clearly need to look for individual tools which complement one another and promote awareness of their potential for commercialisation.

ANNEX 1: PARTNERS COMPLETED QUESTIONNAIRES

To each partner of the consortium a questionnaire was sent to identify possible areas of exploitation. This questionnaire is given in this appendix as well as the answers to the general questions of this questionnaire from each partner. The answers to the other questions are available but are not included for reasons of brevity.

EXPLOITATION QUESTIONNAIRE

Introduction: One of the deliverable of EURECA is an initial and final exploitation plan so that the results of EURECA can continue to be used after the project has ended. Besides a general part on EURECA exploitation as a whole, ***the exploitation plan needs to have a separate section for each partner describing how they are going to exploit the results of EURECA.*** This questionnaire is meant to capture input from each partner so that the authors of the exploitation plan can write these per-partner sections.

We request each partner to fill in this questionnaire and return it to simone.moorman@maastro.nl.

The questionnaire has a general section and then a form for each tool that is currently defined within the EURECA project. It concludes with a number of open forms so that non-tool related exploitation ideas may be presented.

Note: Exploitation is about reaching your business goals more effective or more efficient. It not only about making money directly or reducing cost. E.g. for non-profit organizations teaching more students, giving better care or performing more research is also an exploitable result of EURECA.

GENERAL QUESTIONS

Question	Answer
Name	Click here to enter text.
Organization	Choose an item.
What are the main business goals of your organization?	☐ Profit / Commercial
	☐ Education
	☐ Science/R&D/Research
	☐ Health Care
	☐ Humanitarian
	☐ Government / Regulatory
	☐ Other: Click here to enter text.
What are the main sources of revenue of your organization?	☐ End-users (incl. students, patients)
	☐ Business / Industrial / Pharma
	☐ Health insurers
	☐ Government
	☐ Competitive grants
	☐ Donors
	☐ Other: Click here to enter text.
What is the main reason you are in the EURECA project?	Click here to enter text.
What do you hope to gain from EURECA?	Click here to enter text.
What plans does your organization have for the exploitation of the EURECA project?	Click here to enter text.
List the main Strengths of the EURECA platform	Click here to enter text.
List the main Weaknesses of the EURECA platform	Click here to enter text.
Other comments	Click here to enter text.

CURRENTLY DEFINED TOOL SPECIFIC QUESTIONS

For each tool currently defined within EURECA a number of questions are asked. The tools are grouped by scenario. Information on the question can be found by hovering over the column header.

Scenario: Prevention

EURECA Product	MoreEffective[1]	MoreEffective=MoreRevenue[2]	MoreEfficient[3]	CurrentMethod/Competition[4]	EndUser[5]	CareMarket?[6]	ResearchMarket?[7]
Early detection of cancer/ individual risk / prevention A tool that would allow you to determine the risk of cancer, detect cancer earlier and prevent cancer.	Click here to enter text.	Click here to enter text.	Click here to enter text.	Click here to enter text.	Click here to enter text.	☐ Patient ☐ Provider[8] ☐ Vendor[10] ☐ Payer[12] ☐ Educator[14] ☐ Standard_org[16] ☐ Prof/guideline_soc.[18] ☐ Govern/PublHealth[20]	☐ Trial Participant ☐ Executor/Investig.[9] ☐ Sponsor/Initiator[11] ☐ Vendor[13] ☐ ServicePovider[15] ☐ Payer[17] ☐ Educator[19] ☐ StandardOrg[21] ☐ ProfSocieties[22] ☐ Govern/PublHealth[23]

[1] How would the tool help you to meet your business goals better?
[2] If you are more effective, would you be able to increase your revenue from one of your sources? If yes, how?
[3] How would the tool help you to meet your business goals with fewer resources?
[4] Is there another way (another product, another method (e.g. human resource)) that can achieve similar goals as the tool?
[5] Who would use the tool, who would be the customer (can be internal as well)?
[6] To whom of these stakeholders in the care market do you think this tool will be valuable?
[7] To whom of these stakeholders in the research market do you think this tool will be valuable?
[8] Nurses, physicians, hospitals
[9] Nurses, physicians, hospitals, data managers that execute the trial.
[10] Companies that market products for patient care. E.g. medical products, medical devices, electronic health records systems.
[11] Organization that has initiated the trial and functions as the trial sponsor. Usually a company, a CRO or a hospital.
[12] Payers for health care. E.g. Patients, health insurers, government agencies.
[13] Companies that market products for use in clinical research. E.g. eCRF vendors.
[14] Universities and teaching hospitals and its medical students and residents.
[15] Organizations that provide services for trial setup or execution. E.g. Clinical research organizations, regulatory consultants.
[16] Organizations that define (IT) standards in health care. E.g. SNOMED, ISO, HL7, DICOM.
[17] Payer of the research. E.g. Charities, government, industry, universities,
[18] Organizations that write guidelines and professional societies. E.g. ESMO, ESTRO, ECCO.
[19] Universities and its MSc and PhD students.
[20] Member states, EMEA, EU.
[21] Organizations that define (IT) standards for medical research. E.g. ICH-GCP, CDISC.
[22] Organizations that write guidelines and professional societies. E.g. ESMO, ESTRO, ECCO.
[23] Member states, EMEA, EU.

Scenario: Information

EURECA Product	MoreEffective[24]	MoreEffective=MoreRevenue[25]	MoreEfficient[26]	CurrentMethod/Competition[27]	EndUser[28]	CareMarket?[29]	ResearchMarket?[30]
Personal medical information recommender A tool that would allow one to recommend information relevant for a specific patient.	Click here to enter text.	Click here to enter text.	Click here to enter text.	Click here to enter text.	Click here to enter text.	☐ Patient	☐ Trial Participant
						☐ Provider[31]	☐ Executor/Investig.[32]
						☐ Vendor[33]	☐ Sponsor/Initiator[34]
						☐ Payer[35]	☐ Vendor[36]
						☐ Educator[37]	☐ ServicePovider[38]
						☐ Standard_org[39]	☐ Payer[40]
						☐ Prof/guideline_soc.[41]	☐ Educator[42]
						☐ Govern/PublHealth[43]	☐ StandardOrg[44]
							☐ ProfSocieties[45]
							☐ Govern/PublHealth[46]

[24] How would the tool help you to meet your business goals better?
[25] If you are more effective, would you be able to increase your revenue from one of your sources? If yes, how?
[26] How would the tool help you to meet your business goals with fewer resources?
[27] Is there another way (another product, another method (e.g. human resource)) that can achieve similar goals as the tool?
[28] Who would use the tool, who would be the customer (can be internal as well)?
[29] To whom of these stakeholders in the care market do you think this tool will be valuable?
[30] To whom of these stakeholders in the research market do you think this tool will be valuable?
[31] Nurses, physicians, hospitals
[32] Nurses, physicians, hospitals, data managers that execute the trial.
[33] Companies that market products for patient care. E.g. medical products, medical devices, electronic health records systems.
[34] Organization that has initiated the trial and functions as the trial sponsor. Usually a company, a CRO or a hospital.
[35] Payers for health care. E.g. Patients, health insurers, government agencies.
[36] Companies that market products for use in clinical research. E.g. eCRF vendors.
[37] Universities and teaching hospitals and its medical students and residents.
[38] Organizations that provide services for trial setup or execution. E.g. Clinical research organizations, regulatory consultants.
[39] Organizations that define (IT) standards in health care. E.g. SNOMED, ISO, HL7, DICOM.
[40] Payer of the research. E.g. Charities, government, industry, universities,
[41] Organizations that write guidelines and professional societies. E.g. ESMO, ESTRO, ECCO.
[42] Universities and its MSc and PhD students.
[43] Member states, EMEA, EU.
[44] Organizations that define (IT) standards for medical research. E.g. ICH-GCP, CDISC.
[45] Organizations that write guidelines and professional societies. E.g. ESMO, ESTRO, ECCO.
[46] Member states, EMEA, EU.

Scenario: Investigation – Development of Guidelines

EURECA Product	MoreEffective[47]	MoreEffective=MoreRevenue[48]	MoreEfficient[49]	CurrentMethod/Competition[50]	EndUser[51]	CareMarket?[52]	ResearchMarket?[53]
Update of guidelines A tool that allows one to search literature for evidence to develop or adjust a guideline.	Click here to enter text.	Click here to enter text.	Click here to enter text.	Click here to enter text.	Click here to enter text.	☐ Patient	☐ Trial Participant
						☐ Provider[54]	☐ Executor/Investig.[55]
						☐ Vendor[56]	☐ Sponsor/Initiator[57]
						☐ Payer[58]	☐ Vendor[59]
						☐ Educator[60]	☐ ServicePovider[61]
						☐ Standard_org[62]	☐ Payer[63]
						☐ Prof/guideline_soc.[64]	☐ Educator[65]
						☐ Govern/PublHealth[66]	☐ StandardOrg[67]
							☐ ProfSocieties[68]
							☐ Govern/PublHealth[69]

[47] How would the tool help you to meet your business goals better?
[48] If you are more effective, would you be able to increase your revenue from one of your sources? If yes, how?
[49] How would the tool help you to meet your business goals with fewer resources?
[50] Is there another way (another product, another method (e.g. human resource)) that can achieve similar goals as the tool?
[51] Who would use the tool, who would be the customer (can be internal as well)?
[52] To whom of these stakeholders in the care market do you think this tool will be valuable?
[53] To whom of these stakeholders in the research market do you think this tool will be valuable?
[54] Nurses, physicians, hospitals
[55] Nurses, physicians, hospitals, data managers that execute the trial.
[56] Companies that market products for patient care. E.g. medical products, medical devices, electronic health records systems.
[57] Organization that has initiated the trial and functions as the trial sponsor. Usually a company, a CRO or a hospital.
[58] Payers for health care. E.g. Patients, health insurers, government agencies.
[59] Companies that market products for use in clinical research. E.g. eCRF vendors.
[60] Universities and teaching hospitals and its medical students and residents.
[61] Organizations that provide services for trial setup or execution. E.g. Clinical research organizations, regulatory consultants.
[62] Organizations that define (IT) standards in health care. E.g. SNOMED, ISO, HL7, DICOM.
[63] Payer of the research. E.g. Charities, government, industry, universities,
[64] Organizations that write guidelines and professional societies. E.g. ESMO, ESTRO, ECCO.
[65] Universities and its MSc and PhD students.
[66] Member states, EMEA, EU.
[67] Organizations that define (IT) standards for medical research. E.g. ICH-GCP, CDISC.
[68] Organizations that write guidelines and professional societies. E.g. ESMO, ESTRO, ECCO.
[69] Member states, EMEA, EU.

Scenario: Investigation – Protocol & Research investigation

EURECA Product	MoreEffective[70]	MoreEffective=MoreRevenue[71]	MoreEfficient[72]	CurrentMethod/Competition[73]	EndUser[74]	CareMarket?[75]	ResearchMarket?[76]
Broad consent A tool that allows patients to easily consent to broad use of their data.	Click here to enter text.	Click here to enter text.	Click here to enter text.	Click here to enter text.	Click here to enter text.	☐ Patient	☐ Trial Participant
						☐ Provider[77]	☐ Executor/Investig.[78]
						☐ Vendor[79]	☐ Sponsor/Initiator[80]
						☐ Payer[81]	☐ Vendor[82]
						☐ Educator[83]	☐ ServicePovider[84]
						☐ Standard_org[85]	☐ Payer[86]
						☐ Prof/guideline_soc.[87]	☐ Educator[88]
						☐ Govern/PublHealth[89]	☐ StandardOrg[90]
							☐ ProfSocieties[91]
							☐ Govern/PublHealth[92]
Hypothesis generation A tool that allows one to generate hypotheses from existing patient data.	Click here to enter text.	Click here to enter text.	Click here to enter text.	Click here to enter text.	Click here to enter text.	☐ Patient	☐ Trial Participant
						☐ Provider	☐ Executor/Investig.
						☐ Vendor	☐ Sponsor/Initiator
						☐ Payer	☐ Vendor
						☐ Educator	☐ ServicePovider
						☐ Standard_org	☐ Payer
						☐ Prof/guideline_soc	☐ Educator

[70] How would the tool help you to meet your business goals better?
[71] If you are more effective, would you be able to increase your revenue from one of your sources? If yes, how?
[73] How would the tool help you to meet your business goals with fewer resources?
[73] Is there another way (another product, another method (e.g. human resource)) that can achieve similar goals as the tool?
[74] Who would use the tool, who would be the customer (can be internal as well)?
[75] To whom of these stakeholders in the care market do you think this tool will be valuable?
[76] To whom of these stakeholders in the research market do you think this tool will be valuable?
[77] Nurses, physicians, hospitals
[78] Nurses, physicians, hospitals, data managers that execute the trial.
[79] Companies that market products for patient care. E.g. medical products, medical devices, electronic health records systems.
[80] Organization that has initiated the trial and functions as the trial sponsor. Usually a company, a CRO or a hospital.
[81] Payers for health care. E.g. Patients, health insurers, government agencies.
[82] Companies that market products for use in clinical research. E.g. eCRF vendors.
[83] Universities and teaching hospitals and its medical students and residents.
[84] Organizations that provide services for trial setup or execution. E.g. Clinical research organizations, regulatory consultants.
[85] Organizations that define (IT) standards in health care. E.g. SNOMED, ISO, HL7, DICOM.
[86] Payer of the research. E.g. Charities, government, industry, universities,
[87] Organizations that write guidelines and professional societies. E.g. ESMO, ESTRO, ECCO.
[88] Universities and its MSc and PhD students.
[89] Member states, EMEA, EU.
[90] Organizations that define (IT) standards for medical research. E.g. ICH-GCP, CDISC.
[91] Organizations that write guidelines and professional societies. E.g. ESMO, ESTRO, ECCO.
[92] Member states, EMEA, EU.

EURECA Product	MoreEffective[70]	MoreEffective=MoreRevenue[71]	MoreEfficient[72]	CurrentMethod/Competition[73]	EndUser[74]	CareMarket?[75]	ResearchMarket?[76]
						☐ Govern/PublHealth	☐ StandardOrg
							☐ ProfSocieties
							☐ Govern/PublHealth
Supporting design of new trials / protocol feasibility A tool that allows one to design or assess feasibility of a new trial using the existing patient data.	Click here to enter text.	Click here to enter text.	Click here to enter text.	Click here to enter text.	Click here to enter text.	☐ Patient	☐ Trial Participant
						☐ Provider	☐ Executor/Investig.
						☐ Vendor	☐ Sponsor/Initiator
						☐ Payer	☐ Vendor
						☐ Educator	☐ ServicePovider
						☐ Standard_org	☐ Payer
						☐ Prof/guideline_soc	☐ Educator
						☐ Govern/PublHealth	☐ StandardOrg
							☐ ProfSocieties
							☐ Govern/PublHealth

Scenario: Selection & Recruitment – Choice of treatment

EURECA Product	MoreEffective[93]	MoreEffective=MoreRevenue[94]	MoreEfficient[95]	CurrentMethod/Competition[96]	EndUser[97]	CareMarket?[98]	ResearchMarket?[99]
Microbiology SAE A tool that allows one to more easily find serious adverse events re microbiology.	Click here to enter text.	Click here to enter text.	Click here to enter text.	Click here to enter text.	Click here to enter text.	☐ Patient	☐ Trial Participant
						☐ Provider[100]	☐ Executor/Investig.[101]
						☐ Vendor[102]	☐ Sponsor/Initiator[103]
						☐ Payer[104]	☐ Vendor[105]
						☐ Educator[106]	☐ ServicePovider[107]
						☐ Standard_org[108]	☐ Payer[109]
						☐ Prof/guideline_soc.[110]	☐ Educator[111]
						☐ Govern/PublHealth[112]	☐ StandardOrg[113]
							☐ ProfSocieties[114]
							☐ Govern/PublHealth[115]
Outcome prediction A tool that allows one to predict outcome in an individual patient.	Click here to enter text.	Click here to enter text.	Click here to enter text.	Click here to enter text.	Click here to enter text.	☐ Patient	☐ Trial Participant
						☐ Provider	☐ Executor/Investig.
						☐ Vendor	☐ Sponsor/Initiator
						☐ Payer	☐ Vendor
						☐ Educator	☐ ServicePovider
						☐ Standard_org	☐ Payer
						☐ Prof/guideline_soc	☐ Educator

[93] How would the tool help you to meet your business goals better?
[94] If you are more effective, would you be able to increase your revenue from one of your sources? If yes, how?
[95] How would the tool help you to meet your business goals with fewer resources?
[96] Is there another way (another product, another method (e.g. human resource)) that can achieve similar goals as the tool?
[97] Who would use the tool, who would be the customer (can be internal as well)?
[98] To whom of these stakeholders in the care market do you think this tool will be valuable?
[99] To whom of these stakeholders in the research market do you think this tool will be valuable?
[100] Nurses, physicians, hospitals
[101] Nurses, physicians, hospitals, data managers that execute the trial.
[102] Companies that market products for patient care. E.g. medical products, medical devices, electronic health records systems.
[103] Organization that has initiated the trial and functions as the trial sponsor. Usually a company, a CRO or a hospital.
[104] Payers for health care. E.g. Patients, health insurers, government agencies.
[105] Companies that market products for use in clinical research. E.g. eCRF vendors.
[106] Universities and teaching hospitals and its medical students and residents.
[107] Organizations that provide services for trial setup or execution. E.g. Clinical research organizations, regulatory consultants.
[108] Organizations that define (IT) standards in health care. E.g. SNOMED, ISO, HL7, DICOM.
[109] Payer of the research. E.g. Charities, government, industry, universities,
[110] Organizations that write guidelines and professional societies. E.g. ESMO, ESTRO, ECCO.
[111] Universities and its MSc and PhD students.
[112] Member states, EMEA, EU.
[113] Organizations that define (IT) standards for medical research. E.g. ICH-GCP, CDISC.
[114] Organizations that write guidelines and professional societies. E.g. ESMO, ESTRO, ECCO.
[115] Member states, EMEA, EU.

EURECA Product	MoreEffective[93]	MoreEffective=MoreRevenue[94]	MoreEfficient[95]	CurrentMethod/Competition[96]	EndUser[97]	CareMarket?[98]	ResearchMarket?[99]
						☐ Govern/PublHealth	☐ StandardOrg
							☐ ProfSocieties
							☐ Govern/PublHealth
Diagnostic sarcoma classifier A tool that allows one to diagnose different types of sarcoma.	Click here to enter text.	Click here to enter text.	Click here to enter text.	Click here to enter text.	Click here to enter text.	☐ Patient	☐ Trial Participant
						☐ Provider	☐ Executor/Investig.
						☐ Vendor	☐ Sponsor/Initiator
						☐ Payer	☐ Vendor
						☐ Educator	☐ ServicePovider
						☐ Standard_org	☐ Payer
						☐ Prof/guideline_soc	☐ Educator
						☐ Govern/PublHealth	☐ StandardOrg
							☐ ProfSocieties
							☐ Govern/PublHealth

Scenario: Selection & Recruitment – Patient recruitment into a trial

EURECA Product	MoreEffective[116]	MoreEffective=MoreRevenue[117]	MoreEfficient[118]	CurrentMethod/Competition[119]	EndUser[120]	CareMarket?[121]	ResearchMarket?[122]
Find trials for patient A tool that allows one to find a suitable trial for a given patient.	Click here to enter text.	Click here to enter text.	Click here to enter text.	Click here to enter text.	Click here to enter text.	☒ Patient	☐ Trial Participant
						☐ Provider[123]	☐ Executor/Investig.[124]
						☐ Vendor[125]	☐ Sponsor/Initiator[126]
						☐ Payer[127]	☐ Vendor[128]
						☐ Educator[129]	☐ ServicePovider[130]
						☐ Standard_org[131]	☐ Payer[132]
						☐ Prof/guideline_soc.[133]	☐ Educator[134]
						☐ Govern/PublHealth[135]	☐ StandardOrg[136]
							☐ ProfSocieties[137]
							☐ Govern/PublHealth[138]
Alert service A tool that alerts the user that a given patient is suitable for a trial.	Click here to enter text.	Click here to enter text.	Click here to enter text.	Click here to enter text.	Click here to enter text.	☐ Patient	☐ Trial Participant
						☐ Provider	☐ Executor/Investig.
						☐ Vendor	☐ Sponsor/Initiator
						☐ Payer	☐ Vendor
						☐ Educator	☐ ServicePovider
						☐ Standard_org	☐ Payer
						☐ Prof/guideline_soc	☐ Educator

[116] How would the tool help you to meet your business goals better?
[117] If you are more effective, would you be able to increase your revenue from one of your sources? If yes, how?
[118] How would the tool help you to meet your business goals with fewer resources?
[119] Is there another way (another product, another method (e.g. human resource)) that can achieve similar goals as the tool?
[120] Who would use the tool, who would be the customer (can be internal as well)?
[121] To whom of these stakeholders in the care market do you think this tool will be valuable?
[122] To whom of these stakeholders in the research market do you think this tool will be valuable?
[123] Nurses, physicians, hospitals
[124] Nurses, physicians, hospitals, data managers that execute the trial.
[125] Companies that market products for patient care. E.g. medical products, medical devices, electronic health records systems.
[126] Organization that has initiated the trial and functions as the trial sponsor. Usually a company, a CRO or a hospital.
[127] Payers for health care. E.g. Patients, health insurers, government agencies.
[128] Companies that market products for use in clinical research. E.g. eCRF vendors.
[129] Universities and teaching hospitals and its medical students and residents.
[130] Organizations that provide services for trial setup or execution. E.g. Clinical research organizations, regulatory consultants.
[131] Organizations that define (IT) standards in health care. E.g. SNOMED, ISO, HL7, DICOM.
[132] Payer of the research. E.g. Charities, government, industry, universities,
[133] Organizations that write guidelines and professional societies. E.g. ESMO, ESTRO, ECCO.
[134] Universities and its MSc and PhD students.
[135] Member states, EMEA, EU.
[136] Organizations that define (IT) standards for medical research. E.g. ICH-GCP, CDISC.
[137] Organizations that write guidelines and professional societies. E.g. ESMO, ESTRO, ECCO.
[138] Member states, EMEA, EU.

EURECA Product	MoreEffective[116]	MoreEffective=MoreRevenue[117]	MoreEfficient[118]	CurrentMethod/Competition[119]	EndUser[120]	CareMarket?[121]	ResearchMarket?[122]
						☐ Govern/PublHealth	☐ StandardOrg
							☐ ProfSocieties
							☐ Govern/PublHealth
Find patients for trial A tool that allows one find suitable patients given a trial.	Click here to enter text.	Click here to enter text.	Click here to enter text.	Click here to enter text.	Click here to enter text.	☐ Patient	☐ Trial Participant
						☐ Provider	☐ Executor/Investig.
						☐ Vendor	☐ Sponsor/Initiator
						☐ Payer	☐ Vendor
						☐ Educator	☐ ServicePovider
						☐ Standard_org	☐ Payer
						☐ Prof/guideline_soc	☐ Educator
						☐ Govern/PublHealth	☐ StandardOrg
							☐ ProfSocieties
							☐ Govern/PublHealth

Scenario: Reporting

EURECA Product	MoreEffective[139]	MoreEffective=MoreRevenue[140]	MoreEfficient[141]	CurrentMethod/Competition[142]	EndUser[143]	CareMarket?[144]	ResearchMarket?[145]
Cancer registry reporting A tool that allows one to report patients to the cancer registry by re-using data already collected.	Click here to enter text.	Click here to enter text.	Click here to enter text.	Click here to enter text.	Click here to enter text.	☐ Patient	☐ Trial Participant
						☐ Provider[146]	☐ Executor/Investig.[147]
						☐ Vendor[148]	☐ Sponsor/Initiator[149]
						☐ Payer[150]	☐ Vendor[151]
						☐ Educator[152]	☐ ServicePovider[153]
						☐ Standard_org[154]	☐ Payer[155]
						☐ Prof/guideline_soc.[156]	☐ Educator[157]
						☐ Govern/PublHealth[158]	☐ StandardOrg[159]
							☐ ProfSocieties[160]
							☐ Govern/PublHealth[161]
Pre-filling of CRF and AE reports A tool that allows one to fill an eCRF or AE report by re-using data already collected.	Click here to enter text.	Click here to enter text.	Click here to enter text.	Click here to enter text.	Click here to enter text.	☐ Patient	☐ Trial Participant
						☐ Provider	☐ Executor/Investig.
						☐ Vendor	☐ Sponsor/Initiator
						☐ Payer	☐ Vendor
						☐ Educator	☐ ServicePovider
						☐ Standard_org	☐ Payer
						☐ Prof/guideline_soc	☐ Educator

[139] How would the tool help you to meet your business goals better?
[140] If you are more effective, would you be able to increase your revenue from one of your sources? If yes, how?
[141] How would the tool help you to meet your business goals with fewer resources?
[142] Is there another way (another product, another method (e.g. human resource)) that can achieve similar goals as the tool?
[143] Who would use the tool, who would be the customer (can be internal as well)?
[144] To whom of these stakeholders in the care market do you think this tool will be valuable?
[145] To whom of these stakeholders in the research market do you think this tool will be valuable?
[146] Nurses, physicians, hospitals
[147] Nurses, physicians, hospitals, data managers that execute the trial.
[148] Companies that market products for patient care. E.g. medical products, medical devices, electronic health records systems.
[149] Organization that has initiated the trial and functions as the trial sponsor. Usually a company, a CRO or a hospital.
[150] Payers for health care. E.g. Patients, health insurers, government agencies.
[151] Companies that market products for use in clinical research. E.g. eCRF vendors.
[152] Universities and teaching hospitals and its medical students and residents.
[153] Organizations that provide services for trial setup or execution. E.g. Clinical research organizations, regulatory consultants.
[154] Organizations that define (IT) standards in health care. E.g. SNOMED, ISO, HL7, DICOM.
[155] Payer of the research. E.g. Charities, government, industry, universities,
[156] Organizations that write guidelines and professional societies. E.g. ESMO, ESTRO, ECCO.
[157] Universities and its MSc and PhD students.
[158] Member states, EMEA, EU.
[159] Organizations that define (IT) standards for medical research. E.g. ICH-GCP, CDISC.
[160] Organizations that write guidelines and professional societies. E.g. ESMO, ESTRO, ECCO.
[161] Member states, EMEA, EU.

EURECA Product	MoreEffective[139]	MoreEffective=MoreRevenue[140]	MoreEfficient[141]	CurrentMethod/Competition[142]	EndUser[143]	CareMarket?[144]	ResearchMarket?[145]
						☐ Govern/PublHealth	☐ StandardOrg
							☐ ProfSocieties
							☐ Govern/PublHealth
Automatic SAEs/SUSARs A tool that automatically files a SAE / SUSAR report by re-using data already collected. .	Click here to enter text.	Click here to enter text.	Click here to enter text.	Click here to enter text.	Click here to enter text.	☐ Patient	☐ Trial Participant
						☐ Provider	☐ Executor/Investig.
						☐ Vendor	☐ Sponsor/Initiator
						☐ Payer	☐ Vendor
						☐ Educator	☐ ServicePovider
						☐ Standard_org	☐ Payer
						☐ Prof/guideline_soc	☐ Educator
						☐ Govern/PublHealth	☐ StandardOrg
							☐ ProfSocieties
							☐ Govern/PublHealth

Scenario: Long-term follow-up

EURECA Product	MoreEffective[162]	MoreEffective=MoreRevenue[163]	MoreEfficient[164]	CurrentMethod/Competition[165]	EndUser[166]	CareMarket?[167]	ResearchMarket?[168]
Long-term follow-up & Patient diary A tool that automatically fills in the follow-up of patients by re-using data already collected.	Click here to enter text.	Click here to enter text.	Click here to enter text.	Click here to enter text.	Click here to enter text.	☐ Patient	☐ Trial Participant
						☐ Provider[169]	☐ Executor/Investig.[170]
						☐ Vendor[171]	☐ Sponsor/Initiator[172]
						☐ Payer[173]	☐ Vendor[174]
						☐ Educator[175]	☐ ServicePovider[176]
						☐ Standard_org[177]	☐ Payer[178]
						☐ Prof/guideline_soc.[179]	☐ Educator[180]
						☐ Govern/PublHealth[181]	☐ StandardOrg[182]
							☐ ProfSocieties[183]
							☐ Govern/PublHealth[184]

[162] How would the tool help you to meet your business goals better?
[163] If you are more effective, would you be able to increase your revenue from one of your sources? If yes, how?
[164] How would the tool help you to meet your business goals with fewer resources?
[165] Is there another way (another product, another method (e.g. human resource)) that can achieve similar goals as the tool?
[166] Who would use the tool, who would be the customer (can be internal as well)?
[167] To whom of these stakeholders in the care market do you think this tool will be valuable?
[168] To whom of these stakeholders in the research market do you think this tool will be valuable?
[169] Nurses, physicians, hospitals
[170] Nurses, physicians, hospitals, data managers that execute the trial.
[171] Companies that market products for patient care. E.g. medical products, medical devices, electronic health records systems.
[172] Organization that has initiated the trial and functions as the trial sponsor. Usually a company, a CRO or a hospital.
[173] Payers for health care. E.g. Patients, health insurers, government agencies.
[174] Companies that market products for use in clinical research. E.g. eCRF vendors.
[175] Universities and teaching hospitals and its medical students and residents.
[176] Organizations that provide services for trial setup or execution. E.g. Clinical research organizations, regulatory consultants.
[177] Organizations that define (IT) standards in health care. E.g. SNOMED, ISO, HL7, DICOM.
[178] Payer of the research. E.g. Charities, government, industry, universities,
[179] Organizations that write guidelines and professional societies. E.g. ESMO, ESTRO, ECCO.
[180] Universities and its MSc and PhD students.
[181] Member states, EMEA, EU.
[182] Organizations that define (IT) standards for medical research. E.g. ICH-GCP, CDISC.
[183] Organizations that write guidelines and professional societies. E.g. ESMO, ESTRO, ECCO.
[184] Member states, EMEA, EU.

EURECA NEW TECHNOLOGIES

Besides the tools (which are mostly directed at clinical use cases) there are other benefits to participating in EURECA. E.g. as a technology partner you might develop new technologies that may be exploitable outside the tools above. Please specify the technology that you think has value to you.

New technologies:

Technology	NewTechnologies=MoreRevenue[185]	NewTechnologies=MoreEfficient[186]	CompetingTechnology[187]	Market[188]
Click here to enter text.	Click here to enter text.	Click here to enter text.	Click here to enter text.	Click here to enter text.
Click here to enter text.	Click here to enter text.	Click here to enter text.	Click here to enter text.	Click here to enter text.
Click here to enter text.	Click here to enter text.	Click here to enter text.	Click here to enter text.	Click here to enter text.
Click here to enter text.	Click here to enter text.	Click here to enter text.	Click here to enter text.	Click here to enter text.

[185] If you are more effective, would you be able to increase your revenue from one of your sources? If yes, how?
[186] Would the new technologies help you achieve your business goals with fewer resources?
[187] Is there another way (another product, another method (e.g. human resource)) that can achieve similar goals as the new technology?
[188] Who would be interested in the technology?

ADDITIONAL IDEAS

Besides the defined tools & new technology there may be other possible exploitable results of EURECA. E.g. the legal framework or public clinical data may make you more effective or efficient. There may also be tools or scenarios that are missing from the above list.

Scenario: Click here to enter text.

EURECA Product	MoreEffective[189]	MoreEffective=MoreRevenue[190]	MoreEfficient[191]	CurrentMethod/Competition[192]	EndUser[193]	CareMarket?[194]	ResearchMarket?[195]
Click here to enter text.	Click here to enter text.	Click here to enter text.	Click here to enter text.	Click here to enter text.	Click here to enter text.	☐ Patient	☐ Trial Participant
						☐ Provider[196]	☐ Executor/Investig.[197]
						☐ Vendor[198]	☐ Sponsor/Initiator[199]
						☐ Payer[200]	☐ Vendor[201]
						☐ Educator[202]	☐ ServicePovider[203]
						☐ Standard_org[204]	☐ Payer[205]
						☐ Prof/guideline_soc.[206]	☐ Educator[207]
						☐ Govern/PublHealth[208]	☐ StandardOrg[209]
							☐ ProfSocieties[210]

[189] How would the tool help you to meet your business goals better?
[190] If you are more effective, would you be able to increase your revenue from one of your sources? If yes, how?
[191] How would the tool help you to meet your business goals with fewer resources?
[192] Is there another way (another product, another method (e.g. human resource)) that can achieve similar goals as the tool?
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[205] Payer of the research. E.g. Charities, government, industry, universities,
[206] Organizations that write guidelines and professional societies. E.g. ESMO, ESTRO, ECCO.
[207] Universities and its MSc and PhD students.
[208] Member states, EMEA, EU.
[209] Organizations that define (IT) standards for medical research. E.g. ICH-GCP, CDISC.
[210] Organizations that write guidelines and professional societies. E.g. ESMO, ESTRO, ECCO.

EURECA Product	MoreEffective[189]	MoreEffective=MoreRevenue [190]	MoreEfficient[191]	CurrentMethod/Competition [192]	EndUser[193]	CareMarket?[194]	ResearchMarket?[195]
							☐ Govern/PublHealth[211]

Scenario: Click here to enter text.

EURECA Product	MoreEffective[212]	MoreEffective=MoreRevenue [213]	MoreEfficient[214]	CurrentMethod/Competition [215]	EndUser[216]	CareMarket?[217]	ResearchMarket?[218]
Click here to enter text.	Click here to enter text.	Click here to enter text.	Click here to enter text.	Click here to enter text.	Click here to enter text.	☐ Patient	☐ Trial Participant
						☐ Provider[219]	☐ Executor/Investig.[220]
						☐ Vendor[221]	☐ Sponsor/Initiator[222]
						☐ Payer[223]	☐ Vendor[224]
						☐ Educator[225]	☐ ServicePovider[226]
						☐ Standard_org[227]	☐ Payer[228]
						☐ Prof/guideline_soc.[229]	☐ Educator[230]
						☐ Govern/PublHealth[231]	☐ StandardOrg[232]

[211] Member states, EMEA, EU.
[212] How would the tool help you to meet your business goals better?
[213] If you are more effective, would you be able to increase your revenue from one of your sources? If yes, how?
[214] How would the tool help you to meet your business goals with fewer resources?
[215] Is there another way (another product, another method (e.g. human resource)) that can achieve similar goals as the tool?
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[224] Companies that market products for use in clinical research. E.g. eCRF vendors.
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[226] Organizations that provide services for trial setup or execution. E.g. Clinical research organizations, regulatory consultants.
[227] Organizations that define (IT) standards in health care. E.g. SNOMED, ISO, HL7, DICOM.
[228] Payer of the research. E.g. Charities, government, industry, universities,
[229] Organizations that write guidelines and professional societies. E.g. ESMO, ESTRO, ECCO.
[230] Universities and its MSc and PhD students.
[231] Member states, EMEA, EU.
[232] Organizations that define (IT) standards for medical research. E.g. ICH-GCP, CDISC.

EURECA Product	MoreEffective[212]	MoreEffective=MoreRevenue[213]	MoreEfficient[214]	CurrentMethod/Competition[215]	EndUser[216]	CareMarket?[217]	ResearchMarket?[218]
							☐ ProfSocieties[233]
							☐ Govern/PublHealth[234]

[233] Organizations that write guidelines and professional societies. E.g. ESMO, ESTRO, ECCO.
[234] Member states, EMEA, EU.

Scenario: Click here to enter text.

EURECA Product	MoreEffective[235]	MoreEffective=MoreRevenue[236]	MoreEfficient[237]	CurrentMethod/Competition[238]	EndUser[239]	CareMarket?[240]	ResearchMarket?[241]
Click here to enter text.	Click here to enter text.	Click here to enter text.	Click here to enter text.	Click here to enter text.	Click here to enter text.	☐ Patient	☐ Trial Participant
						☐ Provider[242]	☐ Executor/Investig.[243]
						☐ Vendor[244]	☐ Sponsor/Initiator[245]
						☐ Payer[246]	☐ Vendor[247]
						☐ Educator[248]	☐ ServicePovider[249]
						☐ Standard_org[250]	☐ Payer[251]
						☐ Prof/guideline_soc.[252]	☐ Educator[253]
						☐ Govern/PublHealth[254]	☐ StandardOrg[255]
							☐ ProfSocieties[256]
							☐ Govern/PublHealth[257]

[235] How would the tool help you to meet your business goals better?
[236] If you are more effective, would you be able to increase your revenue from one of your sources? If yes, how?
[237] How would the tool help you to meet your business goals with fewer resources?
[238] Is there another way (another product, another method (e.g. human resource)) that can achieve similar goals as the tool?
[239] Who would use the tool, who would be the customer (can be internal as well)?
[240] To whom of these stakeholders in the care market do you think this tool will be valuable?
[241] To whom of these stakeholders in the research market do you think this tool will be valuable?
[242] Nurses, physicians, hospitals
[243] Nurses, physicians, hospitals, data managers that execute the trial.
[244] Companies that market products for patient care. E.g. medical products, medical devices, electronic health records systems.
[245] Organization that has initiated the trial and functions as the trial sponsor. Usually a company, a CRO or a hospital.
[246] Payers for health care. E.g. Patients, health insurers, government agencies.
[247] Companies that market products for use in clinical research. E.g. eCRF vendors.
[248] Universities and teaching hospitals and its medical students and residents.
[249] Organizations that provide services for trial setup or execution. E.g. Clinical research organizations, regulatory consultants.
[250] Organizations that define (IT) standards in health care. E.g. SNOMED, ISO, HL7, DICOM.
[251] Payer of the research. E.g. Charities, government, industry, universities,
[252] Organizations that write guidelines and professional societies. E.g. ESMO, ESTRO, ECCO.
[253] Universities and its MSc and PhD students.
[254] Member states, EMEA, EU.
[255] Organizations that define (IT) standards for medical research. E.g. ICH-GCP, CDISC.
[256] Organizations that write guidelines and professional societies. E.g. ESMO, ESTRO, ECCO.
[257] Member states, EMEA, EU.

Scenario: Click here to enter text.

EURECA Product	MoreEffective[258]	MoreEffective=MoreRevenue[259]	MoreEfficient[260]	CurrentMethod/Competition[261]	EndUser[262]	CareMarket?[263]	ResearchMarket?[264]
Click here to enter text.	Click here to enter text.	Click here to enter text.	Click here to enter text.	Click here to enter text.	Click here to enter text.	☐ Patient	☐ Trial Participant
						☐ Provider[265]	☐ Executor/Investig.[266]
						☐ Vendor[267]	☐ Sponsor/Initiator[268]
						☐ Payer[269]	☐ Vendor[270]
						☐ Educator[271]	☐ ServicePovider[272]
						☐ Standard_org[273]	☐ Payer[274]
						☐ Prof/guideline_soc.[275]	☐ Educator[276]
						☐ Govern/PublHealth[277]	☐ StandardOrg[278]
							☐ ProfSocieties[279]
							☐ Govern/PublHealth[280]

[258] How would the tool help you to meet your business goals better?
[259] If you are more effective, would you be able to increase your revenue from one of your sources? If yes, how?
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[261] Is there another way (another product, another method (e.g. human resource)) that can achieve similar goals as the tool?
[262] Who would use the tool, who would be the customer (can be internal as well)?
[263] To whom of these stakeholders in the care market do you think this tool will be valuable?
[264] To whom of these stakeholders in the research market do you think this tool will be valuable?
[265] Nurses, physicians, hospitals
[266] Nurses, physicians, hospitals, data managers that execute the trial.
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[270] Companies that market products for use in clinical research. E.g. eCRF vendors.
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[272] Organizations that provide services for trial setup or execution. E.g. Clinical research organizations, regulatory consultants.
[273] Organizations that define (IT) standards in health care. E.g. SNOMED, ISO, HL7, DICOM.
[274] Payer of the research. E.g. Charities, government, industry, universities,
[275] Organizations that write guidelines and professional societies. E.g. ESMO, ESTRO, ECCO.
[276] Universities and its MSc and PhD students.
[277] Member states, EMEA, EU.
[278] Organizations that define (IT) standards for medical research. E.g. ICH-GCP, CDISC.
[279] Organizations that write guidelines and professional societies. E.g. ESMO, ESTRO, ECCO.
[280] Member states, EMEA, EU.

GENERAL QUESTIONS

Question	Answer
Name	Bennet Lodzig; Magdalena Góralczyk
Organization	LUH
What are the main business goals of your organization?	☐ Profit / Commercial
	x Education
	x Science/R&D/Research
	☐ Health Care
	☐ Humanitarian
	x Government / Regulatory
	☐ Other:
What are the main sources of revenue of your organization?	x End-users (incl. students, patients)
	☐ Business / Industrial / Pharma
	☐ Health insurers
	x Government
	x Competitive grants
	☐ Donors
	☐ Other:
What is the main reason you are in the EURECA project?	Safeguarding the Legal and Ethical compliance of the Project; advice on IP issues.
What do you hope to gain from EURECA?	Further expertise in the field; keeping up with the newest legal innovations in medical (care and research) data protection (and IP) law; increase grant money; increase the reputation of the institute: attract more students, scholars etc.; build a (European) academic network in the field.
What plans does your organization have for the exploitation of the EURECA project?	Dissemination via: Publications in professional journals; potentially other forms of publications (e.g. books etc.); using gained experience and knowledge for University lectures and courses; presentations at conferences; use the gained experience for other (European and national) research projects; governmental and other institutional advising.
List the main Strengths of the EURECA platform	From a data protection point of view, re-use of data serves the purpose of frugal use of sensitive patient data. Avoiding the need for multiple sensitive data collection and processing operations is, in our believe, a step into the direction of further enhancing patient privacy, whilst, at the same time, facilitating medical research.
List the main Weaknesses of the EURECA platform	The sound construction of a privacy framework is greatly challenged by the diverse applications of the EURECA platform.
Other comments	More collaborations; increase the intensity and productivity of the existing network between project partners.

GENERAL QUESTIONS

Question	Answer
Name	Annelies Kaptein
Organization	Stoneroos
What are the main business goals of your organization?	+ Profit / Commercial
	☐ Education
	☐ Science/R&D/Research
	☐ Health Care
	☐ Humanitarian
	☐ Government / Regulatory
	☐ Other: Click here to enter text.
What are the main sources of revenue of your organization?	+ End-users (incl. students, patients)
	☐ Business / Industrial / Pharma
	☐ Health insurers
	☐ Government
	☐ Competitive grants
	☐ Donors
	☐ Other: Click here to enter text.
What is the main reason you are in the EURECA project?	Create solutions, software an applications for e-Health
What do you hope to gain from EURECA?	Learn more about the e-Health domain, Build applications that will help patients better in searching information, communicate with treating physicians and share knowledge with partners in misfortune
What plans does your organization have for the exploitation of the EURECA project?	Creating eHealth tools for End users (patients) ,for end users in hospitals, physicians ,and patients themselves.
List the main Strengths of the EURECA platform	Variety of partners, clinical and ICT with domain knowledge
List the main Weaknesses of the EURECA platform	Bureaucratic procedures, complicated cooperation structure, in efficiency
Other comments	non

GENERAL QUESTIONS

Question	Answer
Name	Dr A. ten TeijeClick here to enter text.
Organization	VUA
What are the main business goals of your organization?	☐ Profit / Commercial
	☐ **Education**
	☐ **Science/R&D/Research**
	☐ Health Care
	☐ Humanitarian
	☐ Government / Regulatory
	☐ Other: Click here to enter text.
What are the main sources of revenue of your organization?	☐ **End-users (incl. students, patients)**
	☐ Business / Industrial / Pharma
	☐ Health insurers
	☐ **Government**
	☐ **Competitive grants**
	☐ Donors
	☐ Other: Click here to enter text.
What is the main reason you are in the EURECA project?	Extend our knowledge and experience, publish papers, broaden our contacts with partners.
What do you hope to gain from EURECA?	Extended knowledge and experience, published papers, a broader network of contacts with partners.
What plans does your organization have for the exploitation of the EURECA project?	Reputation: we might publish more articles, increasing our citation index. Reputation: apply and showcase our knowledge and experience on data integration & semantic web and medical AI. Quality: extend our knowledge of data integration & semantic web, medical AI, in particular of guidelines patient records, clinical trial systems and standards. Quality: extend and deepen our contacts with partners, both from the medical and from the technical side.
List the main Strengths of the EURECA platform	Variety of excellent partners. Semantic web is extensible
List the main Weaknesses of the EURECA platform	The consortium is large, so we move slowly.
Other comments	Click here to enter text.

GENERAL QUESTIONS

Question	Answer
Name	Kamal Saini
Organization	Breast International Group (BIG)
What are the main business goals of your organization?	Choose an item.
	☐ Profit / Commercial
	☐ Education
	X Science/R&D/Research
	☐ Health Care
	☐ Humanitarian
	☐ Government / Regulatory
What are the main sources of revenue of your organization?	☐ Other: Click here to enter text.
	☐ End-users (incl. students, patients)
	X Business / Industrial / Pharma
	☐ Health insurers
	☐ Government
	☐ Competitive grants
	☐ Donors
What is the main reason you are in the EURECA project?	X Other: Research Grants
What do you hope to gain from EURECA?	BIG is particularly interested in solutions for 1) improving clinical trials recruitment 2) testing trials'/protocols' feasibility 3) reuse of EHR data By participating in EURECA, BIG is also participating in R&D activities and building new partnerships.
What plans does your organization have for the exploitation of the EURECA project?	Knowledge about (possible) IT solutions for the clinical research domain
List the main Strengths of the EURECA platform	No particular plan at the moment
List the main Weaknesses of the EURECA platform	Productive consortium, wide range of expertise, enthusiasm for the research and results
Other comments	Number of partners

GENERAL QUESTIONS

Question	Answer
Name	Andre Dekker
Organization	MAASTRO
What are the main business goals of your organization?	☐ Profit / Commercial
	☒ Education
	☒ Science/R&D/Research
	☒ Health Care
	☐ Humanitarian
	☐ Government / Regulatory
	☐ Other: Heath Economics
What are the main sources of revenue of your organization?	☐ End-users (incl. students, patients)
	☐ Business / Industrial
	☒ Health insurers
	☒ Government
	☒ Competitive grants
	☐ Donors
	☐ Other: Click here to enter text.
What is the main reason you are in the EURECA project?	We are keen to get IT tools that allow us to get our hands on as much as data as possible to learn prediction models in cancer
What plans does your organization have for the exploitation of the EURECA project?	Money: We think we can sell the (IP of the) models learned in EURECA Money: We think we can save cost by re-using data in our EHR so that data managers need less time for trial eCRF Money: We think we identifiy patients quicker for more trials Reputation: We want to increase the # of patients in trials Money: We can get our hands on more grant money because we have this infra up and running Reputation: We might be able to get better doctors/students/scientitst because we have better data than others Quality/Reputation: we think we can increase the quality of the patient care at maastro thereby increasing the number of patients refered to us. Quality: We think our patients are treated better with eureca tools thereby reducing overtreatment and/or curing more patients. Reputation: We might publish more articles, increasing our citation index
List the main Strengths of the EURECA platform	Variety of excellent partners. Semantic web is extensible. Open source.
List the main Weaknesses of the EURECA platform	Will not deliver CE-marked GCP/clinical grade software
Other comments	Consortium network/contacts itself may also lead to more grants/collaborations

GENERAL QUESTIONS

Question	Answer
Name	Custodix NV
Organization	Custodix
What are the main business goals of your organization?	☒ Profit / Commercial
	☐ Education
	☒ Science/R&D/Research
	☐ Health Care
	☐ Humanitarian
	☐ Government / Regulatory
	☐ Other: Click here to enter text.
What are the main sources of revenue of your organization?	☐ End-users (incl. students, patients)
	☒ Business / Industrial / Pharma
	☐ Health insurers
	☐ Government
	☒ Competitive grants
	☐ Donors
	☐ Other: Click here to enter text.
What is the main reason you are in the EURECA project?	We expect to be able to further develop our security & privacy tools according to real business needs that exist in the field. We expect to build up more knowledge on data integration and develop demonstration tools relevant for pharmacological research in order to be able to engage in commercial projects as system integrator in the life sciences domain.
What do you hope to gain from EURECA?	Product development/Money: EURECA allows us to further develop our security and privacy toolset. EURECA gives us direct access to real-life situation requirements and immediate feedback from users; we believe that this will make our R&D trajectory more focused and efficient. Reputation: We believe that playing a prominent role in the EURECA project considerably increases our reputation as technological advanced IT-partner in the life sciences R&D domain (commercial). Future: EURECA is developing IT-solutions for a number of currently very relevant issues that exist in the life sciences domain. We hope that by being involved in this pioneering research we will be able to identify interesting exploitation opportunities at an early stage.
What plans does your organization have for the exploitation of the EURECA project?	With respect to our security and privacy tools we hope to be able to research new functionality and further develop them during the project in order to maintain (and extend) our competitiveness. For the other aspect of the project in which Custodix is involved, it is too early to have a clear view on possible exploitation paths.
List the main Strengths of the EURECA platform	Expertise and complementary nature of the partners. Architectural design principles (SOA based architecture, loose coupling) which aims at high re-useability of developed components. Business need of the targeted scenarios.

List the main Weaknesses of the EURECA platform	Not EURECA specific, but rather European research specific: there is little possibility to narrow the gap between R&D and production grade tools.
Other comments	Click here to enter text.

GENERAL QUESTIONS

Question	Answer
Name	Danny Burke
Organization	eCancer
What are the main business goals of your organization?	☐ Profit / Commercial
	☒ Education
	☐ Science/R&D/Research
	☐ Health Care
	☐ Humanitarian
	☐ Government / Regulatory
	☐ Other: Click here to enter text.
What are the main sources of revenue of your organization?	☐ End-users (incl. students, patients)
	☒ Business / Industrial / Pharma
	☐ Health insurers
	☐ Government
	☒ Competitive grants
	☒ Donors
	☐ Other: Click here to enter text.
What is the main reason you are in the EURECA project?	To improve the cancer care across Europe leading to improved patient outcomes
What do you hope to gain from EURECA?	Be a partner in a leading European project and to give the cancer community access to the technology and ideas developed in EURECA through our website
What plans does your organization have for the exploitation of the EURECA project?	Providing as much access to the EURECA project as possible through ecancer.org
List the main Strengths of the EURECA platform	A much needed platform is being created with leading partners from across Europe. The technology developed will lead directly to patient benefit
List the main Weaknesses of the EURECA platform	It is difficult to get any organisations to adopt any new technology, this will be EURECA's biggest challenge. It's no good having amazing technology if no one uses it!
Other comments	Click here to enter text.

GENERAL QUESTIONS

Question	Answer
Name	Pascal Coorevits
Organization	EuroRec
What are the main business goals of your organization?	☐ Profit / Commercial
	☐ Education
	☒ Science/R&D/Research
	☐ Health Care
	☐ Humanitarian
	☐ Government / Regulatory
	☐ Other: not-for-profit
What are the main sources of revenue of your organization?	☐ End-users (incl. students, patients)
	☒ Business / Industrial / Pharma
	☐ Health insurers
	☒ Government
	☒ Competitive grants
	☐ Donors
	☐ Other: Click here to enter text.
What is the main reason you are in the EURECA project?	Interested in the research topic of re-using EHR data for medical research We would like to set up a quality labeling and certification scheme for EHRs suitable for clinical research
What do you hope to gain from EURECA?	After – as a result of the EURECA project – a quality label/certification has been put in place, we hope that EHR vendors will have their software certified/quality labeled New EHR criteria which could be added to our repository of functional descriptive statements / modify existing criteria to suit the EURECA needs
What plans does your organization have for the exploitation of the EURECA project?	Set up a quality labeling and certification scheme for EHRs suitable for clinical research
List the main Strengths of the EURECA platform	Innovative Strong consortium with solid expertise
List the main Weaknesses of the EURECA platform	Click here to enter text.
Other comments	Click here to enter text.

GENERAL QUESTIONS

Question	Answer
Name	Stephan Kiefer
Organization	FhG
What are the main business goals of your organization?	☐ Profit / Commercial
	☐ Education
	☒ Science/R&D/Research
	☐ Health Care
	☐ Humanitarian
	☐ Government / Regulatory
	☐ Other: Click here to enter text.
What are the main sources of revenue of your organization?	☐ End-users (incl. students, patients)
	☒ Business / Industrial / Pharma
	☐ Health insurers
	☐ Government
	☒ Competitive grants
	☐ Donors
	☐ Other: Click here to enter text.
What is the main reason you are in the EURECA project?	We collaborated with Philips and other EURECA partner on ICT infrastructures in clinical cancer research. This project allows us to continue to work on services that accelerate clinical research.
What do you hope to gain from EURECA?	We want to increase our knowledge and expertise on useful secondary usage of healthcare data for clinical research. We want to gain more experience from the application domain and more reputation. We want to develop useful services for our regional clinical partners to facilitate their clinical research We want to link these services to our existing academic solutions for clinical trial management in order to increase their benefit for users.
What plans does your organization have for the exploitation of the EURECA project?	We plan to contribute with our research outcome obtained from Eureca to an ICT research infrastructure of the University Hospitals of our region. We hope to further customize it to their research needs. In addition, we plan to further exploit this outcome for new project ideas on personalized medicine.
List the main Strengths of the EURECA platform	Flexibility and extensibility to new clinical scenarios. Extensive exploitation of semantic web technologies for data integration, harmonization and usage in new ICT services
List the main Weaknesses of the EURECA platform	No GCP compliant software development envisaged EURECA does not develop a productive ICT infrastructure but just prototypic services. It is unclear how a successful service can be sustained when project will be over. It is unclear how partners can exploit their ICT components which may need the whole EURECA infrastructure to run.
Other comments	Click here to enter text.

GENERAL QUESTIONS

Question	Answer
Name	Manolis Tsiknakis
Organization	FORTH
What are the main business goals of your organization?	☐ Profit / Commercial
	☒ Education
	☒ Science/R&D/Research
	☐ Health Care
	☐ Humanitarian
	☐ Government / Regulatory
	☐ Other: Click here to enter text.
What are the main sources of revenue of your organization?	☐ End-users (incl. students, patients)
	☐ Business / Industrial / Pharma
	☐ Health insurers
	☒ Government
	☒ Competitive grants
	☐ Donors
	☐ Other: Click here to enter text.
What is the main reason you are in the EURECA project?	Promote research in EURECA relevant areas.
What do you hope to gain from EURECA?	Reputation: Through scientific publications and collaborations among partners. Publications: We expext to publish research articles in conferences, book and journals increasing our citation index Money: We think we can save cost by re-using the IT infrastructure/tools created withing the EEURECA project. Moreover, we can apply for more grands because we already have significant experieces gained through the EURECA project Knowledge: We expext to gain experiences on topics relecant to EURECA goals
What plans does your organization have for the exploitation of the EURECA project?	To gain from the EURECA project the aforementioned targets.
List the main Strengths of the EURECA platform	Variety of excellent partners. Semantic web is extensible. Open source
List the main Weaknesses of the EURECA platform	It is only a research project and it might end up without actually delivering nothing significant
Other comments	Click here to enter text.

GENERAL QUESTIONS

Question	Answer
Name	Keyur Mehta
Organization	GBG
What are the main business goals of your organization?	☒ Profit / Commercial
	☐ Education
	☒ Science/R&D/Research
	☒ Health Care
	☐ Humanitarian
	☐ Government / Regulatory
	☐ Other: Click here to enter text.
What are the main sources of revenue of your organization?	☐ End-users (incl. students, patients)
	☒ Business / Industrial / Pharma
	☐ Health insurers
	☐ Government
	☒ Competitive grants
	☐ Donors
	☐ Other: Click here to enter text.
What is the main reason you are in the EURECA project?	We would like to improve our ability to recruit patients
What do you hope to gain from EURECA?	Increased European Cooperation in Cancer Research
What plans does your organization have for the exploitation of the EURECA project?	Reputation: We might publish more articles increasing our citation index Reputation: Increase number of patients in trials Money: Re Quality/Reputation: Identify patients more efficiently and quickly
List the main Strengths of the EURECA platform	Open Source, Pan European,
List the main Weaknesses of the EURECA platform	Click here to enter text.
Other comments	Consortium will lead to more grants/collaboration

GENERAL QUESTIONS

Question	Answer
Name	Cyril Krykwinski
Organization	IJB
What are the main business goals of your organization?	☐ Profit / Commercial
	☒ Education
	☒ Science/R&D/Research
	☒ Health Care
	☐ Humanitarian
	☐ Government / Regulatory
	☐ Other: Click here to enter text.
What are the main sources of revenue of your organization?	☒ End-users (incl. students, patients)
	☒ Business / Industrial / Pharma
	☒ Health insurers
	☒ Government
	☒ Competitive grants
	☒ Donors
	☐ Other: Click here to enter text.
What is the main reason you are in the EURECA project?	To develop IT tools that will help us improve patient recruitment into trials and their long-term follow-up To develop reusable NLP and extensive Semantic web tools to extract relevant clinical information from textual patients' data. To collaborate with partners (clinical, academic, private) in the field of bio-informatics for care and clinical trial systems. To validate in real-world situations strategic choices that have been made according to interoperability concerns in the field of clinical research.
What do you hope to gain from EURECA?	idem Acquired experience in terms of semantic, ontologies and Natural Language Processing technics.
What plans does your organization have for the exploitation of the EURECA project?	Reuse and improve NLP tools to extract relevant information from textual patients' data. Extend NLP tools to a wider variety of contexts and research questions. Improve trial recruitment. Filling eCRF automatically, this leads to more reliable and cheaper academic research.
List the main Strengths of the EURECA platform	Variety of collaborative partners. Development of reusable NLP and extensive Semantic web tools. Open source.
List the main Weaknesses of the EURECA platform	Heavy procedures for data exchange, even when local regulations are complied with Fuzzily defined legal status of various tools and parts of the platform. Envisioned platform seems to be external to local IT systems, whereas we wish to integrate EURECA tools inside local IT systems (both for care and research).
Other comments	Click here to enter text.

GENERAL QUESTIONS

Question	Answer
Name	Anca Bucur
Organization	Philips
What are the main business goals of your organization?	x Profit / Commercial
	☐ Education
	x Science/R&D/Research
	☐ Health Care
	☐ Humanitarian
	☐ Government / Regulatory
	☐ Other: Click here to enter text.
What are the main sources of revenue of your organization?	☐ End-users (incl. students, patients)
	x Business / Industrial / Pharma
	☐ Health insurers
	☐ Government
	☐ Competitive grants
	☐ Donors
	☐ Other: Click here to enter text.
What is the main reason you are in the EURECA project?	Click here to enter text.
What do you hope to gain from EURECA?	Knowledge, joint collaborative work withorganizations with complementary expertise
What plans does your organization have for the exploitation of the EURECA project?	The tools developed could be the basis for ideas in future products
List the main Strengths of the EURECA platform	Interoperability, shared semantics based on standards, large community participating in the development.
List the main Weaknesses of the EURECA platform	Too early in the development to evaluate
Other comments	Click here to enter text.

GENERAL QUESTIONS

Question	Answer
Name	Norbert Graf
Organization	UdS
What are the main business goals of your organization?	☐ Profit / Commercial
	X Education
	X Science/R&D/Research
	X Health Care
	☐ Humanitarian
	☐ Government / Regulatory
	☐ Other: Click here to enter text.
What are the main sources of revenue of your organization?	☐ End-users (incl. students, patients)
	☐ Business / Industrial / Pharma
	X Health insurers
	X Government
	X Competitive grants
	☐ Donors
	☐ Other: Click here to enter text.
What is the main reason you are in the EURECA project?	Personalized Medicine is one of our goals. Within EURECA new models and data sharing will be made possible. It is complementary to p-medicine project.
What do you hope to gain from EURECA?	Transfer of tools and models to the medical community Better treatment for patients Fostering patient empowerment Better reputation by being at the front end of research in this area Platform for sustainability of tools and models together with other VPH projects
What plans does your organization have for the exploitation of the EURECA project?	Going to medical conferences to promote EURECA Demonstrating tools and models to clinicians in the same hospital and in the Society of Pediatric Oncology Writing scientific papers
List the main Strengths of the EURECA platform	Open source Great consortium Clinical driven scenarios and use cases
List the main Weaknesses of the EURECA platform	Plan or business model to sustain the infrastructure needs to be developed
Other comments	Networking with industry needs to be enhanced

GENERAL QUESTIONS

Question	Answer
Name	Francesca Buffa
Organization	UOXF
What are the main business goals of your organization?	☐ Profit / Commercial
	x Education
	x Science/R&D/Research
	x Health Care
	☐ Humanitarian
	☐ Government / Regulatory
	☐ Other: Click here to enter text.
What are the main sources of revenue of your organization?	x End-users (incl. students, patients)
	x Business / Industrial / Pharma
	☐ Health insurers
	x Government
	x Competitive grants
	x Donors
	☐ Other: Click here to enter text.
What is the main reason you are in the EURECA project?	We are keen to develop/get IT tools/solutions that allow us to facilitate the collection and storage of data. These data will be used to build cancer diagnostic, prognostic and predictive biomarker classifiers. In the first instance we are applying and testing these tools to Sarcoma and Breast cancer.
What do you hope to gain from EURECA?	Quality: we think that we can improve patient care and prognosis by using the above models. Reputation: we think that we can generate efficiently new knowledge that can be transferred, and will allow us to deliver new treatments and solutions for patient care. Save time and money: we think that we can re-use data and models quickly and effectively. Ethical and legal guidance: we think that we can be better supported in the application of existing legislation. Community added value: we will transfer this knowledge to the public domain by publishing. Money: if successful we can extend to further application areas and attract further funding.
What plans does your organization have for the exploitation of the EURECA project?	Use of some of the tools generated by the project to optimize data transfer and handling to help patient care Register and sell IP of models developed within the project or from using the tools developed in the project Extend application of tools to further cancer and health research areas
List the main Strengths of the EURECA platform	Excellent partners. Open source.
List the main Weaknesses of the EURECA platform	Not clear plan for Good Clinical Practice from developers
Other comments	Possibility of further collaborations generated from the consortium

GENERAL QUESTIONS

Question	Answer
Name	Raúl Alonso-Calvo
Organization	UPM
What are the main business goals of your organization?	☐ Profit / Commercial
	☒ Education
	☒ Science/R&D/Research
	☐ Health Care
	☐ Humanitarian
	☐ Government / Regulatory
	☐ Other: Click here to enter text.
What are the main sources of revenue of your organization?	☒ End-users (incl. students, patients)
	☐ Business / Industrial / Pharma
	☐ Health insurers
	☒ Government
	☒ Competitive grants
	☐ Donors
	☐ Other: Click here to enter text.
What is the main reason you are in the EURECA project?	My interest in creating innovative tools and research.
What do you hope to gain from EURECA?	Expertise in biomedical informatics area
What plans does your organization have for the exploitation of the EURECA project?	Quality / Reputation: Publications of research results
List the main Strengths of the EURECA platform	Semantic interoperability and data integration from different organizations.
List the main Weaknesses of the EURECA platform	-
Other comments	Click here to enter text.

ANNEX 2 GLOSSARY

Term	Description
BIG	The Breast International Group
CDISC	Clinical Data Interchange Standards Consortium
CE	Conformité Européenn
CRO	Contract Research Organization
Custo	Custodix
DSS	Decision Support System
eCancer	Ecancermedicalscience
eCRF	Electronic Case Report Form
ECCO	European CanCer Organisation
EC	European Commission
EORTC	European Organisation for Research and Treatment of Cancer
EMEA	European Medicines Agency
ESMO	European Society of Medical Oncology
ESTRO	European Society of Radiation Oncology
EuroRec	EuroRec
FhG	Fraunhofer Gesellschaft zur Förderung der angewandten Forschung e.V
FORTH	Foundation for Research and Technology
GCP	Good Clinical Practice
GBG	The German Breast Group
ICT	Information and communication technology
IJB	Institut Jules Bordet
LUH	Leibniz University Hannover
MAASTRO	Maastricht Radiation Oncology Clinic
NLP	Natural Language Processor
NRC	NRC-ITT – Canada
Philips	Philips Research
SIT	Stoneroos Interactive Television
PI	Principal Investigator
SOA	Service-oriented architecture
UdS	University of Saarland (Medical School)
UOXF	The Chancellor Masters and Scholars of the University of Oxford
UPM	Universidad Politechnica de Madrid
VUA	Vrije Universiteit Amsterdam
Xer	Xerox

ANNEX 3 PARTNER CONTACT PERSON

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