# CASE STUDY

## HEALTH ACTORS

HEALTHTECH - HEALTHCARE - MEDTECH
BIOTECH - PHARMATECH - PATIENT CARE

**Skopai**
Deep Tech Insights

Look
FURTHER

## CHALLENGES

As a health professional, you may find it difficult to identify and track new technologies and the innovation ecosystem in your field of interest.

When you launch an open innovation initiative, you need to be sure that you have an up-to-date and relevant database.
Moreover, it is not easy to understand the technicalities of innovative companies without the help of an expensive expert.

## OUR VISION

In a competitive environment, identifying and working with innovative companies has become crucial.

It is important not to miss a major innovation, to be the first on new patented technologies and new drugs, to be aware of new trends, active sectors…

The Internet has become a far too vast source of information. Doing an exhaustive search can seem insurmountable.

Our AI platform offers you a **comprehensive set of qualified real-time information on any start-up, with a special focus on Deep Tech.**
Skopai helps you identify the start-ups that interests you and gives you a 360° view of them.

# BECOME PROACTIVE IN YOUR FIELD OF EXPERTISE

The fabric of health start-ups is dense and dynamic. In France, more than 60 biotechnology companies are created each year. France Biotech forecasts in 2017 that the HealthTech sector could generate a global turnover of more than 40 billion euros by 2030 in France.

Today, innovation in healthcare is often driven by **young companies** that are attracting increasing interest from large pharmaceutical groups. **These small structures are very creative, agile and fast.**

**Healthtech, Apptech, Medtech, Healthcare, Wellness, Diagnosis, Telemedicine** ... The panel of health start-ups is wide. As a professional in this sector, you need to have access to the future nuggets that will provide you with the missing technology for your development.

## DON'T BE LEFT BEHIND BY TECHNOLOGICAL PROGRESS

With our AI solution, you will be able to identify the different **stages of clinical trials, the stage of patents, certifications, awards obtained, etc...**

Skopai tracks your start-ups of interest and alerts you to new developments.
**Molecule names, type of vaccination process ... You will know everything in the blink of an eye.**

Get out of the
LABYRINTH

# SKOPAI'S OFFER

## KEY FEATURES FOR THE HEALTH SECTOR

We build a **landscape** for you of start-ups corresponding to your research fields

Follow the **evolution of the start-ups' patents** in your portfolio

Create **alerts** on your preferred sectors

Automate **the monitoring of the clinical stages** of innovative companies that correspond to your field of excellence

Automate the monitoring of the **scientific articles** of the companies you follow

Identify companies with **similar technologies** to those you are studying

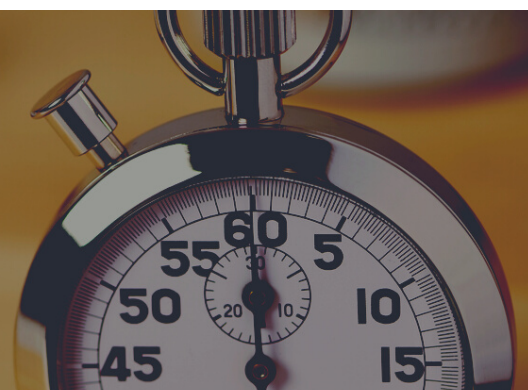Skopai offers you a powerful tool, allowing **automatic identification** of the companies you wish to target.

Our analysis tools allow you to **detect innovative companies all over the world** and to sort them based on your criteria (technology, teams, patents, maturity level, etc.).

We allow users to **access live information on all these companies**.

In addition, our tool will allow you to **automate the generation and updating of your key performance indicators and barometers.**

Our platform is **collaborative** and allows you to share the detected start-ups with your colleagues, as well as documents on the companies. This enables you to exchange information, even remotely on the qualification of the companies you detect.

Your ally in gaining
# EFFICIENCY

# USE CASE

## VCoE : VENTURE CENTRE OF EXCELLENCE

SKOPAI has partnered with the EIT Health and the EIF (European Investment Funds) in the Venture Centre of Excellence project created in 2020. This is a public-private co-investment programme to facilitate the financing of European SMEs in the health sector.
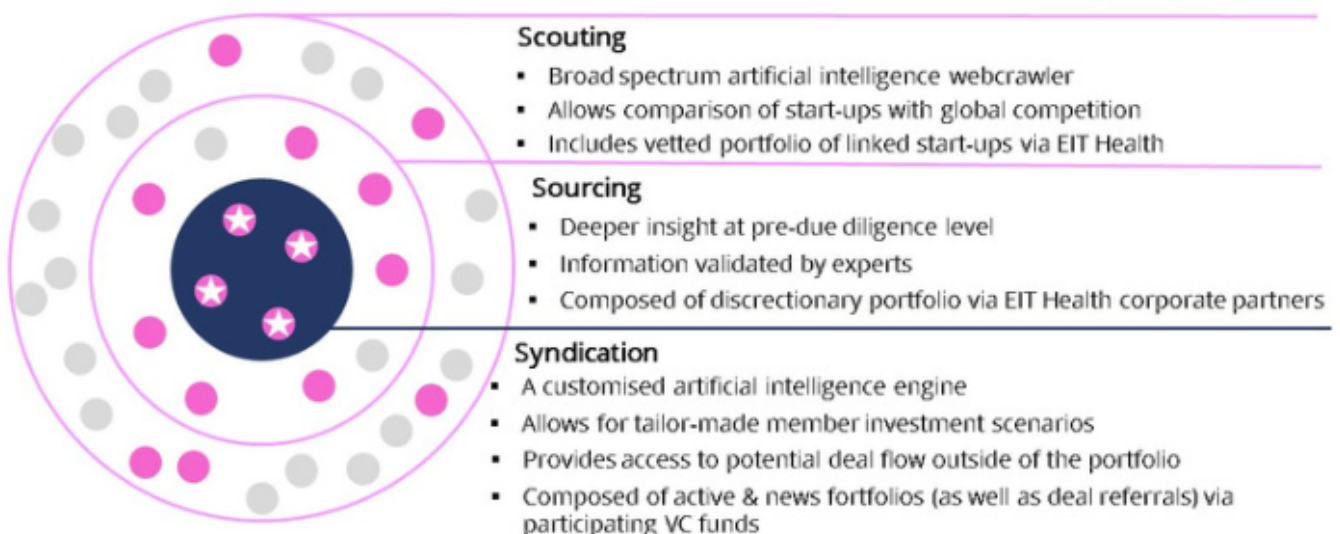
SKOPAI has developed the platform that helps VCoE members to co-invest. The platform, powered by AI, provides the VCoE with the ability to find relevant information from a large amount of information available on the net, which would be difficult to analyse manually.

### TESTIMONY

"We have worked closely with Skopai for many years. Their research, tools and know-how have enabled the realisation of ambitious European projects such as the European Investment Fund's Venture Centre of Excellence programme.

Jean-Marc Bourrez
Director EIT Health France & Co-Managing Director InvestHealth

**The VCOE offers its members unparalleled access to European business flows in the field of life sciences and healthcare.**



### Scouting
- Broad spectrum artificial intelligence webcrawler
- Allows comparison of start-ups with global competition
- Includes vetted portfolio of linked start-ups via EIT Health

### Sourcing
- Deeper insight at pre-due diligence level
- Information validated by experts
- Composed of discrectionary portfolio via EIT Health corporate partners

### Syndication
- A customised artificial intelligence engine
- Allows for tailor-made member investment scenarios
- Provides access to potential deal flow outside of the portfolio
- Composed of active & news fortfolios (as well as deal referrals) via participating VC funds

Venture Centre of Excellence

powered by
Skopai
Deep Tech Insights

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DO YOU FEEL LOST IN THE MASS OF START-UPS ?

SEE YOU AGAIN SOON!

WE FIND THEM FOR YOU !