Dream → AcexHealth → Execute
Health Accelerator of Andalucía

OUR PROJECTS NEED LEADERS!!!
Leaders who can give them vision, identity, keep the stakeholders and the project team on board and make the difficult decisions that will enable the project to continue (or, if necessary, be terminated). And you have the opportunity to take part in this exciting adventure that will make the world a better place!

The focus of the **AcexHealth Leadership** program is to identify and match potential CEOs of startups specialized in Health.

In Southern and Eastern Europe, there is a worrying gap between the number of innovative health technologies developed at universities and R&D centers and the number of such technologies reaching the market and, therefore, the patient. Our research shows that impactful startups with strong teams are better placed to commercialize promising health solutions and transform our health system.

The inherent risks associated with the development and commercialization of technological innovation in healthcare, combined with the implicit complexity of the technology transfer and regulatory processes, increases the uncertainty of any planning exercise and its execution.

Organizations that have executives trained in senior management specialized in healthcare improve their competitiveness and promote competencies that contribute to a higher probability of successful management over the many hurdles to success in the health technology space.

The main objective of this program is **to identify profiles of entrepreneurs and/or business executives** with the necessary knowledge and interest in leading projects that arise from a series of innovative health initiatives that can potentially become a health technology startup, or take the lead of a health technology startup already established in this field.

The projects and companies will be previously selected and matched by a qualified committee.

Remuneration will be negotiated directly with the company and will most likely be a combination of equity and salary.

Call for Leaders:
An open call is launched to identify and meet potential entrepreneurs and/or interested executives to pair with high potential health technology projects that require this profile.

Apply for **AcexHealth Leadership** if you:
- ✓ Have entrepreneurship development experience in areas like business, operations, marketing, strategy and want to apply your skills to bring an impactful health solution to market.
- ✓ Want to partner up with brilliant technologists and become a co-founder or team member of an innovative health startup.

In order to identify these profiles, we need you to fill the **AcexHealth Leadership** registration form.

Those interested individuals will access the registration form which, once completed, will be evaluated by the organizing committee and a personal interview will be arranged to learn more about the candidate's background, perspective and expectations. There will be no requirement of origin for the candidates. The projects or startups are all based in Andalusia.

There will be two forms of action depending on the profiles obtained:

1) Skilled leaders with previous experience in the healthcare sector.
2) Skilled leaders with business knowledge and no previous experience in the healthcare sector: they will be provided with the resources to train them through a training and follow-up program regarding the basic and fundamentals of the healthcare sector. E.g. entrepreneur in residence

All entrepreneurs and business people in all legal forms and sectors of activity, including individual entrepreneurs, who have the capacity and interest to develop a business project in Andalusia, may participate.

Once the projects have been selected (see next point), a targeted dissemination of the projects will be made among the candidates and an individual meeting will be arranged with those who show interest in order to deepen the details.

If necessary (for instance for more junior profiles or for those with less knowledge of the healthcare sector), they will be offered the possibility of accessing a training itinerary or mentoring specific itinerary. For this purpose, the support of business schools and entrepreneurship networks will be provided, which will also contribute to the dissemination of the call to identify these profiles.

Call for Projects:

Through the Technology Transfer Offices of the SSPA and the different Andalusian universities, the organizing committee will carry out a sweep of disruptive technological projects with high potential in the field of health.

A form (template) will be filled in for each project to be added to the repository. Currently the projects are located in https://acexhealth.com/projects/

AcexHealth Leadership will seek support from Technology Transfer Offices and different research, transfer and innovation centers and networks to disseminate this initiative and identify potential projects that can be linked to the identified manager profiles.

Once a year, a selection will be made of those projects that have a higher probability of becoming consolidated in an entrepreneurial project and eventually in a company.

Closing of agreements

Once profiles have been identified and the relevant agreements between the leaders and the organization have been executed, the former might be supported by the Organizing Committee in the following aspects:

1. Some Schools of Management and High Studies can provide specific training on those technical knowledge and skills that candidates may need to launch the business project with certain guarantees of success.
2. Follow-up mentoring and personalized advice to the candidates and corresponding researchers may also be provided with the aim of facilitating as much as possible the start-up of the business project. It includes the establishment of all relevant collaboration agreements and/or exploitation license agreements.
3. Eventual connection with private investors specialized in health.

For the closing of the agreements; in the case of an already established company, the final decision will be taken by the partners of the company. In the case of projects that are not yet incorporated as a company, the organizing committee, in agreement with the research team, will select the best candidate to lead the business project.

Organizers: