AAL Call 2018

SMART SOLUTIONS FOR AGEING WELL

Dr. Gerda Geyer

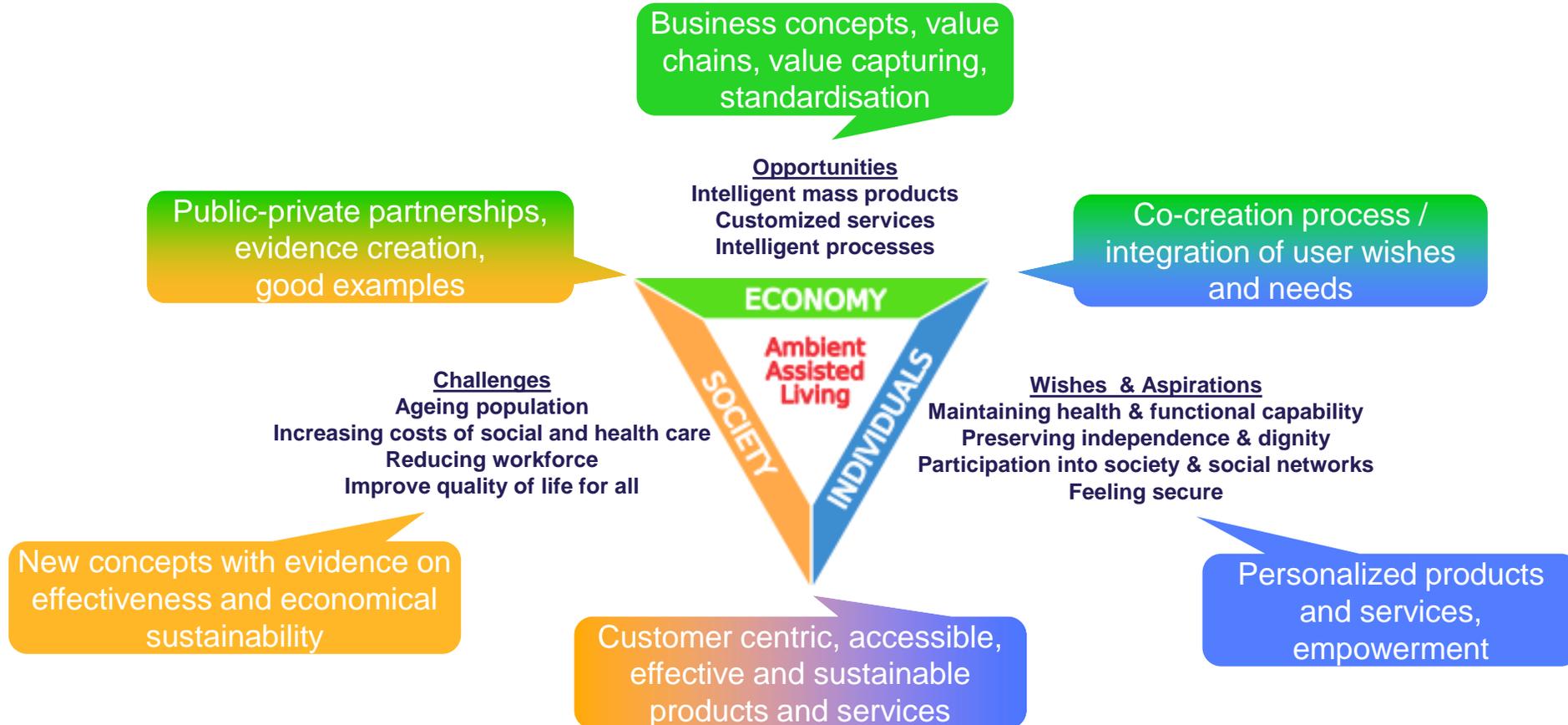Vienna 2018 02 15

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AAL – Requirements & Opportunities

TAALXONOMY

HEALTH & CARE

Health & Care Compromises products and services which collect and manage **medial data**, which support **therapy** and **care** activities, as well as those assisting in **nutrition** and **personal hygiene**.

MOBILITY & TRANSPORT

Mobility & Transport consists of products and services that on the one hand serve as **transportation measures for persons and goods,** and on the other hand offers **travel information, navigation** and **orientation** solutions.

LIVING & BUILDING

The category **Living & Building** covers products and services for **water** and **energy supply, light management, room climate** as well as measures for design **barrier-free rooms**. Additionally, **maintenance** and **access control** are in this category.

WORK & TRAINING

Participation in the working life is covered by the category **Work & Training**. It contains **work supporting** measures and products and services for **job specific learning and training**.

LEISURE & CULTURE

The category **Leisure & Culture** consists of products and services which enrich or enable recreational activities in leisure time, and cultural activities. **Sports, media and games** are covered, as well as **culture, religion and travelling**.

SAFETY & SECURITY

Safety & Security contains products and services which **prevent damages** and burglary or which support the user in cases of **falls**. Furthermore, **localisation** and **emergency management** is part of this category.

VITALITY & ABILITIES

The category **Vitality & Abilities** compromises products and services that support, train or enable **basic physical, mental and social abilities** that are essential require-ments for independent living.

INFORMATION & COMMUNICATION

Information & Communication compromises products and services which on the one hand **present knowledge** and offer **advisory functions,** and on the other hand support and enable **interpersonal communication** and **organisation** of daily living.

Source: TAALXONOMY (Synyo, University of Innsbruck, Eurac)

CALL CHALLENGE

The AAL Call 2018 is open to developing ICT-based solutions targeting any application area(s) within the AAL domain. The solutions need to be embedded into the strategies of the participating end-user organisations, service providers and business partners.

The wishes and aspirations of older adults in combination with the demands from the other stakeholders involved – e.g. providers and payers - will have a critical role in shaping useful and attractive AAL solutions with a high market potential.

Different markets require different approaches.

AAL MARKETS I

Solutions aiming at "private consumer markets" with aspects such as wellbeing, lifestyle, independence, work, fun and comfort. Buyers: mainly older adults, families, social networks.

AAL MARKETS II

Solutions aiming at "regulated markets" such as health and care, social care, and housing.

Buyers: mainly secondary / tertiary end-user groups (care organisations, municipalities, …).

Solutions provided as part of a more complex service offer.

Requirement for proven evidence about the effects and effectiveness of ICT-based solutions before adopting them fully. Solutions have to fit into the vision and strategy of the involved organisations.

ICT FOR AGEING WELL

What kind of projects can be funded?

AAL PROGRAMME | ICT FOR AGEING WELL

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DEMAND FOR MORE FLEXIBILITY

Over the years end-users groups and other partners in consortia reported that it is difficult to fully explore new approaches or target new business sectors or stakeholder groups within the close framework and time schedule of a fixed multi-annual project. They have asked for more flexible and short term possibilities for substantial cooperation.

PROJECTS

AAL Call 2018 allows for more <u>flexibility</u> regarding <u>scope, size and duration</u> of the proposed projects.

Two types of projects can be funded:

- *Small collaborative projects and*
- *Collaborative projects*

SMALL COLLABORATIVE PROJECT I

- Intended to be quicker
- More agile regarding submission process, grant signature and reporting
- Maximum duration of 6 months
- Maximum funding of € 300.000

- They can result in well-substantiated ideas or proposals for AAL solutions to be submitted in a later AAL call (or elsewhere).

SMALL COLLABORATIVE PROJECT II

- Aim at exploring new ideas, concepts and approaches
- Reach out to new stakeholders for inclusion in (future) development of AAL solutions
- Build strong collaborations with end user organisations
- Support community building with new customers
- Create shared agendas

SMALL COLLABORATIVE PROJECT III

Intense collaboration with end-users at an early stage:

- Thoroughly investigate wishes and needs for appealing solutions;
- Explore novel and improved approaches for involving all types of end users;
- Validate benefits for end-user organisations, enhancing their own processes;
- Explore ways for opening up the market for ICT based solutions for older adults;
- Assess the project concept in relation to market potential.

COLLABORATIVE PROJECT I

- User-driven through co-creation
- Address a specified challenge
- Route to market needs to be clearly described and aligned with the business strategies of the partners responsible for commercialisation
- Duration of 18 to 36 months
- Maximum funding of €2.500.000.
- Short time-to-market introduction within a maximum of two years after the end of the project
- Technology readiness levels 5-8

COLLABORATIVE PROJECT II

- **Strong involvement of end users** – especially secondary and tertiary – and other relevant stakeholders in the shaping of solutions and in creating respective markets

- Requirement analyses: project consortia are expected to build on knowledge that is already available. If further requirement analyses are needed, this has to be duly justified in the proposal.

- Strong business and market orientation (validate, sell, launch)

COLLABORATIVE PROJECT III

Depending on the <u>type of market,</u> the proposed solutions need to respond to different requirements.

➢ *Solutions targeting the private consumer markets*
➢ *Solutions targeting the regulated markets*

SOLUTIONS TARGETING THE PRIVATE CONSUMER MARKETS

- Submitted proposals are expected to develop ICT-based solutions for supporting older adults by addressing issues such as wellbeing, lifestyle or comfort aspects.
- **Clearly described route to market and an identified leader for commercialization.**
- **These projects must be led by an enterprise partner or an end-user organisation partner.**
- An end users organization is eligible as coordinator if their role will be launching customer or business partner offering the solution to their clients.

SOLUTIONS TARGETING THE REGULATED MARKETS

- Submitted proposals are expected to develop ICT-based solutions for supporting older adults that can be integrated in the strategies of user organisations, service providers and business partners.

- Urgent need for proven evidence about the effects and cost-effectiveness: prominent role for iterative testing and substantial evaluations.

- Secondary end-user organisations are expected to be able to integrate the solutions in their policies, service offers to older adults and their networks, work processes, reimbursement systems etc.

ELIGIBILITY CRITERIA I

- Submission of a complete proposal through the AAL electronic submission system before the deadline, as specified in the Guide for Applicants.

- English as the language of the proposal.

- Consortium composition of at least 3 independent eligible organizations (legal entities), from at least 3 different AAL Partner States participating in the Call for Proposals

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ELIGIBILITY CRITERIA II

- Consortia must include at least one eligible for-profit business partner

- Consortia must include at least one eligible for-profit SME partner which can be the business partner.

- Consortia must include at least one eligible end-user organisation.

EXPECTED IMPACT

By funding the development of AAL solutions, the AAL Programme aims to create evidence of improved quality of life, added value for end-users, usefulness and effectiveness of the solutions, as well as evidence of their reliability, security, and financial viability, with positive business cases for potential payers.

EXPECTED IMPACT / QUALITY OF LIFE

- Living a healthy, active and meaningful life.
- Living independently and safely for longer at home (keeping the decision and control of their daily activities) with support from their carers and community.
- Living in dignity and satisfaction.

In case the proposed ICT-based solution includes informal and/or professional carers, it should support them to:

- Reduce stress and care burden;
- Build resilience;
- Improve the quality, efficiency and effectiveness of the care they provide.

AAL PROGRAMME | ICT FOR AGEING WELL

EXPECTED IMPACT / MARKET

- A large(r) exploitation of ICT based solutions for supporting older adults throughout the ageing process. This includes facilitating their supporting environment.

- A growing public/regulated and private consumer market of interoperable and scalable AAL systems to support active, healthy, and independent living.

- More European/international collaboration, including end-users, industry and other stakeholders in the value chain.

- Savings for the social/care system as older adults are supported in living independently in their homes for longer, thus lowering the need for homecare and delaying the move to institutionalized/community care.

- http://www.aal-europe.eu/support-to-projects/end-users/
- http://www.aal-europe.eu/support-to-projects/aal2business/
- http://www.aal-europe.eu/call-challenge-2018/
- http://deliverables.aal-europe.eu/

- https://www.ffg.at/content/benefit-unterlagen-und-pr-sentationen

LOOKING FORWARD TO RECEIVE YOUR PROPOSALS AND
GOOD LUCK!

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