

H2020-ICT-2019-2 Photonics Manufacturing Pilot Lines for Photonic Components and Devices

MedPhab

Photonics Solutions at Pilot Scale for Accelerated Medical Device Development

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= Deliverable D9.6 =

Events strategy, planning and calendar

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Disse	Dissemination level				
PU	Public	х			
PP	Restricted to other programme participants (including the Commission Services)				
RE	Restricted to a group specified by the consortium (including the Commission Services)				
СО	Confidential, only for members of the consortium (including the Commission Services)				



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Executive Summary

In accordance with Work Package 9 (Exploitation, dissemination and communication) under grant agreement 871345, we present herein Deliverable 9.6, Events strategy, planning and calendar to support MedPhab in its aim to serve as Europe's first pilot line dedicated to the manufacturing, testing, validating and upscaling of new photonics technologies for medical diagnostics. The Events strategy covers the scope, aims and KPIs of MedPhab events according to the key target stakeholders and the messages to be disseminated. The events calendars detail the events and outcomes from January-October 2020 and a list of provisional events for November- December 2020 and 2021.

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1. Introduction

This Deliverable 9.6 sets out an events strategy, planning and calendar to support MedPhab in its aim to serve as Europe's first pilot line dedicated to the manufacturing, testing, validating and upscaling of new photonics technologies for medical diagnostics. This deliverable belongs to the Task 9.2 "Technology workshops, expositions and events", which is active during the whole lifecycle of the project.

The events strategy presented in this document, is based on the successful procedures implemented by the dissemination leader in MedPhab, EPIC. This strategy will be strongly supported by David McGovern, from TNI as the exploitation manager and will require the participation of MedPhab Consortium.

The sections of this document contain the following:

Section 2 details the events strategy, which includes the scope and aims of all MedPhab events according to the project's key objectives for each phase of the project, the key target groups and key messages. This section also covers the role of social media in the promotion of MedPhab events as well as the KPIs for measuring the effectiveness/success of each event.

Section 3 contains a calendar of MedPhab events as follows:

- **Table 3** lists the face-to-face MedPhab events with event outcomes, organized from January-March 2020
- **Table 4** details the online MedPhab events and outcomes held between April-September 2020 and provisional events for November-December 2020.
- **Table 5** is a provisional calendar of MedPhab events for 2021.

2. Events Strategy

MedPhab participation will be prioritised for key medical events and exhibitions in and outside of Europe with presence either be by means of an Expo Booth, Forum, Workshop or Match Making activity. Regional events organized in partnership with In-vitro diagnostics (IVD) and medical devices (MD) associations and innovation centres will be a priority. Organised VIP networking events at executive level and also technology watches during exhibitions along with EPIC annual Biophotonics workshop will bring together representatives of the whole photonics value chain as well as clinicians to facilitate transition of the innovation into the clinical practice. Additional effort will be undertaken to target SME with great future potential and organisation of the meetings involving potential investors.

2.1. Scope of events

It is planned to use the following type of face-to-face events to promote all aspects of the project:

- Technical conferences and symposia
- Leading photonics exhibition events such as Photonics West and Laser World of Photonics
- Leading application-oriented events such as MedTech LIVE, MEDICA/COMPAMED
- Various technical meetings and networking events organised by EPIC

• Pilot Line workshops fostering collaboration between projects and giving extra visibility to the partners of the project

As a result of the COVID-19 pandemic, since March2020, all exhibitions and face-to-face events have been postponed or transformed into online events. As the result MedPhab was attending on-line technology meetings and virtual exhibitions. Despite this situation, which is likely to continue for the foreseeable future, the project has been successful in exploiting these dissemination opportunities and additionally planning other counter measures such as holding webinars and enriching online presence.

The criteria for selection of events remains unchanged and is based on the event topic, expected opportunities for leads generation for MedPhab as well as projected trends of market reports for various application fields (e.g. Medical Wearables: from 2019 Special report on Medical Wearables Technology, Industry and Market Trends for EPIC by EPIC & YOLE Development SA)

2.2. Key objectives of MedPhab events

The key objectives of MedPhab's events are:

- 1. Create broad awareness and understanding of the MedPhab pilot line services.
- 2. Maximize the number of companies applying to use MedPhab's technologies and services.
- 3. Create an investor/user eco-system comprising investors and people at decision-maker level from hospitals and the key companies who are interested in emerging photonics-based technologies and engaging with the EU photonics/medical device ecosystem.

As detailed in Deliverable D9.2 "Project Dissemination and Communication Strategy" different emphasis will be placed on these objectives according to the three phases of the project as illustrated in Figure 1.

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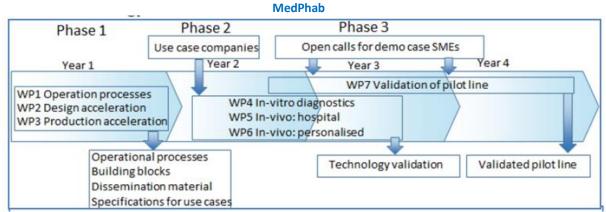


Figure 1. Three phases to target objectives and validate the operation model.

Key objectives of MedPhab events during phases 1 & 2:

- Focus on branding, i.e. to broaden awareness of the aims, objectives and technology of the MedPhab project to all target groups.
- Engage particularly with potential pilot line users and end users of MedPhab devices via a range of events.
- Support generation of a photonic medical network comprising people at decision-making level within hospitals and key companies interested in emerging photonics-based technologies and engaging with the pre-existing EU photonics/medical device ecosystem.

Key objectives of MedPhab events during phase 3:

- Continue to promote the MedPhab project to all target groups.
- Focus on maximising the number of SMEs applying to participate in the validation process in phase 3 through the open calls.
- Greater focus on the commercial aims of the project to maximise number of pilot line users and investor involvement to ensure sustainability of pilot line.

2.3. MedPhab messages

MedPhab has the following key messages:

- 1. Photonics technologies have become a key enabler for modern medical devices ranging from diagnostics to surgical tools and therapeutics.
- 2. The high diversity of photonics technologies in scattered ecosystems together with highly regulated validation and production of devices present major challenges for both end-user companies and manufacturers.
- 3. MedPhab addresses these challenges by giving European SMEs easy access to a unified infrastructure dedicated to manufacturing, testing, validation and up-scaling of new photonics technologies for medical diagnostics.
- 4. Having both research organizations and ISO13485 certified companies in MedPhab allows seamless development chain from concept phase to production in highly regulated domain.
- 5. MedPhab will enable companies to accelerate design and product development, reduce R&D and production costs, and overcome the difficulties of highly demanding regulatory compliance for SMEs launching their first product to market.

- 6. In this way, European SMEs will be able to complete more favorably with their global competitors in the medical device market making them an attractive proposition for investors.
- 7. The commercialization of MedPhab technology will enable Europe to benefit from improved health and patient care, increased revenue, increased job-growth and training opportunities and a strengthened photonics ecosystem.
- 8. MedPhab offers exciting opportunities for new collaborative research into the next generation of photonics based medical diagnostic devices.
- 9. Different emphasis will be given to these messages according to the target group as shown in Table1 in section 2.6 below.

2.4. Target Groups

MedPhab events will target the following 8 groups:

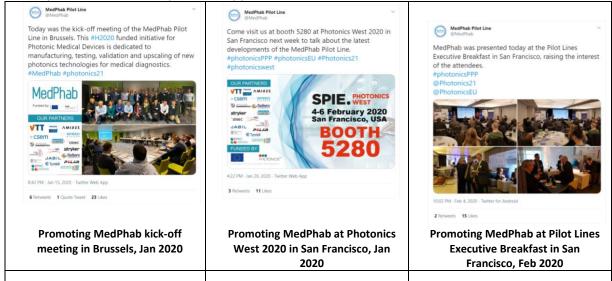
- Group 1: Users of the pilot line
- Group 2: End-users of MedPhap products
- Group 3: Research and scientific community
- Group 4: Policy Makers & Funding Agencies
- Group 5: General public and the media
- Group 6: Standards & Regulatory Bodies
- Group 7: Other EU pilot lines
- Group 8: Investors

For more details address to Deliverable D9.2 "Project Dissemination and Communication Strategy".

2.5. Social media and website

The social media (Twitter and LinkedIn) and the project web-site are used with our events strategy to increase visibility of MedPhab and reach out to the various stakeholders. This involves pre-meeting posts to promote the events and real time and post meeting posts to generate interest and to create content for the pilot line website. When communicating on Twitter or other social media about MedPhab activities, #Photonics are included together with @Photonics21 and @PhotonicsEU

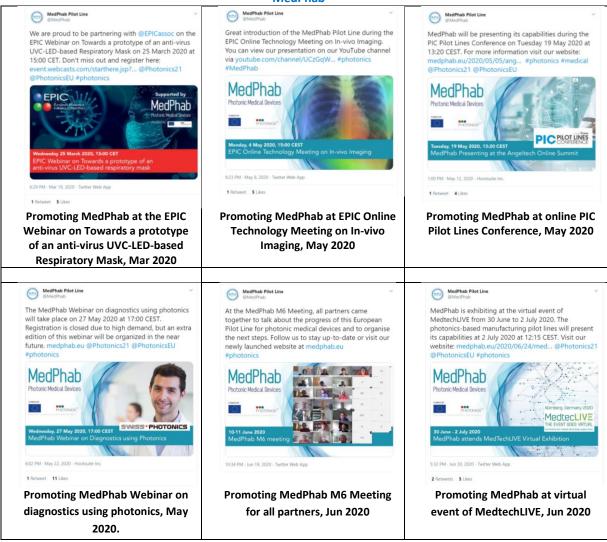
Examples of Social media posts to support MedPhab events in 2020:



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2.6. Promotional material used at MedPhab events

Visual identity: Promotional material used at all events, i.e., banners, roll ups and flyers contain the MedPhab logo and other aspects of the project's visual identity to aid in branding and increasing visibility and awareness of the MedPhab project, particularly to the non-specialized community and stakeholders.

Acknowledgements: All material acknowledge that the project is an initiative of the Photonics Public Private Partnership and the EU emblem and Photonics21 logo will be displayed prominently together with the text "Photonics Public Private Partnership". Similarly, all LinkedIn and Twitter posts promoting MedPhab events will include the links #Photonics, #PhotonicsEU, @Photonics21 and @PhotonicsEU.

Gender equality: All promotional material used at MedPhab events will use gender neutral texts and display a balance of female/male imagery.

2.7. KPIs for measuring the effectiveness/success of MedPhab events

As stated in Deliverable D9.2 "Project Dissemination and Communication Strategy" the following KPIs contained in the grant agreement will be used to measure the effectiveness/success of MedPhab

events (Table 1). The yearly and total project target numbers are estimates based on previous EU funded pilot line projects.

Event KPIs	Target	Target	Target	Target	Target
	Year 1	Year 2	Year 3	Year 4	project
	2020	2021	2022	2023	total
	Website KP	Pls			
№ of page views	500	2000	3000	5000	10,50
№ of registrations to access ecosystem building tool	50	150	150	150	500
· · ·	cial Media	KPIs		I	
№ of tweets	20	30	40	50	140
№ of twitter followers	30	60	90	120	120
№ of twitter likes	200	300	400	500	1400
№ of LinkedIn posts	20	30	40	50	140
№ of LinkedIn followers	40	80	120	160	160
№ of Newsletter recipients	100	150	200	250	250
Publication	s/printed i	material KF	Pls	I	
№ of flyers/leaflets distributed at events	250	250	250	250	1,000
№ of press releases	1	1	1	1	4
№ of publications in scientific journals/conferences	1	2	2	2	7
№ of non-scientific publications	2	2	2	2	8
№ of public deliverables downloaded	20	20	20	20	80
№ of Communication Kits downloaded/sent	20	20	20	20	80
	Event KPI	S			
№ of technical presentations given	2	4	4	4	14
№ of EPIC meetings attended	5	5	5	5	20
№ of leading photonics expos and events such as OFC & Photonics West attended	5	5	5	5	20
№ of leading application-oriented expos and events such as MEDICA attended	5	5	5	5	20
№ of workshops	1	2	2	2	7
№ of Webinars	1	1	1	1	4
№ of investor workshops	1	2	2	3	8
U	ser Leads K	(Pls			
№ of potential pilot line user leads obtained from events	30	30	40	60	160
№ of potential end user & supply chain leads obtained from events	30	30	40	60	160

				GAHUH	1961.071949
I	MedPhab				
№ of user enquiries through helpdesk	5	20	40	40	105
Standard and regulation bodies					
Standardisation groups and regulatory 0 1 1 1			3		
consultations					
EC Manufacturing Pilot Lines					
Meeting other pilot lines at events	4	4	4	4	16

2.8. Type, aims and KPIs of MedPhab events by target group

Table 2. summarises the type, aims and KPIs of events used to disseminate the project's messages for each targetgroup

Group 1	Users of the pilot line
Messages:	MedPhab addresses the key challenges faced by SMEs in commercialising
	medical devices enabling them to be more globally competitive by:
	• accelerated design and fabrication of medical diagnostic devices at different
	TRLs and MRLs.
	 reduction of R&D and production costs
	 overcoming difficulties of integrating mminiaturised photonic devices.
	 partnering with multiple companies.
	• overcoming highly demanding regulatory compliance for SMEs launching their
	first product to market.
	 exploiting digitalisation enabled opportunities.
Key events	 Presentations at conferences, symposia,
	• EPIC meetings
	 Leading photonics events such as OFC, Photonics West, ECOC,
	Application-oriented events such as MEDICA.
Aims of events	• Disseminate the progress and latest results of project to obtain users of pilot
	line
	• Increase number of registrations in Community Management Platform (CMP)
	 Increase number of companies inquiring through Front Office
	 Maximise number of SMEs applying to participate in the validation process in phase 3
	 Maximise number of potential pilot line customers
Event KPIs	 Nº of events attended
	 Nº of social media posts to promote events
	 № of SMEs applying to participate in the validation process in phase 3
	 Nº of potential pilot line customer leads obtained
Group 2	End-users of MedPhap products (medical doctors, companies
	developing novel products and system integrators)
Messages:	 MedPhab devices can significantly improve health and patient care.
	• The MedPhab infrastructure will have the inter-disciplinary expertise required
	to quickly scale from prototypes to higher volumes, while being cost-effective
	with faster delivery times.
Key events	 Presentations at international associations in medical devices such as AACC and MedTech.
	• Pilot line workshops giving visibility to the commercial partners of the project.
	Main exhibitions for medical technologies such as MedTech and MEDICA.
Aims of events	To promote faster and increased demand from end users for MedPhab
	devices, thus increasing SME participation in pilot line by: WP9, D9.6, Events strategy, planning and calendar, V1.2

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	 promoting photonics technologies among end-users internationally with special focus on connecting them with already existing integrator companies, so they can become users of the pilot-line; creating a photonic medical network, comprising people at decision-maker level from hospitals and the key companies interested in emerging photonics-based technologies and engaging with the EU photonics/medical device ecosystem.
Event KPIs	 Nº of events attended
	 Nº of social media posts to promote events
	 Nº of potential end user & supply chain leads obtained
	• № of individuals joining the photonic medical network
Group 3	Research and scientific community
Messages:	 Photonics based MedPhab technology will significantly improve health and patient care. There are exciting opportunities for research into the next generation of photonics based medical diagnostic devices. MedPhab partners can help academic groups in research by providing test devices that are required in pre-clinical studies.
Key events	 Presentations of MedPhab publications at international technical conferences such as ECOC. Participation with presentation of results at international events and workshops
Aims of events	 Disseminate the latest results towards Photonics actors, Encourage new collaborative research proposals Stimulate young scientists and engineering students to research in photonics based medical technology
Event KPIs	 Nº of publications Nº of events attended Nº of social media posts to promote events Nº of collaborative research proposals
Group 4	Policy Makers & Funding Agencies
Messages:	• New devices from the commercialisation of MedPhab technology will improve health and patient care and generate revenue, job-growth and training opportunities for Europe and reinforce Europe's photonics ecosystem.
Key events	 High-profile events, such as Photonics21 annual meetings and H2020 promotional events.
Aims of events	 To increase awareness of politicians/policy makers on the importance of photonics/MedPhab for jobs, training and economic to maintain and secure future funding for photonics-based medical devices development. To promote top-line KPIs on user numbers, revenue generation and job-growth opportunities.
KPIs	 Nº of events attended Nº of social media posts to promote events
Group 5	General public and the media
Messages:	 New devices from the commercialisation of MedPhab technology will improve health and patient care and generate revenue, job-growth and training opportunities for Europe and reinforce Europe's photonics ecosystem
Key dissemination	Participation in public events promoting new Photonics solutions.
activities	 Flyers/Poster distributed at events. Downloadable public deliverables.

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Aims of	 Give transparency on how EU citizen's taxes are being spent.
dissemination	 Increased awareness among the public on the potential that
activities	MedPhab/photonics have for the growth and stability of the European
	economy in order to put pressure on politicians to support future initiatives in
	photonics.
	 Increase visits to project website and downloads of public deliverables.
KPIs	 Nº of public events attended
KI IS	 № of social media posts to promote events
	 № of visits to project website and downloads of public deliverables.
Group 6	Standards & Regulatory Bodies
Group 6	
Messages:	Project technology needs to be aligned with international standards in medical
	devices
Key events	Technical presentations to and interaction with medical device regulatory
	bodies (e.g. MDEG).
	Participation in EU commission's consultation & other worldwide regulatory in
	the field of interest.
Aims of events	Promote the project results and ensure that they are integrated & contribute
	to future standards.
KPIs	 Nº of events attended
	• № of standardisation groups or regulatory consultations related to MedPhab
	technology
Group 7	Other EU pilot lines (PIXAPP, Pix4Life, InPulse, MIRPHAB, Phabulous,
	Informed and Actphast)
Messages:	It is critically important that MedPhab forms strong partnerships with the other
	Pilot Lines
Key events	• Annual Pilot Line workshop and sharing booths and costs of meetings at
	international events.
Aims of events	 To exchange best practices.
	 To share contacts and grow the network.
	• To identify and exploit synergies to develop new opportunities for
	collaboration.
Event KPIs	 Nº of events attended
	 Nº of collaborations
Group 8	Investors
Messages:	Companies engaging with MedPhab represent unique opportunities for
_	investment
Key events	Annual workshops with investors
	Regular events such as EPIC VIP dinners with EPIC Corporate Investors and
	Business Angels Dinners as well as EPIC technology workshops to be held in
	partnership with other pilot lines such as InPulse and MIRPHAB.
Aims of events	Enhance investor confidence in MedPhab technologies.
	• To prepare user companies to maximize their chances to raise investment and
	create improved business certainty.
Event KPIs	Nº of events attended
	 Nº of user companies successfully raising investment
1	

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3. Calendar of events

Calendars of MedPhab events with event outcomes for 2020 and 2021 are presented in the following tables:

3.1. Calendar of MedPhab face-to-face events held in 2020

Following each even potential customer of MedPhab are identified (PL) additionally potential supply chain (CL) and end-users are analysed. While the supply chain can become a collaborative support for MedPhab, the end-users in case of MedPhab include doctors and other healthcare professionals who could contribute with their valuable experience and input in project validation.

Date	Event	Dissemination activity (Partner)	Aims	Outcomes			
03 Feb 2020	EPIC world photonics Technology Summit, San Francisco USA	Networking	 Increase visibility Inform potential users and collaborators about MedPhab's technology and services Obtain potential user and end user leads 	PL 4	EL NA	CL 37	v 105
04 Feb 2020	Pilot lines Breakfast meeting	Presentation (VTT) Networking	As above	22	NA	2	58
4-6 Feb 2020	SPIE Photonics West (PW) pilot lines booth, San Francisco, USA	Booth Exhibiting with other pilot lines (EPIC)	As above	2	NA	NA	70

Table 3. shows the calendar of face to face MedPhab events organized from January-March

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3.2. Calendar of MedPhab online events held in 2020

Table 4. Details all the online MedPhab events held March-September 2020 and provisional online events for the rest of 2020.

Date	Event	Status	Dissemination	Outcomes				
			activity (Partner)					
25 Mar	EBIC Wahinar on Towards a	Completed	Brocontation of	• Increase	PL	EL	CL	V
25 Mar 2020	EPIC Webinar on Towards a prototype of an anti-virus UVC-LED-based respiratory mask	Completed	Presentation of the pilot line by the coordinator (EPIC)	 Increase visibility Inform potential users and collaborators about MedPhab's technology and services Obtain potential user and end user 	3	1	12	144 (67)*
				leads				
4 May 2020	EPIC OTM on in-vivo imaging	Completed	Presentation (VTT)	As above	4	1	10	20
11 May 2020	EPIC OTM on Biosensors	Completed	Presentation (JOANNEUM RESEARC)	As above	3	NA	9	34
19 May 2020	PIC Pilot Line Conference (Angel tech Online summit)	Completed	Presentation	As above	NA	NA	NA	NA
27 May 2020	MedPhab Webinar on Micro-Optics Manufacturing (with Swiss Photonics)	Completed	Webinar (CSEM)	As above	NA	NA	NA	53
2 Jun 2020	EPIC OTM on Medical Lasers	Completed	Participating	As above	6	1	17	28
16 Jun 2020	Printocent webinar Health & Medical Everywhere with You – rapid diagnostics, smart patches, wearables	Completed	Webinar (VTT)	As above	NA	NA	NA	146
17 Jun 2020	EPIC OTM on Endoscopy	Completed	Participating	As above	8	NA	16	39
22 Jun 2020	EPIC OTM on UV-LED- based Technologies and Applications	Completed	Participating	As above	2	NA	5	36
29 Jun	EPIC OTM on	Completed	Participating	As above	6	NA	17	28
2020 30 Jun –	Ophthalmology Medtech	Completed	Presentation	As above	NA	NA	NA	NA
2 Jul 2020		Jonipiered	(EPIC)					101
8 Jul 2020	Swissphotonics Webinar	Completed	Webinar (CSEM)	As above	NA	NA	NA	13
8 Jul 2020	EPIC OTM on Specialty Optical Fibers	Completed	Participating	As above	4	NA	9	34
13 Jul 2020	EPIC OTM on Microscopy	Completed	Participating	As above	1	NA	21	36
31 Aug 2020	EPIC OTM on Surface Disinfection and Antibacterial Surfaces (in cooperation with IUVA)	Completed	Participating	As above	3	NA	12	59

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		N	/ledPhab					
14 Sep 2020	EPIC OTM on Vision and Imaging Camera Systems	Completed	Participating	As above	5	NA	19	52
28 Sep 2020	EPIC OTM on Photonic Integrated Circuits for Sensing Applications	Completed	Participating	As above	6	NA	30	87
5 Oct 2020	EPIC OTM on Photonics for Dermatology and Aesthetic Applications	Completed	Participating	As above	9	2	24	47
12 Nov 2020	Microfluidics Consortium: Open Day	Planned	Presentation (VTT and Screentec)	As above	TBD	TBD	TBD	TBD
16/19 Nov 2020	COMPAMED	Planned	TBD	As above	TBD	TBD	TBD	TBD
17 Nov 2020	EPIC TechWatch at MEDICA/IVAM	Planned	TBD	As above	TBD	TBD	TBD	TBD
9 Dec 2020	EPIC OTM on Photonics for Medical Devices	Planned	TBD	As above	TBD	TBD	TBD	TBD

*During webinars participants are offered to opt-out from further contacts, thus number of available for further contact attendees is indicated in the brackets and the analysis is made only based on those contacts

Based on the current MedPhab database of leads generation MedPhab reached at least 441 unique companies among which:

- 34 potential customers
- 5 end users
- 137 supply chain
- 6 competitors
- 133 others (including associations, universities, RTOs, etc.)

3.3. Provisional calendar of MedPhab events for 2021

Table 5. Provisional 2021 calendar of MedPhab events

Date	Event	Status	Dissemination activity planned	Aims
8 Mar 2021	EPIC World Technology Summit San Francisco, USA	Planned	Presentation	 Increase visibility Inform potential users and collaborators about MedPhab's technology and services Obtain potential user and end user leads
9 Mar 2021	Photonics West, San Francisco, USA	Planned	Booth	As above
9-11 Mar 2021	Pilot Lines Breakfast, San Francisco, USA	Planned	Presentation Networking	As above
20-22 Apr 2021	MedTechLIVE, Nuremburg, Germany	Planned	Booth Presentation	As above
To be confirmed	EPIC Meeting on Fiber Sensors at HBM FiberSensing, Porto, Portugal	Planned	TBD	As above

	IVIEC	iPhab		
27-28 Oct 2021	EPIC Meeting on Automation for Manufacturing (Packaging and Testing) at PI, Karlsruhe, Germany	Planned	TBD	As above
To be confirmed	EPIC Meeting on Medical Devices at Philips Innovation Services, Eindhoven, The Netherlands	Planned	Presentation	As above

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As stated in the MedPhab Grant Agreement 871345, al events' calendars will be available on the project website and calendars for 2021 and onwards will be regularly updated as new dissemination opportunities emerge.

4. Conclusion

In this report, we have set out a comprehensive events strategy and calendars of events to enable MedPhab achieve its goal of creating a successful European pilot line for the manufacturing, testing, validating and upscaling of new photonics technologies for medical diagnostics.

To this end, we have provided a calendar of events used to target specific stakeholder groups in 2020 and a provisional calendar for 2021 together with the KPIs used for measuring the effectiveness/success of each type of event.

The strategy is both detailed and comprehensive and we believe that it will be effective in promoting broad awareness and understanding of the MedPhab pilot line services; maximizing the number of companies applying to use MedPhab's technologies and services; and creating an investor/user ecosystem to stimulate demand for photonics and ensure the long-term sustainability of the project.

5. Degree of Progress

The deliverable is 100% fulfilled. As stated in the MedPhab Grant Agreement 871345, the calendars of MedPhab events will be available on the project website and regularly updated as new dissemination opportunities emerge.

6. Dissemination Level

The Deliverable D9.6 "Events strategy, planning and calendar" is public and will therefore be available to download on the project's website on demand.