



INNOLABS

Awarded Projects Interview

Project Name	Ancelia: Human-Centered Assistance
Company name	TeiaCare

1. Let us know in one paragraph (4-5 lines) about your company and your project idea

TeiaCare is an Italian digital health company with the aim of transferring technology and innovation knowledge to nursing homes. Our ambition is to improve the quality of residents' assistance, support professional caregivers and make nursing homes advanced environments. Ancelia, our first product, is a contactless solution based on Artificial Intelligence that transforming regular nurses in a super nurses. It supports professional caregivers in the improvement of the quality of assistance through preventive actions and residents' personalized care.

2. Who are you collaborating with and why? (3-4 lines)

Every day we cooperate with Nursing homes who incorporated Ancelia in their daily operations as "Respitalia, la Serenità and Villa Basilea". Technical partners who provide us with all the hardware and delivery procedures required. Associations who believe in our mission and support our endeavors: Politecnico University, Aging 2.0, Silver Economy Network and others.

3. How did you hear about the INNOLABS project?

The Innolabs project is very important and very well known. I heard a lot about the project during the conferences, congress, with colleagues from other companies and start up.

4. How has INNOLABS supported the development of your project?

TeiaCare mission is to revolutionize the whole care & assistance paradigm, shifting the care and assistance duties from task-centered to human-centered. For us, disruption of healthcare has to begin from elderly care, a segment of population which has been neglected for too long. We believe in the empowerment of professional caregivers and nurses, through technology and support.

5. How close to the market have you reached?

Long-Term Care in EU-15 accounts for over 4M beds across 53K nursing homes. The 5 largest EU member states together account for over 60% of these beds. Globally, the number of people over 65 years old is expected to rise and reach 2B by 2050, with a simultaneous increase in their need of assistance and support that current technologies are not ready to solve.

What are your future plans after INNOLABS?

Ancelia is being distributed in Italy and Spain and additional customers are being engaged in Germany, UK, France, as these countries host the largest number of nursing residents and invest the largest proportion of their GDP on long-term care. By the 2020, TeiaCare plans to further test its product-market fit with its first customers across large nursing homes groups in order to further measure cost-saving opportunities. In 5 years-time, TeiaCare aims at becoming the southern-Europe market leader for safety solutions in nursing homes and plant seeds for expanding in northern-Europe, US and Japan. In 10 years' time, the company aspires to become the market leader for Home-Care safety solutions, with the support of large healthcare/distribution partners.

6. What was the best thing about INNOLABS? What was most useful?

The best thing about INNOLABS and the most useful is to foster collaboration, transfer of knowledge and opportunities from different countries and sectors in order to develop, improve and deliver disruptive technologies mainly related to mHealth, personalized healthcare and ageing populations.

7. Would you recommend other companies to apply for other Innovation Support Projects similar to INNOLABS?

If there were other equally valid projects, I would recommend them as I recommended Innolabs.