

Lex Japan

October 8-15

Japan (Tokyo, Okinawa and others)



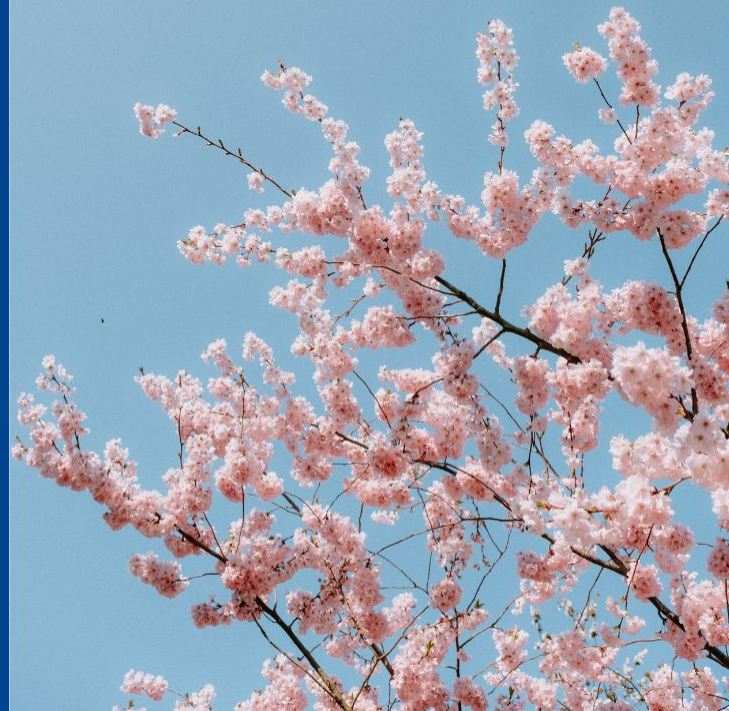
LEX
learning
expeditions



GALICIAN
HEALTH
CLUSTER

in collaboration with

Cámara
A Coruña



GALICIAN HEALTH ECOSYSTEM

REGION OF OPPORTUNITIES

Population

2,7 M

Life expectancy

84 years (one of the highest in Europe)

Investment

>48M€/year

Public procurement

>250 M€

Foreign companies

>5000

Organization

Healthcare and social care systems organized by autonomous regions

38
Hospitals

393
Health
Centers

1,345
Pharmacies

>250
Private
care homes

7
Integrated
management
structures



Galicia is the second autonomous community in Spain with the highest aging index, being 214.36% in 2022, where the population aged 65 and over occupies 24.93%. The aging index in each province is as follows:

A Coruña
161.14%

Ourense
241.26%


Lugo
220.05%

Pontevedra
140.65%

GALICIAN HEALTH ECOSYSTEM



Galician Health Cluster

 **Public-private community**
made up of entities from the
care sector.

OUR MAIN PURPOSE

Support innovation for the co-creation of
solutions that improve people's well-being.



Services



Testing and piloting



itgall.tech

Consulting support for co-creation
processes and collaboration in
data analysis

Funding searches for scalability



Internationalization



forumries.com



clustersaude.com/lex

B2B business opportunities
Participation in European projects



Strategic support and visibility



clustersaude.com/csg-connect



kit **saúde** OT NEXT GENERATION
GALICIA HEALTH

otnextgen.com

Base services of
representation and
consultation

Intersectoral telematics
working groups

What are we looking for in Japan?

- Get to know the context of Japan regarding the health and care sectors
- Understand the different policies and programmes to tackle Longevity
- Exchange solutions to the common problems that our ageing societies share
- Special interest on how Living Labs testing and piloting can improve the success and sustainability of innovative projects.
- Establish collaboration between Galicia & Japan at public and the private levels



LEX JAPAN 2023 8th - 15th October 2023

The focus of the visit is innovation in the health and care space and the delegation will be visiting Tokyo, Kawasaki, Kashiwa and Okinawa during their visit.

The programme will provide the delegation with an overview of the digital health and care ecosystem in Japan, and opportunities to meet with key representatives working to innovate in this space, to understand the health and care system, innovation pathways, review health and care themes (such as rural approaches, living lab piloting and more) and analyse joint working projects for the future.

VIII FÓRUM

International Challenges
of the Health Ecosystem

RIES23

8th-9th November, Vigo, Galicia



EU4CARE5.0 Project

EXPORPYMES

CSG DELEGATION LEX JAPAN 2023

This delegation is a mirror image of how we work within the CSG Community with a collaborative approach between the public and private sectors.

We represent the 4 helix structure of our ecosystem and a prove of the success of collaboration between different stakeholders with the well-being of society in the center.



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Role in the team

General Director of
Planning and Health
Reform

Sofía López Linares

Entity description

The Consellería de Sanidade is the public organization in charge of the healthcare system in Galicia, giving service to over 2.7 million people. One of the biggest challenges for the future is the age increase of the population and the high quality of life maintenance for the elder population.

3 Key Words describing their domain of activity

Medicine, Management, Healthcare

5 adjectives to describe the strengths of the products and/or services

Organization, Universality, Innovation, Accessibility, Necessity

What are they looking for in Japan?

New perspectives and projects that could be useful as an inspiration to keep improving the services and SHARE EXPERIENCES

Direct and indirect competitors

Spain has a public health system

What makes their value proposition (differential value) unique compared to their competition?

The Galician health department is distributed throughout the autonomous territory and is a universal and public system



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Role in the team

Managing Director

Gisela Garcia Alvarez

Personal description

Doctor in Biochemistry with more 15 years of research, fundraising, project management and business development experience in healthcare systems in Europe and Asia, as part of interdisciplinary teams in academia, hospital, pharma and industry contexts.

Development and communication of patient-centred research with clear goals and deadlines. Author of scientific publications

Entity description

Professional platform for public-private cooperation, which acts as a catalyst for the competitiveness of the health and social-health industries, contributing decisively to the economic and social development of the Galician region. Our main objective is to make Galicia the best region to age with health by supporting innovative projects.

3 Key Words describing their domain of activity

Care, Innovation, Collaboration

5 adjectives to describe the strengths of the products and/or services

Personalized, scalable, useful, cross-sector, multidisciplinary

What are they looking for in Japan?

Knowledge of innovation programmes, Living Labs testing models, research trends in healthcare, understanding the R+D+i context and public-private collaboration.

Business and/or technological proposal for your potential partners/clients in Japan

Collaborative projects, funding proposals, EXPORPYMES yearly fair for SMEs to visit Galicia and participation in #RIES (www.forumries.com)

Direct and indirect competitors

By default we identify strategic collaborations. If we don't give differential services regarding other non-profit innovative health & care associations we have no reason to exist.

What makes their value proposition (differential value) unique compared to their competition?

We focus on our sustainability by offering customized turnkey services with high added value and a constant curation of collaborations.



pablo.ponte.gonzalez@sergas.es



Role in the team

Chief Business Officer

Pablo Ponte Gonzalez

Personal description

I am a professional with more than ten years experience managing and controlling the economic and financial resources of healthcare organisations to facilitate the activity, in the best cost, profitability and security conditions.

Entity description

Galaria EPSS SA is a public company owned by Regional Government of Galicia. It provides high-tech healthcare services (radiotherapy, radiophysics and radiological protection), nuclear medicine, mobile MRI and PET radiopharmaceutical production laboratory) and it is setting up a ATPM manufacturing facility and a protontherapy center

3 Key Words describing their domain of activity

healthcare biotechnology consultancy

5 adjectives to describe of the strengths of the products and/or services

Efficiency, quality, reliability, innovation, collaboration

What are they looking for in Japan?

New technologies/new operating models, possibilities for public/private collaborations for the development of new treatments in any field of Galaria activity

Business and/or technological proposal for your potential partners/clients in Japan

Possibility of pilot experiences and knowledge interchange with a public company

Direct and indirect competitors

We are a company that acts as own means of the public administration, for these reason we don't use to compete in the market.

What makes their value proposition (differential value) unique compared to their competition?

We are devoted to obtain the best results for the patient, being efficient and innovative.



m.ortega@udc.es



Role in the team

Professor and
Coordinator of the AI
Node

Marcos Ortega Hortas

Personal description

AI Professor at UDC and coordinator of its Artificial Intelligence Node. Principal Investigator of numerous research projects in AI in health both public and private. Member of international committees. Inventor of 30+ IP results, including 2 US patents. National Prize in Spain for Informatics and Health 2022.

Entity description

UDC has created a leading Artificial Intelligence Node with international projection, for the excellence of the knowledge and technology transfer to the industry and society.

Technological specialisation: Develop specific areas of specialised AI capacity

Research aimed at solving social challenges

Business and knowledge ecosystems: Strengthening assets, resources and networks.

3 Key Words describing their domain of activity

ICT&AI in Health

5 adjectives to describe the strengths of the products and/or services

Efficient, Reliable and Ethic HealthTech

What are they looking for in Japan?

Opportunity to establish international agreements with companies and health-related institutions for collaboration in R&D of health technology

Business and/or technological proposal for your potential partners/clients in Japan

Collaboration agreement in teaching, research and/or technology transfer in cutting-edge health technologies specifically related to AI and ICT.

Direct and indirect competitors

Other Research Entities offering AI and ICT capabilities, specifically applied to Health sector.

What makes their value proposition (differential value) unique compared to their competition?

Major capabilities in all the fields of AI&ICT with over 200 researchers (AI, Vision, NLP, HPC, Data, ...)



pablo.guillemette@udc.es



Role in the team

Business manager

Pablo Guillemette

Personal description

Business management of Computer vision and Pattern Recognition research group from University of A Coruña (VARPA Group)

Entity description

VARPA is a research group within CITIC, INIBIC and UDC which focuses its activity in the field of artificial vision systems applied both in the medical and industrial field

3 Key Words describing their domain of activity

AI clinical improvement

5 adjectives to describe the strengths of the products and/or services

reliable repeatable robust ethical secure

What are they looking for in Japan?

establish collaborations with entities interested in our lines of research in order to develop them jointly

Business and/or technological proposal for your potential partners/clients in Japan

R&D Clinical diagnostic support tools based on AI

Direct and indirect competitors

Universities and companies oriented to AI Innovation in medical field

What makes their value proposition (differential value) unique compared to their competition?

Specialized in medical AI, medical specialists and access to patient cohorts and clinical data



rgonzalez@domusvi.es



Role in the team

Head of Solutions and Innovation

Roberto González Novas

Personal description

I am a Telecommunications Engineer and have been passionate about technology since I was a child. For the last 10 years I have been focused on finding innovative solutions that improve the quality of life and well-being of the elderly.

Entity description

DomusVi's main activity is the management of residences for dependent people, especially in the residential environment (171 centers) and domiciliary care (+68.000 Home Help Services users and +44.500 Telecare users), as well as care for people with disabilities (19 centers) and Mental Health (14 centers). DomusVi is the leading socio-sanitary

3 Key Words describing their domain of activity

elderly, care, welfare

5 adjectives to describe the strengths of the products and/or services

Innovation, Vocation, Experience, Person-centred, High-quality

What are they looking for in Japan?

New solutions to achieve excellence in the provision of services to improve the well-being of our clients and their families

Business and/or technological proposal for your potential partners/clients in Japan

The possibility of implementing their solutions in the largest elderly care company in Spain or in the 8 countries DomusVi-Group

Direct and indirect competitors

Vitalia Home, Orpea, Ballesol, Amavir, Clece, Sacyr Social, ...

What makes their value proposition (differential value) unique compared to their competition?

DomusVi is the leading socio-sanitary services in Spain with more than 28.700 professionals who take care of more than 200.000 people



cris@ifeelmetodo.es

Gran3dad
VIVE GRANDE!

Role in the team

Co-Founder & Growth
Manager

Cristina Jofre

Personal description

Bachelor's degree in Law and Business Administration from UDL,
Master's degree in Digital Marketing Management from BSM at UPF.
With 10 years in the geriatric and dependency sector, Co-Founder and
Growth Manager of the marketing and communication area with a focus
on Positive Impact Marketing at Gran3dad.

Entity description

Integral transformation of the dependency system

3 Key Words describing their domain of activity

PositiveSeniorEconomy, SeniorConsulting, NewSeniorLivingConcept

5 adjectives to describe the strengths of the products and/or services

TRANSFORMATIVE, COMPREHENSIVENESS, HUMAN-CENTRIC,
EXPERIENCE & RIGOR

What are they looking for in Japan?

Learn about their system, community, environment, culture. Additionally,
we want to promote our brand and company, sharing their international
potential.

Business and/or technological proposal for your potential partners/clients in Japan

To show them that we are a company can be international brand,
working with in hem, specialists in their TEC.

Direct and indirect competitors

Our business model encompasses four broad verticals to project our
value proposition of 'creating greatness in growing older', and there
aren't currently directly competing organizations. The brand chooses to
collaborate with other specialists whenever a project requires it,
achieving success.

Indirectly, consulting firms, training companies, and architectural firms
may be our competitors. But we know that if we can collaborate, we will
project success in the field of seniors care.

What makes their value proposition (differential value) unique compared to their competition?

Making real evolution to make the world a better place to live big



<https://granedad.com/>



<https://www.linkedin.com/company/granedad/>





carol@ifeeilelmetodo.es

Gran3dad
VIVE GRANDE!

Role in the team

Co-Founder & CEO

Carol Mitjana Isarn

Personal description

Born and lived 16 years inside a nursing home. Graduated in Social Work from UdL, 14 years in nursing home management, and over 20 years in the geriatric sector. She is the Co-Founder & CEO of Gran3dad and a constantly evolving speaker at national and international fairs, congresses, and universities.

Entity description

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<https://granedad.com/>



<https://www.linkedin.com/company/granedad/>



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Gran3dad
VIVE GRANDE!

Role in the team

Project Manager at
Gran3dad

Teresa Molins

Personal description

Graduate in Business Studies and Master's in Business Administration.
Expert in finance and projects.

Entity description

Integral transformation of the dependency system

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Making real evolution to make the world a better place to live big



<https://granedad.com/>



<https://www.linkedin.com/company/granedad/>





olecer.residencia@gmail.com



Role in the team

General Manager

Rebeca Rebolo Constenla

Personal description

Passionate about care people and improve welfare of elderly people.
Always learning.

Entity description

Since 2004, our residential care service is distinguished by excellence in our services and care.

From a Person-Centered Care methodology, we seek to improve life quality of our elders, based on full respect for their dignity, rights and interests.

3 Key Words describing their domain of activity

Nursing Person Centered Care

5 adjectives to describe of the strengths of the products and/or services

Passion, Care, Quality, Trust, Ambition

What are they looking for in Japan?

Best practices

Business and/or technological proposal for your potential partners/clients in Japan

No clear by the moment, let's see... maybe progress with partners in our digital journey.

Direct and indirect competitors

Every business related with nursing

What makes their value proposition (differential value) unique compared to their competition?

Our team and our management system



info@biopranaworld.com



Role in the team

Head of Digital Transformation

Angel Rodriguez Cerdeira

Personal description

Software Engineer passionate about improving older adults' lives through technology. Head of Digital Transformation at Atendo. Executive Master Digital Management. ThePowerMBA - Future Leaders. Business Programs: "From Start-up to Scale-Up Nation: Value through Innovation and Data" (Tel Aviv University). "Digital Companies & E-Business Revolution" (University of California, Northridge).

Entity description

We are a biotechnology company that offers a product created from Microorganisms to treat organic waste. Our biggest challenges for the short term period is to continue our research to obtain more scientific data that can help us improve our process and products.

3 Key Words describing their domain of activity

Green, biotechnology, microorganisms.

5 adjectives to describe the strengths of the products and/or services

Environmental-friendly, Affordable, Accessible, Innovative, Profitable

What are they looking for in Japan?

Study their market for networking with private companies, universities, and research programs. Open to create business alliances, import or export

Business and/or technological proposal for your potential partners/clients in Japan

Open innovation, business alliances, and network opportunities

Direct and indirect competitors

Big Fertilizers companies

What makes their value proposition (differential value) unique compared to their competition?

We are supporting with strong scientific evidence every step of the process as well as providing a continuous Follow-Up.



adrian.alonso@kiom.com.es



Role in the team

CEO

Adrian Alonso Muras

Personal description

I am Adrian Alonso Muras, CEO of the company SIVSA belonging to the KIOM Corporation.

Entity description

Sivsa is company dedicated to IT consulting and software development, specialized in the healthcare, industrial and telecommunications sectors with more than 35 years of experience. Our main products are HOSIX (Hospital Management System), OMNI (Solution for telecare for the elderly through television) and LIFEHUB (Telemedicine system for remote.

3 Key Words describing thir domain of activity

Telemedicna, HIS, IT

5 adjectives to describe of the strengths of the products and/or services

Flexibility, speed, robustness, agility, comfort

What are they looking for in Japan?

We look for new business opportunities and new potential clients

Business and/or technological proposal for your potential partners/clients in Japan

We will offer our Hospital Management Software, Telemedicine and Telecare Platform solutions through TV.

Direct and indirect competitors

INDRA, DEDALUS, CERNER (ORACLE)

What makes their value proposition (differential value) unique compared to their competition?

Our product has a capacity to adapt to a much larger client (customized parameterization) and a better price-quality ratio.



franmontoto@atendo.es



Role in the team

Technical Director
and Quality

Francisco Montoto Veira

Personal description

Psychologist specialized in neuropsychological intervention with older adults. Business manager in continuous search for solutions to solve problems and achieve the objectives that people set for us.

Entity description

Atendo is a care provider specializing in services for older adults in Galicia.

Services: Private Day Centers, Home Care Services, and a Singular Senior Living Center.

Main goal: helping older adults stay at home as long as possible.

Major issues: Acquisition of technologies and innovation that suits our needs.

3 Key Words describing their domain of activity

Longevity, Senior-Living, Digital-Innovation-Health

5 adjectives to describe of the strengths of the products and/or services

People-Centered-care, Intergenerational, Independence, Innovation, Sustainability

What are they looking for in Japan?

We are seeking partners to create new products and services that improve people's lives.

Business and/or technological proposal for your potential partners/clients in Japan

Our Singular Senior Living Center is a unique ecosystem: tech-savvy older adults in Smart Building, Intergenerational, coworking, openness for innovation.

Direct and indirect competitors

Direct Competitors: older adults care service providers in Galicia, such as Domusvi, Saraiva, Sanitas Residencial, and Ballesol.

Indirect Competitors: Multiservice companies like Eulen, Clece, and Sacyr, which offer a broader spectrum of services but might overlap in certain elder care aspects.

What makes their value proposition (differential value) unique compared to their competition?

We are seeking new ways to improve longevity. Our care model addresses physical, emotional, and social needs of older adults.



gestion@tusecretariatecnica.com



Role in the team

CEO

Raquel Morano Vázquez

Personal description

I am currently focused on reinventing change and transformation processes.

I am a cheerful, outgoing and above all positive person.

My goal is to help companies and entities achieve success, supporting them in each phase and stage, and training for the change in which we are immersed.

Entity description

We are facilitators of change through the transformation of work processes and the HR that execute them, with the effective integration of technology. We are committed to innovation, we facilitate transformation and change processes, as well as data and information governance. We are currently focused on reinventing.

3 Key Words describing thir domain of activity

Transformation, change, datamanagement

5 adjectives to describe of the strengths of the products and/or services

Process innovation, efficiency, agility, trust

What are they looking for in Japan?

Companies or entities that work in data and information management, and that work with volumes of data from the socio-health

Business and/or technological proposal for your potential partners/clients in Japan

Obtain collaborations for data and information management projects in the healthcare sector

Direct and indirect competitors

IT consulting companies, digital transformation, and information management

What makes their value proposition (differential value) unique compared to their competition?

Identification and resolution of complex problems, agile and effective data and information management process



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forumries.com

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