

Hartford HealthCare – Israel Health Tech Pilot Program Call for Proposals

The *Israel Innovation Authority* and *Hartford HealthCare Corporation* (HHC) invite interested Israeli companies to submit applications to collaborate in pilot healthcare-related technology activities with HHC.

HHC and the Israel Innovation Authority are seeking to advance healthcare by helping Israeli companies get the evidence and assistance they need to fine-tune their development and to enter and be successful in the United States' healthcare market.

HHC would serve as a real-world living laboratory for the Israeli companies to test and improve an existing process, service, or product; or to apply a new process to health care for the first time.

The goal of this collaboration is to accelerate the availability of medical innovations to the public, introduce Israeli healthcare technology to the U.S., and advance the development and deployment of discoveries for the benefit of patients everywhere.

The **Israel Innovation Authority** provides resources to aid technology advancement for Israeli companies.

What support do the Israel Innovation Authority and HHC offer?

Successful Israeli applicant companies will receive funding from the Israel Innovation Authority. The Israel Innovation Authority can support companies, registered and operating in Israel, with a grant of up to 50% of the approved Expenses Budget, according to its regulations and procedures. The Israeli companies must follow Israel Innovation Authority's rules and regulations, as described in the Hebrew website: <https://innovationisrael.org.il/international/rnd>

When a project eventually results in sales of a product, service, or process, the financial support must be repaid in royalties to the Israel Innovation Authority according to its regulations. In general, royalties are paid at rates beginning at 3% of sales, depending on various criteria. Royalties are payable until 100% of the amount of the grant has been repaid with interest as provided in the applicable regulations. If the project does not result in sales, no repayment is required.

HHC would provide assistance for the project and make it accessible through an applicable agreement with the selected Israeli companies. An appropriate

agreement between successful applicant companies and HHC will need to be signed as one of the first milestones during the project initiation.

HHC may provide in-kind services, expertise, and/or use of facilities. Examples for such in-kind support can include (the types of in-kind support listed out are accurate but not guaranteed – what and how much depends on each individual project):

- Internal champions and mentors to **co-develop** and identify the parameters of the product/technology and potential use cases;
- **Assistance with testing, validating and creating efficient processes** for Israeli companies to test their technologies, products, services, and devices in a real-world living laboratory of a top US health care system;
- **Access to HHC's clinical, administrative and leadership staff**, across a variety of care settings (i.e. inpatient, outpatient, ambulatory, urgent care, rehabilitation, home care, etc.);
- Opportunity to **generate peer-reviewed scientific data** to validate the effectiveness of the product;
- Assistance with **regulatory and commercial aspects** of the US health care marketplace;
- Introductions and **engagement with other healthcare-related entities** (e.g. healthcare systems/hospital and insurers);
- Drive Israeli innovation into the US healthcare market;
- Enhance **intellectual capital of Israeli technologies**, products, services, and devices;
- **Ongoing refinement and validation** of Israeli company technology beyond commercialization;
- **Sourcing assistance** for applicable products through an introduction to HHC-associated venture capital and private equity investment funds.

HHC is Connecticut's (CT's) only fully integrated health system that is leading the transformation of care in 185 towns and cities we serve by providing high-quality, coordinated care that touches the lives of 28,000 people every day across CT and beyond. HHC has more than 500 access points (i.e., acute care

hospitals, ambulatory care and surgical centers, and physician services). HHC has more than 47,000 colleagues and operating revenue of approximately \$5.9 billion. HHC's goal is to be known as the most People-Centric Health System in the United States.

By daring to have audacious ambitions, and integrating innovative technologies into clinical and operational workflows, HHC is committed to transforming the healthcare delivery system to increase access, affordability, equity and excellence – all designed for the consumer to have a frictionless experience that is unparalleled, and the high-quality care that every patient deserves, and has come to expect, from HHC.

HHC's Innovation Organizing Principles

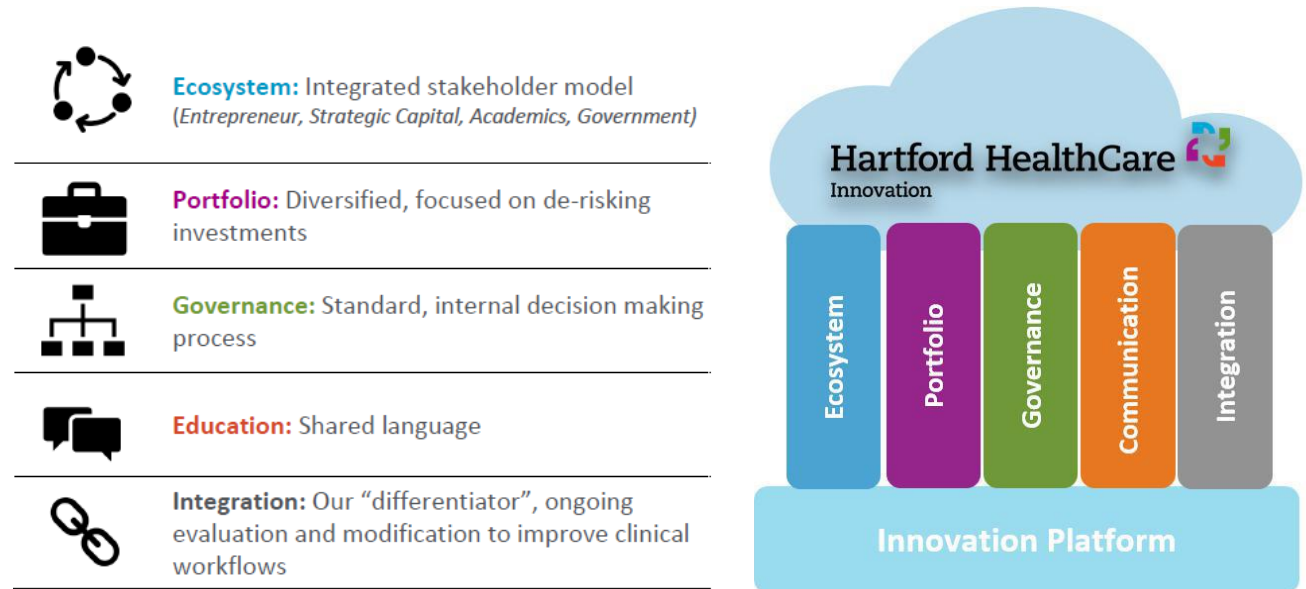
Healthcare is changing at an increasing velocity and organizations that do not innovate will be left behind. HHC is committed to supporting an efficient and seamless healthcare innovation ecosystem to accelerate ideas to market and an environment where all stakeholders can extract value.

HHC is applying emerging innovative technologies to create transformative patient and provider experiences, redefine excellence in quality and safety outcomes, decrease friction to access and delivery of care, diversify revenue, and manage costs effectively. Innovation is embedded in HHC's DNA with the extraordinary resident intellectual property of employees and assets. HHC's aligned leadership and unique culture, coupled with an agile and lean-driven operating model have a force-multiplying effect on innovation and transformation.

HHC's innovation goals include:

- Align and drive HHC's strategic priorities – Access, Affordability, Equity, Excellence (Quality/Safety)
- Create an efficient and frictionless healthcare innovation ecosystem and platform to accelerate transformative ideas to impact
- Create, preserve, and enhance an alternative revenue generating portfolio
- Catalyze a culture of innovation to attract and retain world-class entrepreneurs

HHC's innovation strategy to achieve its goals is built on 5 foundational pillars:



Every pillar's success is reinforced by the other pillar's success. Each pillar has been developed with measurable key results.

HHC's Innovation Ecosystem

The following HHC key strategic innovation assets and capabilities serve as a **"sandbox" environment for emerging innovative digital health solutions** and can **serve as a resource for Israeli companies**:

- [The Center for AI Innovation in Healthcare](#): Launched in January of 2024, this landmark initiative signifies HHC's unwavering commitment to harnessing the transformative power of Artificial Intelligence (AI) and revolutionizing healthcare delivery. The center is the first of its kind in New England and one of only a few in the US. It is a culmination of ongoing collaborations with prestigious institutions like the Massachusetts Institute of Technology (MIT) and University of Oxford and formalizes HHC's dedication to AI Advancements.
- [The Center for Education, Simulation and Innovation \(CESI\)](#): CESI is one of the country's premier simulation centers and would be available as a resource to Israeli companies, helping them pressure-test proposed advancements in healthcare delivery and healthcare operations.
- [Care Logistics Center](#): HHC has created a "command center" to manage all patient movement/transfers within and between its system's seven acute care hospitals. The goal of this center is to ensure that the right level of care is provided to each patient at the right location. This center

uses state-of-the-art technology to manage the flow of patients and would also serve as an ideal place for digital health companies to determine and test the compatibility of new advancements such as IoT-enabled technologies within a healthcare delivery system.

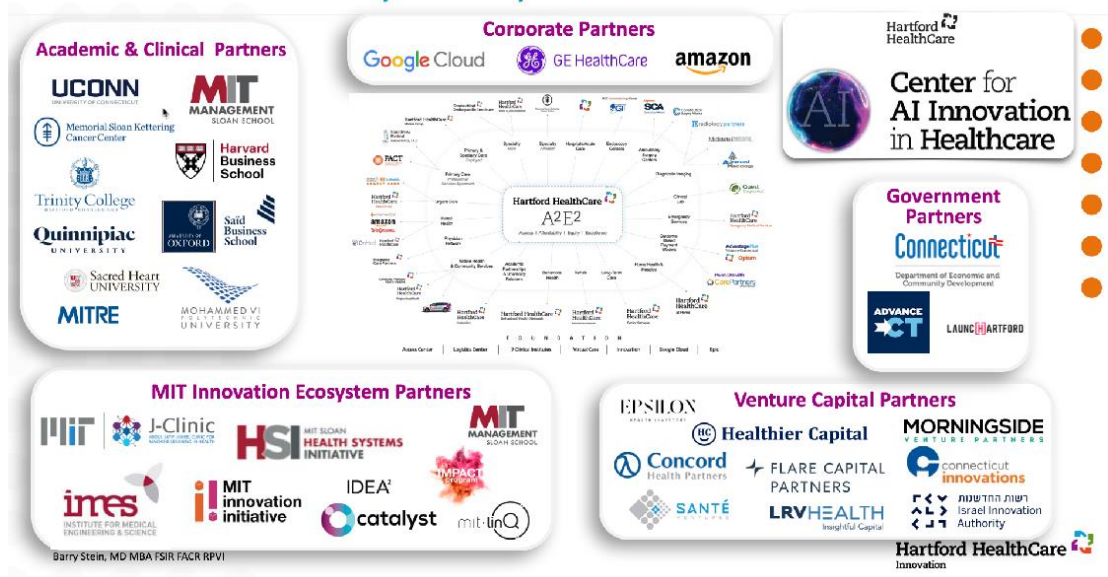
- [HHC Community Network](#): HHC Community Network is the largest home care nursing and hospice agency in CT. As part of a coordinated population health plan, home care is ripe for innovative digital and virtual health strategies. Experts from this unit will help emerging companies understand the specific needs of at-home patients and how to adapt the technology for a non-acute care clinical environment in order to maximize the benefit to patients and providers.
- [Health Analytics](#): HHC has made significant capital investments in information technology (IT) and analytics. With the advent of the Center of AI Innovation in Healthcare and the integrated electronic health record (Epic), HHC has been able to realize advanced next-generation analytic capabilities (AI, predictive and prescriptive). The analytics and IT teams are available as potential collaborators for startups to provide the critical interface between technology platforms and high quality effective and efficient patient care.
- [Research](#): HHC's Research Administration program is organized to provide optimal services and oversight to conduct medical research at its institutions. The goal is to support and facilitate the growth of research and offer patients access to new and novel treatment options. To that end, the program has developed a centralized infrastructure to meet the needs of research investigators across the HHC system including an Institutional Review Board.
- [Clinical Institutes](#): HHC has developed a patient-centered approach to delivering care, focused on clinical institutes. Physicians of multiple sub-specialties come together in the Institutes to provide cutting-edge coordinated care, which enhances quality, safety, and patient experience. The Institutes are charged with investing in continuous innovation and research to advance care and will be ready to serve as key sources of clinical feedback for emerging startups looking to improve patient outcomes. These Institutes include:
 - [Heart and Vascular Institute](#)
 - [Bone and Joint Institute](#)
 - [Ayer Neurosciences Institute](#)
 - [Cancer Institute](#)
 - [Tallwood Kidney and Urology Institute](#)
 - [HHC Behavioral Health Network](#) – the largest provider of mental health services in CT
- [HHC Medical Group \(HHCMG\)](#): HHCMG is a multi-specialty group encompassing physicians in more than 30 specialties in convenient offices across Central, Eastern, and Southwestern CT.
- [Integrated Care Partners \(ICP\)](#): ICP is a physician-led, clinically integrated healthcare network with the mission to assist its members in

providing the highest quality care at the most reasonable cost for their patients in the current, rapidly changing healthcare environment.

- **HHC Pharmacy:** The HHC Specialty Pharmacy Program is an outpatient pharmacy program dedicated to providing patients with the support necessary to manage complex medication regimens. Pharmacists and liaisons work with an individual's healthcare providers to ensure his/her specialty medication needs are delivered accurately and on time, intending to provide the patient with fully integrated pharmacy services and the highest quality care.

In addition to its innovation strategic assets, HHC recognizes that a vibrant entrepreneurial and innovative healthcare ecosystem involving multiple stakeholders (academic and teaching institutions, government, entrepreneurs, intrapreneurs, corporate, and risk capital) is key to achieving its goals. The virtual assembly of key strategic innovation assets (graphic below) enhances HHC's own "sandbox" to accelerate transformative products and business development opportunities to impact.

HHC Innovation Ecosystem Key Stakeholder Partners



Focus Areas:

The areas of interest to HHC include:

- Access to Care

- Clinical Excellence
- Affordability
- Health & Racial Equity
- On Demand Care/Digital Front Door
- Quality & Safety
- Reimagining Acute Care Delivery

Application Process

Phase 1

Deadline for Expression of Interest (EOI) form submissions: April 24th 2025

Phase 2

By **June 10th 2025** the Israel Innovation Authority will invite selected Israeli companies to phase 2.

Deadline for full submissions: July 29th 2025

Contacts

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