

CHALLENGER



SOLVER



## HOMERUN

**Development of a Patient-Friendly, Sustainable and Home-based Capillary Blood Sampling Device for Improved Healthcare Access**

Innobuyer collaborated with public institutions (challengers) to identify their unmet innovation needs and select suitable SMEs (solvers) to address them. The matched teams co-created pilot solutions over a 10-month period. Following successful pilots, challengers received support from Innobuyer and experts to design simplified ToR. Each project was backed by €100,000 in financial support—€41,500 for the challenger and €58,500 for the solver.

### THE NEED

Erasmus Medical Centre, specifically in the oncological surgery department, faced challenges with home-based follow-up research. The specific need was for a **capillary blood collection device addressing market gaps in sustainability, usability, and practical considerations like mailbox compatibility**, truly meeting patient and market needs. Affected groups included patients requiring follow-up, potentially for cancer, and healthcare professionals.

### THE IMPACT

The pilot was instrumental in shaping the next development steps with a data-driven, user-centered approach. Key insights were gained regarding patient preferences and the complexities of healthcare sector timelines and regulatory issues.

Organisations responded positively with strong interest in continuing collaboration. The Solver gained a valuable global perspective, accelerated its learning curve, and opened previously inaccessible doors.

### THE SOLUTION

Ailin, an at-home lab testing leader, collaborated on the project. Given the pilot's short timeframe, the focus shifted from **developing a new device to defining the Target Product Profile (TPP)**. This involved an in-depth evaluation of existing devices through a pilot study with healthy volunteers to identify technical capabilities, limitations, and potential improvements.



THE PROGRAM HAS ALLOWED US TO CONTINUE EXPLORING THE FIELD OF HOME MONITORING, STAY UP TO DATE WITH THE LATEST INNOVATIONS, AND REMAIN COMPETITIVE IN THIS AREA. IT HAS GIVEN US THE OPPORTUNITY TO GAIN REAL USER EXPERIENCE, WHICH IS INVALUABLE FOR REFINING OUR APPROACH.

