



# DARE

DIGITAL LIFELONG PREVENTION

CODE NO. PNC0000002

**Spoke 2 Deliverable**

## S2.D7.3

# Business-oriented services

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## S2.D7.4 Business Oriented Services

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## Disclaimer

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## Publishable summary

This deliverable describes the activities carried out in Task 7.3 for Spoke 2, which focuses on primary prevention and community-level digital health innovations. Unlike Spoke 1, which provides enabling technologies and methodological frameworks, Spoke 2 develops domain-facing solutions such as wearable-based monitoring tools, behavioural-risk prediction models, personalised prevention pathways, vaccination-support systems and population-level epidemiological analytics.

Through the ReActorPro training programme, several Spoke 2 teams translated scientific concepts into structured exploitation hypotheses. Projects such as FALLSPREDICT, Lifestyle Team, SMS-ME, Personalized Epidemiological AI and genomic-risk pilots, demonstrated clear potential for startup formation or hybrid public–private exploitation models. Other innovations, especially those related to vaccination processes (CAREVAX, DigiVax), aligned more naturally with institutional adoption by clinical or public-health organisations.

Task 7.3 also shows that while some Spoke 2 pilots may benefit from selected enabling components developed in Spoke 1 (such as interoperability frameworks, wearable-data processing pipelines, MLOps (**M**achine **L**earning **O**perations framework, MLOps) infrastructures, regulatory-governance tools and the DARE App), several others are technologically autonomous and follow independent implementation pathways. This confirms the added value of the Twin Pilot model, which pairs some Spoke 2 pilots with Spoke 1 technical counterparts, when appropriate.

Regulatory and ethical considerations (GDPR, MDR, AI Act) emerged as key determinants of feasible exploitation pathways. The WP7 methodology supported teams in identifying realistic strategies, balancing scientific innovation with operational and compliance constraints.

Overall, Spoke 2 provides a substantial pipeline of prevention-oriented digital innovations with concrete exploitation potential, contributing significantly to DARE's long-term sustainability objectives.

## 1. Introduction and Project Context

Spoke 2 contributes to the DARE initiative by developing domain-facing solutions for community-based and population-level primary prevention. These include behavioural monitoring tools, wearable-driven risk assessment systems, personalised prevention pathways, epidemiological analytics, and digital workflows for vaccination and public-health interventions. Differently from Spoke 1 — which produces enabling technologies, interoperability assets, data-governance components, AI lifecycle tools and methodological frameworks — Spoke 2 focuses on prevention pilots that directly interact with individuals, communities, interoperable approaches, and organisational processes, within the healthcare and public-health systems. In the context of Spoke 2, “primary prevention” refers to interventions aimed at individuals or communities before disease onset, including behavioural, lifestyle, environmental and vaccination-related actions.

The exploitation activities undertaken in WP7 are shared across Spokes and follow a unified methodological framework. This unified structure was designed and consolidated primarily within Spoke 1, where the governance, regulatory alignment, interoperability mechanisms, and technical-infrastructure foundations of DARE are developed. These enabling components contribute to the overall exploitation-readiness framework and offer optional methodological references for those Spoke 2 pilots that choose to adopt them. As a result, the “strategic” and methodological parts of Task 7.3 are identical across deliverables and reflect the same WP7 funnel: awareness and mindset activation, structured entrepreneurial training, and acceleration support. However, some Spoke 2 pilots are technologically autonomous and follow independent implementation pathways, whereas some partners in Spoke 2 are involved in the implementation of an interoperable digital (hardware and software) ecosystem in support of a Digital Public Health and Prevention Interinstitutional Research Center, led by UNIPA, where some of the digital function developed in the Spoke 2 DARE framework are aligned with.

Within this structure, Task 7.3 focuses specifically on the exploitation potential of Spoke 2 innovations, which include early-risk prediction models, interoperable lifestyle-intervention platforms, mental-health screening tools, genomic prevention pilots, AI-based epidemiological analytics, and vaccination-support systems. The definition, within Spoke 2, of optimized and interoperable application ecosystem enables pilots to generate exploitable results that differ from the enabling technologies developed in Spoke 1, while being complimentary at the same time. They may be suitable for startup formation, licensing to industry, integration into health-system workflows, or incorporation into institutional prevention programmes. For this reason, Task 7.3 applies the WP7 methodology to the validation of realistic exploitation routes for these domain-facing outputs, assessing both entrepreneurial opportunities and institutional pathways.

The interaction between Spoke 1 and Spoke 2 supports, when applicable, the translation logic of DARE. Some Spoke 2 pilots benefit from enabling components, whereas others are fully autonomous due to the intra-Spoke 2 development. The interconnected structure between Spoke 1 and Spoke 2, when applicable, as formalised in the Twin Pilot architecture, ensures that the exploitation feasibility of Spoke 2 solutions is evaluated in continuity with the enabling components required for their operation, deployment, and compliance. Some other Spoke 2 pilots are fully independent from Spoke 1, as they were conceived as digital functions to support the Digital Public Health and Prevention Research Center. Specifically, the autonomy of several Spoke 2 pilots demonstrates that the application ecosystem enables independent domain innovation, while still offering optional enabling layers when required.

Given this integrated approach, the deliverable includes sections common to all WP7 tasks, namely: the entrepreneurship and exploitation framework (Section 4), the unified training and incubation programmes (Sections 5–7), and the general criteria used for pathway evaluation (Section 4.4). These sections are reproduced (with spoke-specific adaptations) in Deliverables S1.D7.4, S2.D7.3

and S3.D7.3 to ensure consistency, comparability, and alignment with the cross-spoke governance model.

The remainder of this deliverable presents:

- the general exploitation and entrepreneurship framework used across WP7 (Section 4);
- the awareness, training and incubation activities applied to Spoke 2 teams (Sections 5–7);
- consolidated results and KPIs relevant to Spoke 2 (Section 8);
- the Spoke 2 innovation landscape and associated exploitation opportunities (Section 9);
- lessons learned and recommendations (Section 10);
- and final considerations on the contribution of Spoke 2 to the sustainability mechanisms of the DARE initiative (Section 11).

## 2. WP7 Objectives and Purpose of the Deliverable

WP7 defines the set of activities required to ensure that the outcomes generated across the DARE consortium are assessed, protected, and prepared for exploitation in a form consistent with the sustainability direction of the initiative. Its general objectives include:

- protection and consolidation of intellectual property;
- identification and evaluation of exploitation models;
- assessment of technology transfer routes and conditions for industrial uptake;
- analysis of feasibility for potential startup or spin-off creation;
- alignment of project outputs with regulatory and operational requirements for real deployment.

***Evidence from the entrepreneurial pathway shows that Spoke 2 pilots require tailored exploitation strategies, reflecting their varying degrees of technical autonomy and optional alignment with Spoke 1 frameworks.***

Within this structure, Task 7.3 addresses the exploitation potential of the domain-facing innovations developed in Spoke 2. These include digital tools for behavioural prevention, wearable-based monitoring, vaccination workflows, genomic-risk pilots and epidemiological analytics. The task evaluates the feasibility of different pathways — startup creation, licensing, institutional adoption or hybrid models — based on maturity, regulatory conditions and stakeholder alignment. The exploitation analysis here focuses specifically on the outputs of primary-prevention pilots.

In this context, Spoke 2 plays a central role in translating research outputs into exploitation - ready, domain facing solutions, demonstrating the capacity to generate autonomous innovation while leveraging enabling components from Spoke 1 when required.

Despite these differences, WP7 adopts a unified methodological framework for all three tasks. The rationale is that exploitation activities (IPR assessment, TRL evaluation, regulatory checks, and pathway identification) rely on consistent criteria across Spokes. Moreover, Spoke 2 and Spoke 3 use enabling components including interoperability architectures, compliance frameworks, and data governance principles. A unified framework ensures that Spoke 2 and Spoke 3 do not operate in isolation but benefit from a shared set of technical foundations, avoiding fragmentation and ensuring coherence across the translation process. SF#4<sup>1</sup>, the Translational Framework, defines the methodological steps through which project outputs progress from research prototypes to validated, interoperable and sustainable solutions according to the methodology agreed in Spoke 1<sup>2</sup>.

Within this structure, the goal of the present deliverable, S2.D7.3, is to document the implementation of WP7 activities for Spoke 2 and to assess the exploitation potential of primary-prevention pilots. The task focuses on evaluating how domain-facing outputs — applications, workflows, predictive models and digital prevention tools — can follow viable exploitation routes, including startup formation, institutional adoption, licensing or hybrid service models. Task 7.3 applies the WP7 methodology directly to the innovations generated within Spoke 2 prevention pilots, assessing their maturity, regulatory feasibility and translational potential. Given this integrated approach, the deliverable includes common sections - namely the description of the entrepreneurship and exploitation methodology, the unified training and incubation framework, and the criteria used to evaluate assets. These sections appear, with appropriate contextual adaptations, also in Deliverables S1.D7.4 and S3.D7.3, ensuring consistency and comparability across the three Spokes.

The subsequent sections of this document describe:

- the general exploitation and entrepreneurship framework used across WP7 (Section 4);
- the awareness, training, and incubation activities implemented for Spoke 2 (Sections 5–7);
- consolidated results and KPIs (Section 8);
- Spoke 2-specific patterns and exploitation opportunities (Section 9);
- lessons learned and recommendations for future cycles (Section 10);

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<sup>1</sup> Solution Framework #4, SF#4, as defined in S2D7.1.

<sup>2</sup> See Deliverable S2.7.1 about Sustainability plan, where the Solution Framework concepts are introduced.

- and final considerations on the contribution of Spoke 2 to the sustainability mechanisms of the DARE Foundation (Section 11).

References to Spoke 1 enabling frameworks describe optional functional contributions and should not be interpreted as evidence of systematic adoption within all Spoke 2 pilots.

## 3. The DARE Entrepreneurship Pathway: General Structure

This section describes the framework adopted in WP7 to analyse and support the potential exploitation of project outputs across the consortium. The framework is shared across Spoke 1, Spoke 2 and Spoke 3, with adaptations reflecting the nature of the assets developed in each area. It provides a structured way to move from initial awareness, through training, to the identification of feasible exploitation pathways. The subsections below outline the overall structure, the limits of a startup-centric interpretation, alternative exploitation scenarios, and criteria for selecting an appropriate route.

### 3.1. Overall Framework

The WP7 entrepreneurship framework adopts a funnel-based structure derived from the training and incubation programmes developed with G-Factor. The starting point is the entrepreneurial mindset training delivered through the ReactorPro programme, which introduces research teams to the fundamentals of value creation, IPR, regulatory constraints, and early exploitation logic.

Following this initial stage, the framework narrows toward more targeted activities that prepare teams for practical exploitation. The subsequent G-Force acceleration programme provides methodological and operational support for teams that intend to pursue a startup-based exploitation route. It introduces tools for refining problem definition, validating assumptions, and preparing for early company formation.

This funnel structure ensures that all teams begin from the same conceptual foundation, but only those whose outputs align with startup requirements progress toward acceleration. Other outputs follow alternative exploitation routes, addressed in Section 4.3. Detailed descriptions of Phase 1, Phase 2, and Phase 3 appear in later sections of the deliverable.

### 3.2. Limitations of a Startup-Centric Approach

Not all pilot activities or innovations produced within DARE are suitable for startup-oriented exploitation. Several categories of outputs do not map naturally onto company creation. Examples include enabling technologies, infrastructural components, methodological frameworks, data

governance tools, and regulatory alignment mechanisms. These components typically require institutional integration rather than market positioning.

In addition, some project outputs address systemic or cross-institutional challenges, such as interoperability or population-level prevention workflows, which depend on regulatory adoption, public infrastructure, or regional coordination rather than commercial dynamics. Other assets may be technically immature (low TRL), embedded in clinical or organisational workflows, or dependent on pre-existing systems that limit standalone viability.

For these reasons, WP7 explicitly recognises that startup creation is only one among several possible exploitation routes. A broader set of scenarios is required to capture the realistic potential of DARE outputs.

### 3.3. Alternative Exploitation Pathways (Beyond Startup Creation)

Several exploitation pathways are relevant for assets that do not align with a startup-centric model. These include:

#### a. Institutional service models

Some outputs can be incorporated into long-term services delivered by the DARE Foundation or partner institutions. Examples include interoperability support, governance frameworks, and compliance-related services. These routes focus on operational continuity rather than market creation.

#### b. Licensing or technology transfer

When a component is technically mature and suited for integration into existing products or infrastructures, licensing or joint development with industrial actors becomes a feasible route. This option avoids the overhead of company formation.

#### c. Open frameworks with controlled governance

For methodological or infrastructural components, an open but governed framework may support broad adoption. This pathway is relevant when value derives from widespread use rather than commercial differentiation.

#### d. Internal adoption as an operational capability

Some outputs serve as internal tools that strengthen the technological base of the Foundation or its partners. In these cases, exploitation corresponds to institutional integration rather than external dissemination.

#### e. Contribution to national or European standardisation

When an innovation addresses systemic issues such as interoperability, AI governance, data lifecycle methodology, its primary exploitation route may be inclusion in guidelines, standards, or policy frameworks rather than market mechanisms.

### 3.4. Pathway Selection Criteria

Selecting the most appropriate exploitation pathway for a given innovation requires a structured assessment aligned with recognised European Commission methodologies for Key Exploitable Results (KER). The decision process must ensure that each asset is mapped to a route consistent with its maturity, nature, regulatory conditions, and expected beneficiaries. The following criteria synthesise the KER logic with the specific characteristics of enabling technologies developed in Spoke 1 and in Spoke 2.

#### 1. Maturity assessment (TRL / IRL / CRL)

The starting point is the combined evaluation of Technical Readiness Level (TRL) and Integration Readiness Level (IRL), with Commercialisation Readiness Level (CRL) used when relevant.

- TRL < 5: the asset is not yet suited for external exploitation; internal use or open methodological frameworks are typically appropriate.
- TRL 5–7: the asset may support licensing, institutional integration, or standardisation efforts.
- TRL ≥ 8: fully validated outputs may be compatible with service deployment or, in selected cases, startup formation.

This maturity screening mirrors EC practice for identifying which results qualify as preliminary or validated KERs.

#### 2. KER typology (nature and value logic of the result)

- Following the EC's KER categorisation, the nature of the result strongly influences the exploitation route:
- Methodological, governance, interoperability or infrastructural KERs → often align with institutional service models, standardisation pathways, or internal adoption.
- User-facing applications, analytical tools, or standalone software → can support licensing or, in certain cases, startup-based exploitation.
- Policy-oriented or training-related outputs → typically align with standardisation, educational dissemination, or institutional uptake.

Classifying the asset correctly ensures compatibility with established EU exploitation categories.

#### 3. Regulatory and compliance readiness

For outputs interacting with regulated domains—data protection, medical devices, AI governance—the assessment must determine whether:

- regulatory compliance can be sustained by a small organisation or startup, or

- the asset requires the governance, oversight, and operational infrastructure of institutional adoption.

High regulatory complexity (e.g., MDR, GDPR-sensitive workflows, AI Act high-risk systems) generally directs the asset toward licensing, institutional service models, or integration into existing infrastructures.

#### 4. Problem scale and stakeholder scope

The scale of the problem and the level of stakeholders required for adoption are central elements of KER logic.

- Local or niche-scale problems may justify startup-oriented exploitation.
- Regional, national, or cross-sectoral challenges typically require institutional models, public-sector integration, or standardisation.
- Cross-border or systemic issues (e.g. interoperability governance frameworks) are typically incompatible with startup formation and align instead with open frameworks or standard-setting routes.

#### 5. Sustainability and maintenance requirements

KER classification requires assessing the effort needed for long-term maintenance, updates, monitoring and compliance:

- Assets requiring continuous regulatory alignment, security management, or updates are better suited for institutional exploitation or integration into long-standing infrastructures.
- Assets with stable functionality and limited maintenance needs can support licensing or venture-based scaling.

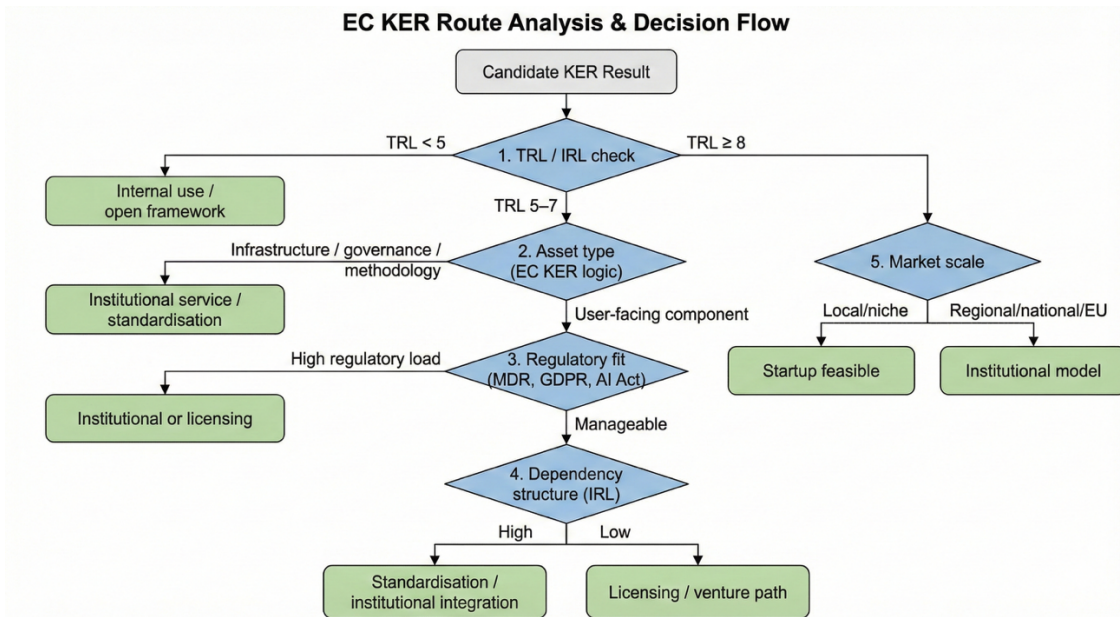
This ensures that the selected exploitation mode is feasible and sustainable beyond the project timeline.

#### 6. Dependency structure and system coupling

Using IRL and dependency analysis, the decision process evaluates how tightly the asset is coupled with enabling technologies, legacy systems, or institutional infrastructures:

- High system dependency → startup routes are typically unsuitable; institutional adoption, integration, or standardisation are more consistent.
- Low dependency → the asset may be suitable for commercial exploitation, including licensing or startup formation.

This aligns with EC practice which requires each KER to identify its dependencies to ensure credible exploitation planning.



Some of the outputs produced in Spoke 1 and in Spoke 2 are enabling or infrastructural in nature and do not naturally map onto a commercial product or a startup-driven business model. For these assets, the structured KER-based pathway selection process could be particularly valuable, as it helps identify the most appropriate exploitation trajectory—often institutional service models, licensing, or standardisation—instead of attempting to force a startup-based route that would not be technically or operationally viable.

## 4. Phase 1 – Entrepreneurial Mindset Activation and Internal Awareness

Phase 1 of T7.3 focused on establishing a baseline understanding of exploitation, technology transfer, and entrepreneurial pathways across the DARE consortium. This preparatory phase was necessary to ensure that research teams could evaluate realistic exploitation routes and understand the operational requirements associated with each option.

A first component of the phase was the co-design of the WP7 programme with G-Factor, integrating the entrepreneurial mindset programme (ReactorPro) and the subsequent acceleration phase (G-Force) into the DARE workflow. The co-design process aligned the training structure with the needs of digital health, data-intensive research, and enabling technologies. It defined the competence baseline expected from participants and delineated the topics relevant across Spokes, while allowing for differentiation in later stages.

In parallel, a structured internal communication effort was carried out throughout 2024. Information on WP7 objectives, participation requirements, and the structure of the entrepreneurship framework was disseminated via consortium mailing lists, targeted communications from WP and Spoke leadership, and direct interaction with the technical teams. The communication material included short technical notes, concise descriptions of the exploitation pathways, and clarification of the distinction between participation in WP7 and the eventual formation of a startup.

To complement internal communication, the consortium deployed external dissemination activities, including LinkedIn posts, press releases, short video explainers, and multimedia content produced in collaboration with institutional communication offices. These actions increased visibility of the whole DARE initiative and allowed teams across different partner institutions to access a consistent introduction to the exploitation framework.

A core element of Phase 1 was the organisation of DARE roadshow events hosted across several partner (Bologna, Roma, Bari and Palermo) sites in 2024. These sessions followed a structured agenda aimed at ensuring that all participants received a coherent introduction to WP7 while also establishing an interactive setting to evaluate interest and potential alignment with the programme. Each roadshow session included:

1. Presentation of DARE and WP7 — an overview of the project structure, the scope of WP7, and how exploitation is positioned within the Solution Framework (particularly SF#4–Translation).
2. Presentation of BI-REX and G-Factor — explanation of their roles within WP7, with BI-REX contributing technical and methodological support and G-Factor providing entrepreneurship training and acceleration expertise.
3. Presentation of the ReactorPro programme — detailed description of the expected commitment, training structure, technical content, and progression criteria for the mindset programme.
4. Participant pitches — each team presented a short, structured pitch outlining their research focus, the problem addressed, and the potential relevance for exploitation.
5. Inspirational pitches — one or two invited speakers presented short case studies describing their transition from academic research to startup creation. These interventions provided practical reference points and clarified the operational implications of entrepreneurial pathways.

The structure of these sessions had several functional impacts on meeting dynamics and the overall effectiveness of Phase 1. First, the joint presentation of DARE, WP7, BI-REX, and G-Factor established an integrated view of the ecosystem supporting exploitation. This avoided fragmented understanding across partners and ensured that technical teams recognised the complementarity of roles within the programme.

Second, the presentation of ReactorPro with explicit discussion of the required commitment provided an accurate representation of the workload and expectations, allowing participants to self-assess their capacity to engage in later phases. This mitigated the risk of superficial enrolment or misaligned expectations during the training stage.

Third, the inclusion of participant pitches introduced an immediate interactive element. These pitches served as an informal diagnostic tool for WP7, enabling preliminary identification of assets with potential relevance for exploitation or assets requiring alternative routes. The pitches also created peer visibility across research groups, reinforcing the notion that exploitation requires cross-disciplinary interaction rather than siloed work.

Finally, the inspirational pitch segment provided concrete examples of transition paths from research to entrepreneurship. This contributed to demystifying the startup process and clarified the distinction between scientific output and exploitable innovation. From an operational standpoint, these contributions helped reduce perceived barriers and allowed teams to contextualise their own work within realistic exploitation trajectories. In addition to in-person events, asynchronous materials (videos, interviews, and short explanatory modules) were distributed through institutional websites and social media channels. These supported participants who could not attend the roadshows and provided a consistent technical narrative for all partners.

## 5. Phase 2 – Entrepreneurial Training and Capability Building

Phase 2 (Jan 2025- Dec 2025) of the WP7 framework consisted of structured entrepreneurial training delivered through the ReActorPro programme, developed and delivered by Fondazione Golinelli and G-Factor. ReActorPro is an established training model designed to introduce early-stage researchers and technical teams to the fundamental principles of entrepreneurship, technology transfer, and value creation, with a specific focus on the life sciences and digital health domains. ReActorPro is structured to address a common challenge in research environments: although many innovations arise from scientific activities, most teams have limited exposure to the requirements for translating a research output into an operational product, service, or business proposition. The programme is therefore designed to bridge this gap by introducing participants to the decision-making processes, constraints, and opportunities associated with exploitation and technology transfer. ReActorPro does not assume that participants must become entrepreneurs; rather, it aims to ensure that they understand the full spectrum of translational options and the implications of each path for technical, regulatory, and organisational planning.

The programme is delivered in a blended format, combining in-person sessions with remote webinars and one-to-one mentoring. Its curriculum is organised into four components: initial pitch and feedback, structured training modules, personalised mentoring, and a final Demo Day. In the

first component, participants deliver a short pitch describing their research activity, which serves both as a baseline diagnostic and as a means to introduce them to the process of communicating research outputs in a translational context.

The structured training modules cover core topics required for evaluating and shaping an exploitation path: market assessment, competitor analysis, value proposition design, regulatory considerations (including specific modules on MDR and life science regulatory frameworks), intellectual property fundamentals, patent strategy, business model design, and financial planning. Across these modules, participants are introduced to the distinction between scientific claims and value claims, and to the factors determining whether an innovation is suited for licensing, internal adoption, a service-based institutional model, or startup creation. Personalised mentoring complements the training sessions and provides targeted feedback on the relevance and feasibility of each team's initial idea. These one-to-one sessions are used to clarify assumptions, identify gaps in regulatory or operational planning, and refine the definition of the problem addressed by the innovation.

The programme concludes with a Demo Day, held in person at G-Factor, where participating teams present their refined project pitch to a group of evaluators, industry partners, investors, and domain experts. Despite its name, the Demo Day is not intended to trigger immediate investment decisions; instead, it functions as a structured assessment point where teams demonstrate their ability to articulate a coherent exploitation concept, outline a credible development path, and recognise the technical and regulatory implications associated with translation.

ReActorPro is supported by a faculty with combined experience in entrepreneurship, venture investment, regulatory affairs, patent strategy, industrial development, and digital health. The expertise represented in the faculty provides participants with exposure to realistic decision-making contexts and constraints typically encountered during early-stage translation activities

## 6. Phase 3 – Incubation and Acceleration

Phase 3 of the T7.3 entrepreneurial path consists of targeted incubation and acceleration activities delivered through the G-Force programme, operated by G-Factor and it is planned to take place from January to April 2026. While Phase 1 established the entrepreneurial mindset and Phase 2 provided structured methodological training, Phase 3 is designed to support those teams whose outputs are suitable for startup-oriented exploitation or for advanced preparation of other exploitation routes. At the time of drafting this deliverable, Phase 3 has not yet begun.

G-Force is a four-month acceleration programme that includes an intensive two-month training and mentoring block, followed by a two-month follow-up period focused on execution and personalised one-to-one support. The programme is designed for early-stage ventures and research-driven teams with high-potential technological or scientific outputs. Its structure is based on a combination of plenary sessions, workshops, tailored mentoring, stakeholder engagement, and pitch sessions.

While the programme is general enough to be applied across the three Spokes, its thematic content aligns strongly with the needs of digital health, medtech, and deep-tech innovations.

The G-Force programme follows a week-by-week thematic progression during the initial intensive phase. Each week focuses on a critical dimension of early-stage venture development, including market validation, positioning, product development, user experience, regulatory affairs, intellectual property, business model design, industrial scale-up considerations, financial planning, fundraising, negotiation, communication, and investor-ready storytelling. This thematic structure is supported by a network of domain experts with backgrounds in life sciences, medtech, industrial development, regulatory strategy, and venture investment.

A key element of the programme is the emphasis on personalisation. Each participating team receives dedicated one-to-one mentoring aligned with its specific technical and organisational challenges. The personalisation component enables mentors to align the acceleration pathway with the real constraints of each asset, including regulatory dependencies, system integration requirements, or institutional adoption conditions.

Although startup creation is one exploitation route, G-Force also supports the analytical work required to determine whether a new venture is the appropriate mechanism for a given innovation. The structured evaluation across the 11 thematic weeks enables teams to test their assumptions, validate their problem-solution fit, assess market relevance, and determine whether the operational and regulatory conditions permit sustainable company formation. This structured testing is essential for preventing premature or misaligned startup attempts and for identifying cases where internal adoption, service-based institutional models, licensing, or standardisation may represent more viable exploitation pathways.

Each cycle of the programme concludes with a Demo Day, where participating teams present their projects to industrial partners, subject-matter experts, and investors. This event is designed to provide feedback and identify potential follow-up actions, but not to mandate a specific exploitation outcome. An Investor Day takes place at the end of the follow-up mentoring period and focuses on direct interaction with investors, where teams can present refined versions of their exploitation strategy and discuss potential collaborations or funding opportunities.

At the end of the G-Force programme, an Investor Day is planned to facilitate structured interaction between participating teams and selected investors. However, considering the expected maturity level of DARE teams by June—many of whom will not yet have established a formal company or validated a full business model—the event will be managed with caution. Venture capital firms and angel investors typically expect to evaluate already constituted and operational startups; presenting teams prematurely may generate misleading expectations within the investor network and expose participants to risks associated with premature visibility. For this reason, the selection of the Investor Day audience will be carried out with deliberate care, limiting participation to stakeholders capable of providing constructive feedback without imposing expectations inconsistent with the maturity level of the teams.

## 7. Outputs, KPIs and Consolidated Results

This section presents the measurable outputs of WP7 Phases 1 and 2 and the forward-looking indicators associated with Phase 3. The results combine participation metrics, training performance, satisfaction indicators, and early signals of readiness for the upcoming acceleration phase.

### 7.1 Outputs and Indicators from Phase 1 and Phase 2

Phase 1 (awareness and mindset activation) and Phase 2 (structured entrepreneurial training) generated a consistent set of quantitative and qualitative outputs across the consortium. A total of **37 project teams registered** for the initial call to participate in WP7 activities, representing 148 researchers from 14 universities, institutes, and research organisations across six Italian regions. Of these, **26 teams progressed into the structured training phase**, corresponding to a 70% conversion rate from expression of interest to active participation.

With the coordination and support of Spoke 1 and the Dare Foundation Communication Officer engagement during Phase 1 was reinforced by multiple roadshow sessions and dissemination events, which collectively attracted more than 50 external stakeholders in addition to internal participants. These activities provided the first mapping of exploitation interest, which indicated a broad spectrum of technological maturity and varying levels of readiness across Spokes.

Phase 2 delivered approximately 70 hours of formal training within a larger programme framework that foresees up to 140 hours across the full cycle. Training activities were supported by 12 expert mentors, providing both plenary instruction and one-to-one guidance.

Participant evaluations indicate strong engagement and perceived value:

- organisational and operational support received an average score of 9.1/10;
- overall training quality and plenary content were rated 8.6/10;
- the mentor network received 8.4/10;
- one-to-one mentoring sessions averaged 8.1/10;
- workload appropriateness was rated 7.8/10;
- the overall training experience received an average score of 8.6/10.

Across the consortium, teams—including those relying on Spoke 1 enabling technologies—developed a significantly clearer understanding of exploitation pathways and the constraints associated with interoperability, data governance, AI governance, and regulated digital workflows. Participation patterns show that these teams benefited from the structured introduction to exploitation logic and from the methodological alignment enforced across all training modules.

## 7.2 Forward-Looking Indicators for Phase 3 (G-Force Acceleration)

Phase 3, consisting of the G-Force acceleration programme, is scheduled to begin in January 2026. Based on participation trends, training performance, and self-assessment exercises completed during Phase 2, it is expected that six (6) teams will be ready to enter the acceleration phase.

The G-Force programme consists of:

- 2 months of intensive acceleration activities, including at least two residential weeks;
- 2 months of follow-up mentoring, focused on execution, planning, and refinement;
- multiple pitch sessions and structured feedback cycles;
- thematic weekly work covering market validation, positioning, product development, regulatory affairs, IPR consolidation, business modelling, industrial development, financial planning, fundraising, negotiation, communication, and investor readiness.

Outcomes from Phase 3 will be reported in subsequent project documentation once execution is completed.

## 7.3 Contribution to DARE's Long-Term Sustainability

Consolidated outputs from Phases 1 and 2 contribute to the long-term sustainability of DARE by:

- establishing a coherent exploitation framework applied uniformly across all Spokes;
- -
- strengthening internal capacity in IPR assessment, regulatory awareness, and technology transfer;
- creating a pipeline of teams ready for Phase 3, with quantified expectations for acceleration;
- supporting the application of the Translation Framework (SF#4) to enabling technologies within Spoke 1 and in Spoke 2, when appropriate.

# 8. Spoke 2 Specialisation

Spoke 2 focuses on primary prevention, behavioural modification, lifestyle interventions, early identification of risk, and community-oriented digital prevention. Unlike Spoke 1 — which delivers enabling frameworks and infrastructural components — Spoke 2 generates domain-facing innovations that directly interact with individuals, communities, or public-health systems. These solutions naturally align with exploitation pathways such as commercialisation, startup creation, licensing, and integration into regional or national prevention programmes.

In this context, Spoke 2 enables innovative and interoperable application-level functionalities through a dedicated digital ecosystem, including mobile applications, web-based platforms, wearable device integration modules and community trial infrastructures. This application

ecosystem allows Spoke 2 pilots to generate exploitable, domain-facing results that differ substantially from the enabling technologies developed in Spoke 1, while remaining interoperable with shared data platforms, governance mechanisms and regulatory frameworks. Within the WP7 methodology, Spoke 2 represents the part of the ecosystem in which entrepreneurial interest and concrete startup potential are most evident. Many Spoke 2 projects participated in the ReActorPro programme and underwent structured evaluation of feasibility, value proposition, and pre-acceleration readiness. Their innovations span wearable sensing, vaccination workflows, behavioural analytics, genomic risk stratification, AI-driven epidemiology, and mental-health prediction.

The exploitation potential of these projects is reinforced whereby Spoke 2 pilots rely on technical components developed in Spoke 1 and in Spoke 2 itself – such as interoperability frameworks, MLOps pipelines, wearable-data ingestion tools, regulatory governance modules, and cloud/HPC infrastructures. These enabling elements allow Spoke 2 teams to focus on user engagement, prevention pathways, and validation in real settings without having to develop technical foundations from scratch. The exploitation analysis therefore combines domain-specific innovation (Spoke 2) with system-level enablers (Spoke 1), in accordance with the DARE Translation Framework (SF#4).

Below, the projects from the first and second editions of ReActorPro that belong to Spoke 2 are summarised together with their thematic area and potential exploitation routes.

## 8.1 Overview of Spoke 2 Innovations Participating in ReActorPro

The following list includes all Spoke 2 innovations that participated in one of the two editions of ReActorPro, including complex pilots such as PHC and its associated genomic sub-projects (PROVE, MIG, PRE-PDAC).

### **Primary Prevention, Wearable and Behavioural Health Innovations**

These projects focus on behavioural monitoring, lifestyle modification, risk prediction, and early symptom detection.

- **DARE–FALLSPREDICT (UNIBO / AUSL Romagna)**

A combined clinical-scale and wearable-sensor system to predict fall risk in frail older adults.

Potential exploitation: startup candidate (digital fall-prevention platform), service integration with municipalities or ASLs, licensing to med-tech operators.

- **Lifestyle Team (UNIPA)**

A lifestyle-monitoring platform combining mobile data collection and ML-based prediction of chronic disease risk.

Potential exploitation: mobile health application, licensing to nutrition/fitness operators, institutional adoption in prevention campaigns.

- **SMS-ME (UNIPA)**

Machine-learning models for early detection of mental-health fragility and suicidality in university students.

Potential exploitation: startup or B2B service for universities, integration with digital wellbeing platforms, collaboration with regional mental-health programmes.

## Genomic and Personalised Prevention

- **Personalised HeartCare (PHC) and other pilots dealing with the prevention of oncological diseases (PROVE, MIG, PRE-PDAC) by UCSC**

Combining Polygenic Risk Scores with personalised lifestyle recommendations for cardiovascular and oncological prevention.

Potential exploitation: clinical-adjacent digital service, co-development with genomic-service providers, institutional adoption for population-level screening.

## Vaccination and Public-Health Prevention

- **CAREVAX (FPG Gemelli)**

Decision-support algorithm to identify at-risk patients and align them with appropriate vaccination pathways.

Potential exploitation: integration into hospital workflows, licensing to EHR vendors, adoption by regional vaccination programmes.

- **DigiVax (UNIPA)**

Digital workflow for vaccination processes and surveillance systems aimed at improving coverage and population-level accessibility.

Potential exploitation: licensing to public-health agencies, institutional procurement, standardisation.

## Epidemiology and Environmental Prevention

- **Personalized Epidemiological AI (UNIBO)**

AI-driven stratification of community-level chronic disease risk using multi-source datasets.

Potential exploitation: analytics-as-a-service for public health departments, integration into epidemiological dashboards, startup potential in predictive population health.

- **SMART Gas Sensors (Tor Vergata)**

Drone-mounted electronic nose for environmental detection of toxic compounds.

Potential exploitation: environmental-monitoring services, industrial licensing, partnership with ARPA or civil-protection agencies.

## 8.2 Exploitation Readiness and Thematic Patterns

The innovations emerging from Spoke 2 show high heterogeneity in maturity and exploitation readiness:

- High readiness for startup pathways:

FALLSPREDICT, Lifestyle Team, SMS-ME, Personalized Epidemiological AI.

These rely on digital platforms with potential markets, identifiable users, and clear monetisation pathways.

- High readiness for institutional adoption:

DigiVax, CAREVAX.

These align naturally with public-health structures and clinical governance processes.

- Hybrid or mixed potential:

PHC and genomics-based prevention models.

Their exploitation depends on regulatory and ethical frameworks, as well as ecosystem partnerships (clinicians, payers, biobanks).

- Environmental-health technologies:

SMART Gas Sensors combines industrial, public-health, and civil-protection pathways.

This diversity confirms the necessity of a non-uniform exploitation strategy, reinforcing that WP7 must accommodate multiple routes: startup creation, licensing, institutional adoption, joint development, or integration into health-system infrastructures.

## 8.3 Contribution of the DARE integrated approach

A subset of Spoke 2 projects may benefit from enabling technologies developed in Spoke 1, particularly in areas such as interoperability, MLOps or regulatory governance. However, several Spoke 2 pilots remain technologically autonomous and independent. The contribution of Spoke 1 should therefore be interpreted as optional and contextual rather than universal.

Where relevant, the following components may support or streamline specific tasks in some Spoke 2 pilots:

- Salus Ratio supports interoperability of wearable and clinical records.
- Mobility Kit (UNIBO) processes wearable signals for projects such as FALLSPREDICT and Lifestyle Team.
- MLOps lifecycle management (UNIBA) ensures reproducible AI modelling and could be applied to any pilot using AI/ML modelling.
- ~~DARE App (still under development) might provide questionnaire and behavioural data collection for several projects.~~
- Regulatory governance frameworks ensure GDPR/MDR/AI Act alignment, essential for startup formation.
- AI/HPC INFN infrastructure supports model training for ML-intensive pilots.

The Twin Pilot model therefore plays a central role in enabling innovations from some pilots of the Spoke 2 to enter the WP7 exploitation funnel.

## 8.4 Take Home Message

Spoke 2 provides the most substantial pipeline of entrepreneurial and exploitation-ready innovations within DARE. The combination of domain-facing pilots, behavioural interventions, wearable and AI-driven risk assessment, and methodological support to some pilots from Spoke 1 creates a rich landscape of potential downstream exploitation opportunities. These range from startup creation to institutional adoption, depending on regulatory feasibility, technological maturity, and alignment with public-health needs.

# 9. Lessons Learned and Recommendations

## 9.1 Lessons Learned

Lesson 1: Population-level and behavioural-prevention innovations require multi-stakeholder integration that affects exploitation feasibility.

Several Spoke 2 solutions operate in settings where prevention depends on collaboration among universities, hospitals, public-health authorities, and communities. In this context, Spoke 2 pilots acts as autonomous application-level integration elements, making early engagement with these actors—public-health departments, ASLs, vaccination services, university wellbeing divisions—proved essential to assessing feasibility. As a result, the exploitation pathway of primary-prevention solutions is therefore influenced not only by technology readiness but also by institutional willingness, policy constraints, and operational realities.

Lesson 2: Some wearable-based and AI-driven solutions benefit from enabling components developed in Spoke 1, while others are fully autonomous and do not rely on external frameworks or infrastructure.

Projects such as FALLSPREDICT and Personalized Epidemiological AI depend on interoperable data flows, wearable-signal preprocessing pipelines, MLOps frameworks, and regulatory governance tools. The lessons from Phase 1 and 2 show that domain teams often lack capabilities in these areas and might rely on technical twins from Spoke 1 especially to have one unified and validated approach. This reinforces the role of Spoke 1 in the translation process, and the necessity of jointly evaluating exploitation feasibility that combines domain-specific innovation (Spoke 2) and enabling layers.

Other Spoke2 pilot projects, such as lifestyles depend on interoperable data flows, wearable-signal preprocessing pipelines, and regulatory governance tools were conceived to ensure robustness and compliance. At the same time, several Spoke 2 pilots were intentionally designed as technologically autonomous solutions, capable of operating independently of external frameworks or shared infrastructure.

This confirms that Spoke 2 is not structurally dependent on a single technological stack but instead operates within a flexible and modular ecosystem. Such autonomy enables Spoke 2 teams to define independent implementation and exploitation strategies, adapt to different operational contexts, and pursue standalone translation pathways.

Lesson 3: Regulatory and ethical constraints significantly shape startup viability for prevention solutions.

Many Spoke 2 teams encountered constraints related to GDPR, classification under MDR, AI Act requirements, and ethical oversight for vulnerable populations (e.g., mental-health prediction in students). This often re-directed teams from purely entrepreneurial routes toward hybrid institutional pathways, joint development models, or staged translational approaches. WP7 training proved essential to making these constraints explicit early in the process.

Lesson 4: Heterogeneity of maturity levels requires differentiated exploitation pathways.

Spoke 2 innovations span a wide maturity range: some are close to MVP feasibility (Lifestyle Team, SMS-ME, Personalized Epidemiological AI), while others require additional evidence generation or integration into clinical/public-health workflows before exploitation can be attempted (PHC-based genomic pilots, vaccination workflows). This heterogeneity confirms that a single exploitation route (e.g., startup formation) is unsuitable. Instead, the WP7 funnel and KER-based assessment provide a structured way to differentiate pathways by TRL, regulatory complexity, and value logic.

Lesson 5: ReActorPro improved the ability of Spoke 2 teams to define realistic exploitation strategies.

Training and mentoring helped teams transition from research-driven narratives to user, stakeholder, and validation-oriented reasoning. Teams learned to distinguish scientific contribution from market value, to articulate a credible problem–solution fit, and to recognise whether a startup or an institutional route was more appropriate. For several teams, this led to a refined scope or a pivot toward more realistic exploitation plans.

## 9.2 Recommendations

Recommendation 1: Maintain differentiated exploitation support for Spoke 2 based on thematic clusters.

Future cycles should group Spoke 2 projects into clusters (wearables/behavioural health, vaccination workflows, genomic prevention, environmental health) and provide tailored exploitation guidance for each class, recognising the distinct regulatory, operational, and market conditions. This approach makes it possible to fully leverage the project-level autonomy of Spoke 2 and to account for the distinct regulatory and operational conditions characterizing each application domain.

Recommendation 2: Strengthen early engagement with institutional stakeholders in public-health and community settings.

Given the central role of ASLs, regional health services, University wellbeing offices, and epidemiological units and national institution (such as the ISS and the national Prevention Hub), structured early dialogue will accelerate exploitation decisions and reduce the risk of misaligned startup attempts.

Recommendation 3: Introduce early regulatory screening mechanisms within WP7.

Applying GDPR/MDR/AI Act triage in the first weeks of G-Force would help avoid unrealistic startup trajectories and facilitate more appropriate exploitation pathways (licensing, institutional integration, co-development with public-health systems).

Recommendation 4: Strengthen access to real-world validation environments.

Primary-prevention solutions require evidence from community settings. Coordinated access to living labs, university campuses, ASL community programmes, or municipal prevention initiatives would significantly enhance readiness for both licensing and venture creation.

Recommendation 5: Protect continuity of training across Spoke 2 teams beyond the project timeline.

Spoke 2 is likely to generate long-term entrepreneurial activity beyond DARE. Maintaining training modules, mentoring resources, and exploitation tools after project closure would support sustainability and maximise impact.

## 10. Conclusions

The activities carried out under Task 7.3 in Spoke 2 demonstrate that primary-prevention pilots represent a substantial source of domain-facing innovations with concrete exploitation potential within the DARE ecosystem. Unlike Spoke 1, whose contributions for some pilots consist of enabling technologies and infrastructural components, Spoke 2 produces applications, clinical-adjacent workflows, and digital tools aimed at individuals, communities, and population-level health systems. These characteristics make Spoke 2 particularly suited to the unified WP7 entrepreneurial and exploitation methodology.

Across the two editions of ReActorPro, Spoke 2 teams showed strong engagement and a clear ability to translate research concepts into structured exploitation hypotheses. Several projects—such as FALLSPREDICT, SMS-ME, Personalized Epidemiological AI, and genomic-risk pilots — progressed toward well-defined value propositions and demonstrated readiness to further evaluate startup-oriented or hybrid exploitation scenarios in the G-Force acceleration programme. Other innovations, particularly vaccination-workflow tools (CAREVAX, DigiVax), showed stronger alignment with institutional adoption and technology-transfer pathways. This distribution confirms the necessity of a differentiated exploitation model and validates the WP7 approach of combining a shared entrepreneurial framework with tailored pathway selection.

A central conclusion emerging from the Spoke 2 analysis is that, while some pilots leverage enabling technologies provided by Spoke 1, Spoke 2 is also characterised by autonomous, application-level digital ecosystem. As demonstrated by the design and implementation of a mobile application, web-based platform, wearable-integration modules and community trial infrastructures, many Spoke 2 pilots operate as self-contained solutions for data collection, user engagement and prevention workflows.

A subset of pilots selectively leverages enabling Technologies developed in Spoke 1 — such as interoperability frameworks, MLOps infrastructures and regulatory-governance modules - which should be understood as optional enablers rather than structural dependencies. These components support scalability, and compliance where required, but does not define the core operational capacity of Spoke 2 innovations. Such cross-cutting interactions highlight the operational relevance of the Twin Pilot architecture, as a flexible integration mechanism, activated when it provides clear added value. According, the exploitation readiness of Spoke 2 outputs derives primarily from their autonomous application ecosystems. This assessment confirms that Spoke 2 includes both fully autonomous and framework-supported innovations, and that enabling components from Spoke 1 function as optional accelerators rather than prerequisites for exploitation.

Another key finding concerns the weight of regulatory and ethical constraints. Primary-prevention innovations that involve behavioural modelling, genomic stratification, or population-level data flows must address GDPR requirements, MDR classification where relevant, and the forthcoming AI Act. These considerations shape the feasibility of startup formation and reinforce the importance of

institutional or service-based exploitation routes for several categories of outputs. The WP7 training and mentoring programme was effective in making these constraints explicit and in helping teams differentiate between scientific advancement and commercially or institutionally viable propositions.

Finally, Task 7.3 highlights that exploitation is not a linear process, but an iterative evaluation shaped by maturity, stakeholder involvement, regulatory conditions, and operational feasibility. The phased WP7 framework—mindset activation, structured training, and acceleration—provides an effective mechanism for supporting Spoke 2 teams through this iterative assessment. The expected participation of six teams in the G-Force programme confirms both the interest and the potential for downstream translation.

Overall, Spoke 2 contributes significantly to the sustainability goals of DARE by generating a diverse set of primary-prevention innovations with realistic exploitation pathways. Through structured training, methodological alignment, and integration with Spoke 1 enabling technologies, Task 7.3 establishes the basis for informed exploitation choices and enhances the long-term potential of these innovations to become operational solutions within health-system and community-prevention contexts.

# 11. Appendix – Communication Material from Phase 1



## Accelerazione e Innovazione: il percorso di DARE per Imprenditori Emergenti

All'interno del progetto DARE, il programma di accelerazione promosso dal Competence Center BI-REX e sviluppato dall'acceleratore G-Factor della Fondazione Golinelli, offre un approccio unico per trasformare idee innovative in imprese di successo e sostenibili.

L'approccio sinergico di G-Factor mira a creare modelli d'affari replicabili e scalabili, assicurando che le imprese emergenti siano ben posizionate per prosperare. In questo modo, il progetto contribuisce al progresso e all'innovazione su scala internazionale, supportando lo sviluppo di soluzioni che possono avere un impatto significativo nel mondo del business.

**BI-REX**  
Big Data, Innovation & Research Technology

**G-FACTOR**  
Consorzio per la Ricerca Impresa  
per farne diventare grandi



Per maggiori informazioni scrivere a:  
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Il Progetto DARE, finanziato dal Ministero dell'Università e della Ricerca (MUR) nell'ambito del Piano Nazionale per gli Investimenti Complementari al PNRR, mira a migliorare la promozione della salute e la prevenzione per tutta la vita utilizzando dati e tecnologie digitali avanzate. L'obiettivo è supportare il sistema sanitario nazionale con un monitoraggio continuo della salute, con un impatto significativo a livello sociale, culturale, economico ed etico.

DARE intende creare una rete di conoscenza integrata e diffusa, alimentata dalla ricerca, dall'innovazione e dalla partecipazione attiva di vari stakeholder, consolidando così il ruolo dell'Italia nella prevenzione digitale.

Il progetto aspira a diventare il centro di riferimento nazionale per le tecnologie digitali nella prevenzione, promuovendo una comunità orientata alla prevenzione digitale e favorendo la collaborazione tra sanità, accademia, industria e decisori.

