

# DocWoo

## The solution in a nutshell

DOCWOO is a cloud solution, intuitive and secure offering a Marketplace, an on-demand homecare platform and communication tools between all the actors revolving around the patient and of their close caregivers.

DOCWOO therefore intends to put the focus on the patient by helping care providers in their support during their care journey by also offering access to telemedicine and electronic prescription.

DOCWOO wants to be an ecosystem supporting health professionals, both young graduates, public and private medical institutions. Helping care practitioners in their day-to-day practices will directly benefit the patient.

#relationship #efficacy #intuitivey #disruptive #profitable #innovative

## The company

InoCare Solution has been mindful of the problems encountered in the medical environment in recent years : a drastic increase in the need for home care (shorter hospitalizations, aging of the population), a need to facilitate the connection between care providers and patients, a need for effective monitoring of ambulatory care and the creation of communication bridges between care practitioners revolving around the patient.

**Bilal Mejichin & Mohamed Zekhnini**

**info@docwoo.be**

**+32 474 844 714**

# Lemma Factory

## The solution in a nutshell

Lemma Factory is currently working on an integrated digital solution that allows us to offer rehabilitation activities and alternative modes of communication, whether at home or in sessions.

We are proposing an innovative approach based on a linguistic engine resulting from several years of R&D. This allows us to offer, among other things, a communication aid that is much more effective than existing solutions.

- For instance, to compose the simple sentence " I want water and an apple":
  - Using one of the main solutions on the market, it takes more than 40 s and 17 taps on the tablet. It is too slow and too complex, and unnecessarily increases the mental load on the patient. This generates frustration and demotivation, which can lead him to give up the use of AAC tools, and therefore reinforce his isolation.
  - Our solution makes it possible to make the same sentence in less than 4s, with only 4 taps... We minimize the mental load of patients, thanks to our proprietary technology, by automatically managing most aspects of the creation of the sentence.

We have developed a first prototype and we are now entering a validation phase of the project on a larger scale.

#Communication disorders #(re)learning #AAC #Platform #Digital

## The company

Lemma Factory is a startup active in the field of (re)learning and compensation for language disorders.

Fanny Oliveira & François Liger  
Fanny.oliveira.pro@gmail.com  
+33 6 03 42 64 75

# LTSM Systems

## The solution in a nutshell

Currently, sleep apnea is diagnosed using a medical device which records multiple parameters during sleep, these parameters are evaluated by a clinician. The recordings are performed either in a hospital environment or at home.

LTSM's medical device is composed by small wireless autonomous non-invasive sensors that are held in contact with the chest by a textile sleeping garment. The setting up of the monitoring device only takes few seconds. Once the sensors are charged, they can be attached to the garment. Once the garment is in contact with the chest, the sensors start recording all the required parameters for the diagnosis. These parameters are recorded inside a memory contained in the sensors.

LTSM's medical device, although much simpler, offers the same accuracy and information than current sleep monitors. Its simplicity makes it ideal for home diagnosis and results in a much lower production cost than other products due to the absence of cables and connectors.

#nonobstructive #simple #reliable #comfortable

## The company

The main goal of LTSM Systems is the commercialization of a sleep apnea home diagnosis medical device.

Sleep apnea is a sleep disorder that is considered an important factor for morbidity and mortality due to its direct effect on the cardiovascular system. It is estimated that 20% of the population in developed countries suffers from sleep disorders. Sleep apnea counts for more than one third of the cases.

Sleep apnea is diagnosed by using a sleep monitor that records multiple parameters during sleep. The recordings are performed either in a hospital environment or at home. Due to the limited hospital infrastructure, home diagnosis must be adopted in order to treat the large amount of active cases (currently 80%).

LTSM Systems diagnostic device has higher simplicity and lower price than the current home sleep monitors in the market. Home sleep monitors require a high simplicity in order to be reliably used by the patient. LTSM Systems targets both the EU and the US markets.

The market for medical devices for chronic conditions will experiment a continuous growth in the coming years due to the increasing life expectancy in developed societies (18% of Belgians are over 65).

**Eduardo Lopez Estraviz**

[eduardo.lopezestraviz@gmail.com](mailto:eduardo.lopezestraviz@gmail.com)

# Momly

## The solution in a nutshell

Breastfeeding mothers use a breast pump to collect their milk and feed their baby either when they return to work, are away or for medical reasons. They endure a painful experience stuck 1h30 per day in an uncomfortable position with a bulky, noisy machine, often hidden (sometimes in their office's toilets). And still, despite the efforts, they are not guaranteed to collect enough milk to feed their baby. If you haven't experienced it yourself, imagine extracting about half a liter of maternal milk from your breast every day with a pump.

Therefore, Momly develops a breast pump that uniquely combines the reliability of the large hospital breast pumps into a smart, compact, and concealable device that allows mothers to pump wherever and whenever they want, in better conditions and with peace of mind. The cups collecting the milk fit in a bra and the pump, reliable, yet compact and discreet can be concealed under the clothes. A connected mobile app will allow for personalized breast pumping and breastfeeding support.

#Mother-centric #Impact driven #Bold #Down to earth #Involved

## The company

For breastfeeding mothers, Momly develops a discreet, wearable, and reliable breast pump to disrupt the awful breast pumping experience. As a young father, Jerome witnessed the joys but also the pains of motherhood. He witnessed his wife using a breast pump for 11 months, shocked by what she had to go through he decided to make things better. With Anastasia and Gaël, they embarked on a mission to radically improve mothers' lives, starting with breastfeeding.

More than 200 mothers already want to be kept posted about their breast pump. Momly counts more than 60 hours of interviews with 70 mothers, 10 healthcare professionals, 6 retailers, 250 mothers surveyed, another 20 participating in prototyping tests and 700 hours of engineering and design work. The device in development will uniquely combine the reliability of the large medical breast pumps into a smart, compact, and concealable device that allows mothers to pump wherever and whenever they want, in better conditions and with peace of mind.

Momly is a winner of the Mind & Market Louvain-La-Neuve startup competition and of the Le sommet des entrepreneurs pitch competition. The start-up is actively looking for both individual and early-stage institutional investors

Jérôme Derycke [jerome@momly.eu](mailto:jerome@momly.eu) +32 472 57 38 72

[www.momly.eu](http://www.momly.eu)

Facebook : [www.facebook.com/MomlyOfficial](https://www.facebook.com/MomlyOfficial)

Instagram: [http://www.instagram.com/momly\\_official/](http://www.instagram.com/momly_official/)

# Ortho V&G

## The solution in a nutshell

Over 2 million patients receive a hip prosthesis every year in Europe and the USA. In the vast majority of cases, those patients will “forget” they have a prosthesis and go back to active lives. However, sometimes, patients will have complications and undergo a hip replacement procedure. The extraction of such a well ingrown implant is a complex, costly and long surgical procedure with higher complication rates than the primary implantation.

Ortho V&G has developed an electro-mechanical concept to remove prostheses. This method will result in a faster surgical procedure for the orthopedic surgeon leading to reduced bone loss for the patient and a better utilization of the hospital’s operating room capacity

## The company

**Gaetan van Wijck** is a seasoned MedTech leader with a track record of leading teams to high growth in established and scale up companies. After nearly 10 years with Johnson & Johnson where he held a number of commercial positions, he joined Nucletron and saw the company sold to Elekta, a leading radiotherapy company. He subsequently joined Spectranetics to head its international marketing, training and reimbursement efforts and successfully helped the company being sold to Philips. He holds a Master’s degree in Business from the Université Catholique de Louvain and a MBA from The Wharton School of the University of Pennsylvania. After having lived for 20 years on various continents, he is back in Brussels where he lives with his family.

**Valéry Barbour** has experience in the medical devices field. After 4 years in R&D in medical devices within Johnson & Johnson, he turned to industrialization. Over the last 10 years, he has held positions in Quality and Regulatory Affairs, first at Marle, leader in subcontracting in medical devices and since a year at PROTEOR, a major player in external prostheses and orthotics. He holds an Engineer degree from the Arts & Métiers with a Master’s degree in Biomechanics and an international MBA from iaelyon School of Management. He is based in Lyon, France since 10 years after several moves in France for professional opportunities.

**Gaetan van Wijck** [gaetanvanwijck@gmail.com](mailto:gaetanvanwijck@gmail.com)

# Plibo

## The solution in a nutshell

The biggest health improvements of the future will not be reached by new medicines or medical instruments, but will be reached by activating patients towards a lifestyle that is adapted to their pathology. Chronic diseases are responsible for about 80% of the European healthcare budget and are mostly lifestyle driven. However, many chronic patients have great difficulty following up on the advice they get from their doctor and don't manage to change their lifestyle, even if it is a matter of life and death for them.

Plibo's vision is that in the future, doctors will not only prescribe medication, but also a healthy lifestyle and combines digital technology with personal coaching to enable care professionals and help chronic patients manage their condition. Digital technology now makes it possible to enable patient lifestyle change in a scalable and cost effective way. In a context moving from curative to preventive care; payers, pharma and care professionals are preparing for a future with new patient pathways including effective lifestyle support.

The solutions Plibo offers are:

- ● A health risk assessment tool: a questionnaire and personalised assessment report assessing the health of the heart and the various lifestyle domains related to it. This tool is co-created by field experts, based on validated scientific instruments and fully in line with the Domus Medica recommendations (gezondheidsgids). The data generated (health scores on the different lifestyle domains) is used in studies and is used to personalise the patients health coaching.
- ● Health coaching: Plibo offers a range of solution to help patients change their lifestyle:
  - o E-coaching modules: personalised and interactive digital programs (comparable to e-learning modules) to help patients pinpoint the lifestyle problem/patterns and create a hyper-personalised action plan.
  - o Social modules: putting patients with the same lifestyle challenges together such that they can inspire and help each other towards an adapted lifestyle.
  - o Human coach: A nurse from Plibo coaches patients personally towards a lifestyle adapted to the pathology.
- The technology and programs are built to also enable medical teams (GP's, specialists, nurses) to implement their new lifestyle support pathways.



## The company

Plibo is a start-up of 8 people mainly funded by the investment fund Carevolution. The company is led by experienced entrepreneurs, and advised in their board by cardiologists and senior leaders in the Healthcare industry in Belgium.

The company exists about 3 years and in this time developed and tested a product portfolio of medical software solutions (all CE marked) to enable chronic patients towards a lifestyle adapted to their pathologies. The company validated interest from insurers, hospitals, pharma and patients and will reach a revenue of 200-300k€ this year. Next to this, the company validated the health impact it has in a first own POC and will start 2 studies next year (on hypertension and diabetes).

Currently, the company is working on improving the scalability of its solutions and further pushing patient adoption. 2 key drivers to make its business model succeed. Plibo estimates it still needs 3mio€ in the next 3 years before becoming profitable.

Plibo est une start-up de 8 personnes principalement financée par le fonds d'investissement Carevolution. La société est dirigée par des entrepreneurs expérimentés et est conseillée au sein de son conseil d'administration par des cardiologues et des hauts dirigeants du secteur de la santé en Belgique.

La société existe depuis environ 3 ans et a développé et testé pendant cette période un portefeuille de produits de solutions logicielles médicales (tous marqués CE) pour permettre aux patients chroniques d'adopter un mode de vie adapté à leurs pathologies. La société a validé l'intérêt d'assureurs, d'hôpitaux, de sociétés pharma et de patients et atteindra un chiffre d'affaires de 200 à 300 k€ cette année. A côté de cela, la société a validé dans un premier POC l'impact qu'elle a sur la santé et démarrera deux études l'année prochaine (sur l'hypertension et le diabète).

Actuellement, la société travaille à l'amélioration de la scalabilité de ses solutions et à l'adoption par les patients, deux leviers clés pour faire réussir son business model. Plibo estime avoir encore besoin de 3 millions d'euros dans les 3 prochaines années avant de devenir rentable.

Plibo is een start-up van 8 mensen die voornamelijk gefinancierd wordt door het investeringsfonds Carevolution. Het bedrijf wordt geleid door ervaren ondernemers en in zijn bestuur geadviseerd door cardiologen en senior leiders in de gezondheidszorg in België.

Het bedrijf bestaat ongeveer 3 jaar en heeft in deze tijd een productportfolio van medische softwareoplossingen (allemaal CE-gemarkeerd) ontwikkeld en getest om chronische patiënten te begeleiden naar een levensstijl die is aangepast aan hun pathologieën. Het bedrijf valideerde de interesse van verzekeraars, ziekenhuizen, farma en patiënten en zal dit jaar een omzet behalen van 200-300k€. Daarnaast valideerde het bedrijf de gezondheidsimpact in een eerste eigen POC en zal volgend jaar 2 studies starten (hypertensie en diabetes).

Momenteel werkt het bedrijf aan het verbeteren van de schaalbaarheid van zijn oplossingen en het verder stimuleren van de adoptie door de patiënt. 2 belangrijke drijfveren om het bedrijfsmodel te laten slagen. Plibo schat dat het de komende 3 jaar nog 3 miljoen euro nodig heeft voordat het winstgevend wordt.

**Peter Deckers**

**peter@plibob.be**

# Take Care

## The solution in a nutshell

Based on a last-mile delivery model and an online marketplace, Take Care disrupts the existing digital pharmacies and relaunches the debate around online sales of prescribed medicine.

How do we deliver our value ?

### MARKETPLACE

We first build an online marketplace enabling patients and pharmacies to trade digitally.

### ECOMMERCE

We optimize our logistic model and invest in the pharmacy's interface to address business needs.

### HEALTHTECH

We focus on functionalities that enable pharmacies to better support patient journeys.

## The company

Take Care aims to transform the industry of pharmacy and challenge the biggest tech giants (Newpharma, Farmaline, Amazon Pharmacy).

Take Care not only innovates in a traditional market but offers a more local, social, sustainable and responsible approach to order and get your drugs delivered at home.

We are a team of changemakers, born during Covid-19 pandemic, with the ambition to leverage the power of technologies with the human capital offered by trusted relationship pharmacists have built for years

After an intensive experimentation phase during the covid pandemic, the focus of the startup is to build a strong management team, manage a significant fund raising and accelerate the business growth.

**Bastien Van Wylick [bastien@take-care.io](mailto:bastien@take-care.io) +32 474 44 89 46**

**[WWW.TAKE-CARE.IO](http://WWW.TAKE-CARE.IO)**

# Tulipal

## The solution in a nutshell

*Menstrual cups are an environmentally friendly alternative to traditional periodic protections such as tampons and pads. They have several advantages: they are the healthiest, the most ecological and economic of all periodic protections.*

Even if it's becoming more and more popular, the cleaning in public places, in the absence of a private sink stop people from adopting it. In fact, you have to change your menstrual cup 3 to 4 times a day, but 71% of the users do not have access to a private sink during a regular day, leading to 2/3 of them not following the sanitary recommendations. Moreover, 95% of menstrual cups users need a cleaning solution.

In order to tackle this problematic, we've finally developed and patented a device: a portable menstrual cup cleaner. This easy-to-use device allows to clean the cup in the absence of a private sink. It's compact, handy and has been designed and engineered following an eco-conception. It's produced and assembled in Belgium, and jointly with the menstrual cup it allows to reduce its ecological impact by approximately 90% compared to disposable protections.

## The company

Tulipal is a Belgian medtech committed startup active in the menstrual hygiene innovation.

Tulipal aims to allow all menstruated people to use, during their period, a healthy and reusable alternative like the menstrual cup, without any constraint or mental burden. To do this, we have developed with a group of users a device that allows to clean the menstrual cup in all circumstances, wherever and whenever you are.

Tomorrow, our long-term mission is much larger: we want to allow all menstruated people to live their periods in a simpler, healthier and more ecological way. Driven by this goal, we are continuously innovating on menstrual hygiene. Through our social networks, we also try to lift the taboos that exist around the periods, to inform and raise awareness on this subject. Our mission is to contribute to the demystification of the rules and the emancipation of menstruating people while guiding the ecological transition that our society demands.

**Julia: [julia.thieffry@tulipal.be](mailto:julia.thieffry@tulipal.be) & Lucas: [lucas.secades.casino@tulipal.be](mailto:lucas.secades.casino@tulipal.be)**  
**[www.tulipal.com](http://www.tulipal.com) | Instagram & Facebook : [@tulipal\\_](https://www.instagram.com/tulipal_)**