


Advanced Partnership for Enhanced Solutions


Accelerating healthcare innovation and cybersecurity resilience
across Central and Eastern Europe and the Black Sea region





Underrepresentation and vulnerability in healthcare innovation



 The CEE and Black Sea is hosting remarkable talent and emerging solutions

 The region remains starkly underrepresented in EU-funded projects — especially in healthcare and cybersecurity.

 Limited exposure not only stifles innovation but reinforces systemic vulnerabilities.

 The integration of key EU health policies, e.g the Health Technology Assessment Regulation (HTAR) and the European Health Data Space (EHDS) is facing **repeated delays**.



Pressing threat

Growing susceptibility to cyberattacks

With outdated digital infrastructure and insufficient security frameworks, healthcare providers in the region are increasingly exposed to malicious breaches—yet slow to adopt next-gen safeguards.



Let's build smarter bridges between **innovation, capital, and compliance**

Key partners among a pool of 3,000+ trusted collaborators



Digital Health and Innovation (DHI) Cluster, Bulgaria

A non-profit organization dedicated to fostering a community of experts and organizations in digital health, aiming to develop innovative solutions for a sustainable healthcare ecosystem.



EurA AG, Germany

An international consulting company specializing in innovation and technology, supporting companies and research institutions in enabling technical innovations.



Ansana, Netherlands

Develops and markets innovative sterilization technology for the healthcare and pharmaceutical industry, focusing on intelligent sterilization containers that guarantee sterility and traceability.



Kelvin Health, Bulgaria

Provides AI-powered thermography solutions for non-invasive vascular diagnostics, enhancing the standard of care through accessible and rapid diagnostics.



SoCyber / Kikimora, Bulgaria and USA

Offers comprehensive cybersecurity solutions, specializing in security testing and compliance for organizations handling sensitive data



Check Point Cardio and Check Point Care, Bulgaria and Saudi Arabia

Combines advanced medical devices with software to monitor patients' vital parameters in real-time, facilitating online diagnostics and emergency responses.

BGO Software, Bulgaria and USA

A healthcare software development company offering digital health solutions, clinical research systems, and GMP-validated systems, with a proprietary ISO 13485 certified system for medical data management.



IQVIA, Bulgaria, Poland, and Romania

Provide advanced clinical research, data information services, and consulting, supporting key business decisions in the pharmaceutical and healthcare sectors.



MedGuide, Bulgaria

Utilizes AI to enhance patient enrollment in randomized clinical trials (RCTs), improving the efficiency and accuracy of participant selection.



SC PACS, Bulgaria

One of the largest Picture Archiving and Communication Systems (PACS) in Bulgaria, serving over 40 hospitals with comprehensive imaging solutions.



Neuronics Medical, USA / Fast.AI, Bulgaria

Develops predictive AI technologies for stroke triage, aiming to improve early detection and treatment outcomes.



Proxiad, France and USA

Provides IT services and solutions, supporting digital transformation initiatives across various industries, including healthcare.



We work with **the40F** [a member of the EIC Scaling Club]



Strategic interests and initiatives



We (as APES and the40F) seek to establish **strategic partnerships** and **lead project proposals** that address the unique challenges faced by healthcare systems in CEE and the Black Sea region.



Additionally, we provide:

- **360 Innovation Readiness Assessment** - Evaluating the preparedness of organizations to adopt and implement innovative solutions effectively.
- **Access to EU-wide innovation networks** - Facilitating connections with European innovation networks to promote collaborative projects and knowledge exchange.
- **APES Health and APES Evolution** - Providing AI-enhanced proposal writing and management services to streamline project development and execution.
- **International exposure via the IRHIS investor's club and our vast contact list.**



Concept 1: IRHIS Investors Club 2.0

Launching in December 2025 we together over 40 investors and 15+ startups/spinoffs specialising in remote patient monitoring and active in CEE, BlackSea and MENA. We seek to expand the IRHIS label expanding our wings to biotech, medtech and biomedical innovations.



Concept 2: Medical device and new medicinals sandbox and testbed

Establishing a AI enhanced sandbox environment to test and develop new medical devices and ATMPs. This initiative focuses on low performing countries – Bulgaria, Romania, Albania and North Macedonia. Also, Greece and Turkey, and the University of Copenhagen's Law Faculty, Denmark.



Concept 3: Regional endowment fund

Crafting a fund to support VC/PE investors, startups and spinoffs in overcoming the 'Valley of Death' by providing small, dedicated research grants for top-tier concepts for medical devices, ATMPs, CDMO establishments and AI-enhanced solutions.