



Deliverable D24.12

Report on the results of the dissemination activities

Etienne DUPUY (acetiam)
Consuelo GRANATA (acetiam)

CONTENTS

CONTENTS.....	2
1 General information	3
1.1 Actions planned	3
2 Results of the actions	4
2.1 Website.....	4
2.2 Medical fairs	5
2.3 Training.....	5
2.4 Pilot	5
3 Established customers.....	6

Glossary of Terms

ECHORD++: European Coordination Hub for Open Robotics Development Plus Plus
(E++ for short)

1 General information

This document explains the dissemination activities of ASSESSTRONIC project. The current status of the project is marketing development; the actions of promotions carried out and planned for the future are analysed in the following sections.

1.1 Actions planned

The promotion actions planned the earlier stages of the project are listed below.

- *Website (one website dedicated to ASSESSTRONIC system and web pages referring to it in ACETIAM and UPMC websites)*
- *Medical fairs*
 - *Arab Health*
 - *Medica*
 - *MedicAlliance - <https://www.medicalliance.global/>*
 - *Medical fair Asia*
 - *Medical fair China*
 - *Medical fair India*
 - *Medical fair Thailand*
 - *Medical fair Japan*
- *Training of Acetiam commercials to propose the solution to the prospect*
 - *Cross selling with the installed client base*
- *Making some pilot with a duration of several months in big hospitals (involving PhD students, and the clinical researcher)*
- *Link with the instance, doctor's syndics and after work organisation to present the solution*

2 Results of the actions

2.1 Website

The ECHORD++ website contains a page dedicated to CGA projects in the PDTI Healthcare challenges section.



Figure 1 ECHORD++ PDTI Healthcare Website page

ASSESSTRONIC project is described there, but the page needs an update following the big changes operated in the final phase of the project.



Figure 2 ASSESSTRONIC project page from ECHORD++ website

The page contains links referring to the consortium partners websites, ACETIAM and UPMC. In these referred pages an updated and extensive project description will be uploaded.



Figure 3 Links to ACETIAM and UPMC websites

2.2 Medical fairs

The principal fair where ASSESSTRONIC participated was MEDICA. Some good leads were done, and some possible strategic partners were identified and engaged. The more interested people were from Middle East and Asia.

Introducing the product in South American and in Japanese markets, where the population is aging quickly, is part of ACETIAM strategy.

Please read the market intelligence report for more details on medical fairs participation matters.

2.3 Training

A proper training session for ACETIAM commercials will be carried out as soon as the new prototype will be available. However, several documents describing the system and its use have already been internally released.

2.4 Pilot

The system has been introduced in several French teaching hospitals:

- CHU Limoges
- CHU Montpellier
- CHU Nice
- CH Hyeres
- CHU Bordeaux
- APH Paris (Pitié Salpêtrière)

The different teams showed an interest in testing the system with their patients. ACETIAM is in contact with them to arrange a pilot with the final prototype. If any agreement will be settled with them, other French teaching hospitals will be contacted.



Figure 4 French teaching hospitals on a map

3 Established customers

Hospitals specialised in geriatric have been identified as potential customers of AS-SESSTRONIC solution. ACETIAM established some relations with different geriatrics:

- CHU Limoges
 - Pr Tchalla
- CHU Nice
 - Pr Guerin
- CH Hyeres
 - Dr Gavory
- CHU Bordeaux
 - Pr Salles
 - Pr Dehail

In particular, Pr. Tchalla and Pr. Guerin are interested in conducting a pilot in their service.

The solution is tested today at the APHP Pitié Salpêtrière Charles Foix under the guidance of Dr Pariel. Dr Pariel already showed an interest as customer once the product will be commercialized.