



**Support for
companies developing AAL solutions
to achieve
the market breakthrough**

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- 10:30 – 10:45 Opening
- 10:45 – 11:45 Open platforms and AAL market opportunities & barriers
- 11:45 – 12:45 Example candidate platforms for porting projects
- 12:45 – 13:45 Lunch break
- 13:45 – 14:30 Funding possibilities for porting projects
- 14:30 – 15:30 Discussion – Part I
- 15:30 – 16:00 Coffee break
- 16:00 – 17:15 Discussion – Part II
- 17:15 – 17:30 Closing





- 10:30 – 10:45 Opening

- Introduction to the workshop

Reiner Wichert

Fraunhofer-Alliance AAL

- Introduction to AALOA

Francesco Furfari

CNR-ISTI

- Co-organization by eInclusion

Peter Wintlev-Jensen

EC – InfSo – ICT for Inclusion





- 10:45 – 11:45 Open platforms and AAL market opportunities & barriers
 - 10 presentations, each 5 minutes long
 - gather many initial facts & opinions for later discussions
 - Purpose
 - Own concrete successful or failed experiences with the market
 - Opportunities that open AAL platforms can create on the market
 - Expectations from a platform in possible porting projects





Sharing experiences & expectations: Smart Homes

Ad van Berlo

Sharing experiences & expectations: GTN SAS

Christian Schoen

Sharing experiences & expectations: Ibernex Ingenieria S.L.

Antonio Remartinez

Sharing experiences & expectations: Trialog

Antonio Kung

Sharing experiences & expectations: Meticube Lda

Jürgen Bund

Sharing experiences & expectations: Consistec GmbH

Thomas Sinnwell

Sharing experiences & expectations: European Federation for Medical Informatics

Thomas Karopka

Sharing experiences & expectations: International Society for Telemedicine & eHealth

Frederic Lievens

Sharing experiences & expectations: CASALA

Andrew Macfarlane

Sharing experiences & expectations: Continua Health Alliance

Michael Strübin

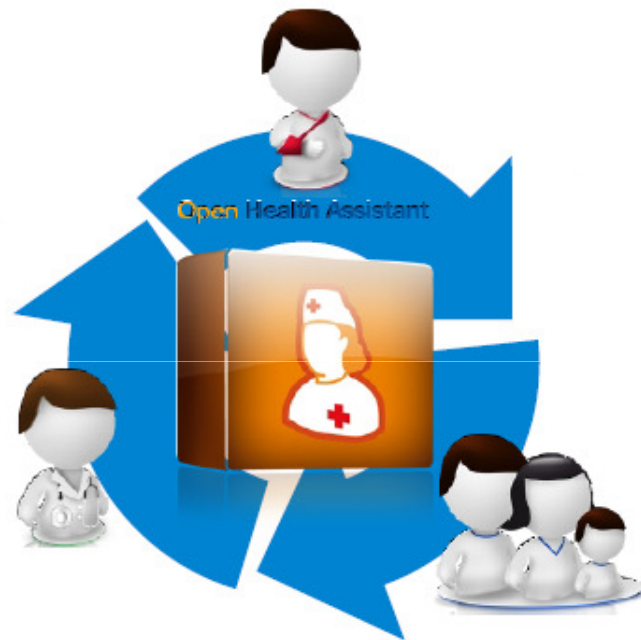




- 11:45 – 12:45 Example candidate platforms for porting projects
 - 4 presentations, each 10 minutes long + 3 minutes Q/A
 - 3 further to be introduced very shortly due to lack of time
 - Purpose
 - Show that a mandatory prerequisite for porting projects is already fulfilled
 - In later discussions, assume platforms as "given" and concentrate instead on the more unclear feasibility aspects



A world of eHealth services in your hand



Open Health Assistant PaaS

| | | |
|-----------------------|------------------------------------|---|
| Disease management | Aging independently | Health & Wellness |
| Vital sign monitoring | Connect with family & care givers | Email / chat / video |
| Medication adherence | Daily living activities monitoring | Appointment schedule |
| Reminders & alerts | Trend analysis & alerts | Health services directory & geolocation |
| HIS integration | Personal Health Record | Social Networks integration |



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The Hydra / LinkSmart Middleware

- Developed within the FP6 project HYDRA www.hydramiddleware.eu, IST-2005-2.5.3 Embedded systems (2006-2010)
- Open Source: sourceforge.net/projects/linksmart
- Being reused in several FP7 projects: www.reaction-project.eu, www.incasa-project.eu, www.ebbits-project.eu, www.massif-project.eu, seempubs.polito.it, [SEAM4US](#) (to start in Oct-2011)
- Contact



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FIT

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- A third platform indicated by
 - Mr. Raymond Turner
 - from Dublin Institute of Technology
 - raymondturner@eircom.net

Representing a consortium of commercial and academic partners in Ireland with products and services been tested with user groups.





| | | |
|---------------|----------------------|--------------------------|
| OSAml-Commons | Jesus Bermejo | Telvent |
| AAS-Platform | Reza Razavi | Ambient Activity Systems |
| universAAL | Marius Mikalsen | SINTEF |
| openURC | Gottfried Zimmermann | University of Tübingen |





- 13:45 – 14:30 Funding possibilities for porting projects
 - IST Framework Programmes Peter Wintlev-Jensen
EC – InfSo – ICT for Inclusion
 - AAL Joint Programme Silas Olsson
AALA – AAL JP – CMU
 - Competitiveness and Innovation fP Peter Wintlev-Jensen
ICT Policy Support Programme EC – InfSo – ICT for Inclusion





14:30 – 15:30 && 16:00 – 17:15

DISCUSSIONS





1. Benefits for the owners of (prototypes of) AAL products and services

- Benefit from research at cutting edge level
- In success case, benefit from being among the early adopters

general benefits of using a widely accepted platform

In success case, improve chances on the market through improved interoperability

In success case, improve chances to be included in several service delivery packages





2. Achieving market breakthrough

- a) Generally: promoting ecosystems by open platforms
 - Support development, marketing, & operation phases
 - optimize processes → reduce costs → attract customers
 - Achieve open interoperability across all possible application domains (critical for mass markets like AAL) → increase chances for all apps
 - serendipity → aggregation of value
- b) In particular: porting projects
 - Create an initial set of products and services around platforms to improve the portfolio on the offer side
 - Pave the way for converging conclusions on platforms





3. Challenges for candidate platforms

- From theory of open interoperability to practice, from R&D to production
- Show practicality and usability
- Get ready for critical support services and sustainable maintenance





4. Funding scheme





5. Approving the idea with a set of recommendations
- amb11-discuss@aaloa.org

