

「Mayo Clinic & DMC 파트너십 데이」 모집공고

미국 1위 종합병원인 Mayo Clinic과 Destination Medical Center(DMC)가 한국의 혁신 헬스케어 기업과의 협력을 확대하고자 합니다. 미국 시장 진출, 임상 검증, 공동연구 및 사업화 등 다양한 협력 프로그램에 참여할 국내 의료기기·바이오 기업을 모집하오니 많은 관심과 참여를 바랍니다.

1. 사업 개요

- 사업명 : Mayo Clinic-DMC Partnership Day
- 사업내용 : 협력 프로젝트 설명회, 1:1 토포인트 상담회
- 기간 : 2026. 8. 26.(수) ~ 8. 27.(목)
 - 협력 프로젝트 설명회 (8.26수, 14:00-16:30)
 - 1:1 토포인트 상담회 (8.27목, 10:00-17:30)
- 장소 : 대한무역투자진흥공사 IKP 1층 강의실
- 신청방법 : 무역투자24 사업신청 > KOTRA 대표 이메일로 하기 서류 제출 : me_hq@kotra.or.kr
①참가신청서(붙임1 영문작성) ②영문 카탈로그

2. 프로젝트 및 모집분야

프로젝트	내용	모집분야
Mayo Clinic Platform Accelerate	AI기반 의료기술 임상 검증 및 상용화 지원	AI, 진단기술, 디지털헬스케어, 의료데이터분석, 원격모니터링
Waypoint Program	Mayo Clinic 전문가 및 임상부서와 협력 및 기술 검증 지원	디지털헬스, 의료기기, AI 헬스케어, 바이오테크
BioLabs Rochester	미국 진출을 위한 연구공간 및 사무실 대여	바이오테크, 의료기기, 진단기술
Home Innovation Lab (Tech Enabled Aging-in-Place)	실제 주거환경을 기반으로 혁신기술 실증 및 검증 지원	스마트홈, 원격모니터링, 낙상예방

* 프로젝트별 중점 협력희망 기술, 부적합 대상 등 세부협력 수요 관련 별첨 필수 참조 부탁드립니다.

3. 참가 절차

- ① 참가 신청 ② Mayo Clinic·DMC 서류 검토 ③ 상담기업 선정 ④ 1:1 상담
- * 설명회는 희망기업 모두 참가 가능

4. 모집 일정

- 모집기간 : (1차) ~ 7월 31일 / (2차) ~ 8월 7일
- * 1차 모집기업 대상 바이어 우선검토 진행 예정
- 참가기업 선정 : 2026년 8월 중순
- 상담 스케줄 확정 : 2026년 8월 중순

5. 문의

KOTRA 바이오헬스팀 : 02-3460-7626, 7622

1. Mayo Clinic Platform_Accelerate

Mission

Mayo Clinic Platform_Accelerate helps mature health technology companies generate the clinical evidence, technical validation, and commercialization strategy needed to bring AI-enabled healthcare solutions to market. Through structured access to de-identified clinical data, Mayo Clinic expertise, and technical resources, the program helps companies strengthen their products while operating within a secure, governed environment.

Primary Goals

Validate AI models and digital health technologies using high-quality clinical data.
Help companies generate evidence for regulatory, reimbursement, and commercial milestones.
Improve product performance through technical and clinical feedback.
Prepare companies for successful commercialization and health system adoption.
Connect companies with Mayo Clinic advisors and the broader healthcare innovation ecosystem.

Ideal Partner Company

The ideal company has progressed beyond the idea stage and has a functioning product, platform, or prototype. It has executive commitment, a capable technical team, early commercial validation, and a clearly defined technical question that can be answered using Mayo Clinic Platform data and expertise. The company understands regulatory and reimbursement pathways and has measurable milestones it hopes to accomplish during the next 6 to 12 months.

Technology Focus Areas

- Artificial Intelligence
- Clinical Decision Support
- Diagnostics
- Digital Health
- Medical Devices
- Remote Patient Monitoring
- Healthcare Data Science
- Operational Intelligence
- Clinical Workflow Optimization
- Early Disease Detection
- Biopharma Enablement
- Care Delivery Technologies

Companies That Are Not a Good Fit

Idea-stage companies without a working product

Companies seeking general networking or marketing credibility

Organizations without a defined technical validation project

Companies expecting Mayo Clinic to build, validate, commercialize, or implement their technology

What We Hope to Accomplish During the Seoul Mission

Identify Korean digital health and AI companies that are ready for clinical validation and U.S. commercialization. Position Mayo Clinic Platform_Accelerate as a premier destination for companies seeking to generate clinical evidence, improve product performance, and prepare for North American market expansion.

2. Mayo Clinic Berg Innovation Exchange

Mission

The Mayo Clinic Berg Innovation Exchange serves as Mayo Clinic's front door for external innovation, connecting entrepreneurs and technology companies with Mayo Clinic expertise, clinical leadership, and commercialization pathways. Through programs such as Waypoints, it helps companies determine where and how they can most effectively collaborate with Mayo Clinic.

Primary Goals

Identify high-potential companies that address meaningful clinical problems.

Connect innovators with the appropriate Mayo Clinic departments and subject matter experts.

Accelerate strategic collaborations between Mayo Clinic and external companies.

Support companies as they navigate Mayo Clinic's innovation ecosystem.

Foster long-term innovation partnerships that improve patient care.

Ideal Partner Company

Companies with a strong scientific or technical foundation, a clearly defined clinical use case, and leadership that is committed to collaborating with healthcare providers. The strongest candidates understand their technology, know the clinical problem they solve, and are seeking strategic clinical partnerships rather than simply customers.

Technology Focus Areas

- Artificial Intelligence
- Medical Devices
- Diagnostics
- Digital Health
- Therapeutics
- Regenerative Medicine
- Clinical Software
- Healthcare Platforms
- Care Delivery Innovation

Companies That Are Not a Good Fit

- Companies seeking only brand association with Mayo Clinic.
- Organizations without a clearly defined healthcare application.
- Companies not prepared for strategic collaboration or clinical engagement.

What We Hope to Accomplish During the Seoul Mission

Identify innovative Korean companies that could benefit from structured engagement with Mayo Clinic and introduce them to the Berg Innovation Exchange as the preferred entry point into Mayo's clinical and innovation ecosystem.

3. BioLabs Rochester

Mission

BioLabs Rochester provides flexible laboratory and office space for early-stage biotechnology and health technology companies seeking to establish a presence within Discovery Square, Rochester's health innovation district. Located adjacent to Mayo Clinic, BioLabs offers turnkey laboratory infrastructure and access to a global network of entrepreneurs, investors, and industry partners.

Primary Goals

Lower the barriers to establishing U.S. operations.

Support company formation and growth within Discovery Square.

Build a vibrant community of innovative life science companies.

Connect resident companies with Mayo Clinic, investors, service providers, and regional partners.

Accelerate commercialization through proximity to world-class clinical expertise.

Ideal Partner Company

Early-stage biotechnology, medtech, diagnostics, digital health, and life science companies planning North American expansion. Companies should have demonstrated technical feasibility, an experienced leadership team, and a need for laboratory space, strategic partnerships, and access to the U.S. healthcare market.

Technology Focus Areas

- Biotechnology
- Medical Devices
- Diagnostics
- Cell and Gene Therapy
- Regenerative Medicine
- Digital Health
- Laboratory Technologies
- Research Tools
- Precision Medicine

Companies That Are Not a Good Fit

- Companies without a clear commercialization strategy.
- Organizations requiring large-scale manufacturing space.
- Businesses seeking only traditional office space without laboratory or ecosystem needs.

What We Hope to Accomplish During the Seoul Mission

Identify Korean companies preparing for U.S. expansion that could establish operations in Rochester through BioLabs. Position BioLabs Rochester as the preferred soft-landing location for companies seeking laboratory infrastructure, Mayo Clinic proximity, and access to the Upper Midwest health innovation ecosystem.

4. Home Innovation Lab and Tech Enabled Aging-in-Place Initiative

Mission

The Home Innovation Lab is a living laboratory that advances healthy aging by evaluating and demonstrating emerging technologies within realistic residential environments. The initiative supports research, product validation, and the development of evidence-based standards for technology-enabled housing that promotes health, independence, and quality of life.

Primary Goals

Advance innovation in aging-in-place technologies.

Demonstrate how technology can improve health outcomes in residential settings.

Develop clinically informed standards for technology-enabled housing.

Provide companies with real-world testing and demonstration opportunities.

Position Rochester as a global center for healthy housing innovation.

Ideal Partner Company

Companies developing technologies that enable older adults to live safely and independently at home. This includes firms focused on remote monitoring, home diagnostics, robotics, ambient sensing, connected health, artificial intelligence, wellness technologies, mobility, smart building systems, and digital caregiving solutions.

Technology Focus Areas

- Smart Home Technology
- Aging in Place
- Remote Patient Monitoring
- Robotics
- Ambient Sensors
- Artificial Intelligence
- Home Diagnostics
- Wellness Technologies
- Mobility Solutions
- Connected Care Platforms

Companies That Are Not a Good Fit

- Consumer products without a health or wellness application.
- Companies lacking interest in clinical evaluation or real-world testing.
- Organizations seeking only traditional research partnerships without residential demonstration opportunities.

What We Hope to Accomplish During the Seoul Mission

Identify Korean companies developing technologies that improve independent living and healthy aging. Position Rochester as a unique location where companies can validate products within a clinically informed residential research environment while engaging with Mayo Clinic, the Well Living Lab, and regional innovation partners.